Admission Requirements

Admission to the College of Business Majors
Admission to a major in the College of Business typically occurs at the beginning of the student’s junior year. Once admitted, the student may choose to pursue one or more of the following majors: Accounting, Finance, International Business, Management, or Marketing. Multiple criteria will be considered for admission to majors in the College of Business. Admission is competitive; meeting minimum requirements does not guarantee admission. Deadlines for application are: October 1 for Spring semester and March 1 for Fall semester.

Criteria for Admission to a Major in the College of Business
1. Minimum 2.70 cumulative grade point average required.
2. Complete 33 of the 44 required General Education credits. (Complete remainder of Gen. Ed. prior to graduation.)
   Specific Required General Education Courses: MATH 130, ECON 201, ECON 202 and one from PHIL 120W, PHIL 205W, PHIL 222W, PHIL 224W, PHIL 226W or PHIL 240W.
3. Completion of the following courses: IT 101, MATH 130, ACCT 217, BLAW 200, MGMT 200, ECON 201, ECON 202, ECON 207, Second Year Experience 201, and one PHIL class as listed above.
   Note: ACCT majors, minors and FINA majors are also required to take ACCT 218.

* See back page for additional policies and information.

Business Foundation Requirements
Required of all College of Business majors.

Lower Division  Classes in ( ) represent prerequisites that must be completed before registering for the class.

___ MGMT  200-3  Introduction to MIS (IT 101)
___ ACCT  217-4  Survey of Financial and Managerial Accounting (IT 101, MATH 112 or MATH 130)
___ ACCT  218-1  The Accounting Process (ACCT 217 or concurrent) Only required for ACCT majors, minors and FINA majors.
___ ECON  201-3  Principles of Macroeconomics
___ ECON  202-3  Principles of Microeconomics
___ ECON  207-4  Business Statistics (MATH 112 or MATH 130)
___ BLAW  200-3  Legal, Political, and Regulatory Environment of Business (IT 101)
___  * * * *  201-0  Second Year Experience (This is when you apply to the major.)
   (Register in the department of your major: ACCT 201, FINA 201, IBUS 201, MGMT 201, MRKT 201)

Note: Students need to be admitted to a major before taking Upper Division (300/400 level) courses.

Upper Division  Classes in ( ) represent prerequisites that must be completed before registering for the class.

___ MRKT  310-3  Principles of Marketing
___ MGMT  330-3  Principles of Management
___ FINA  362-3  Business Finance (ACCT 217)
___ IBUS  380-3  Principles of International Business
___ MGMT  346-3  Production and Operations Management (ECON 207)
___ FINA  395-1  Personal Adjustment to Business
___ MGMT  481-3  Business Policy and Strategy —Take Senior Year
   (MGMT 330, FINA 362, MRKT 310, IBUS 380, MGMT 346)
Major in Accounting

A major in Accounting consists of the foundation courses in the College of Business and the completion of the following:

- ACCT 300-3 Intermediate Financial Accounting I (218)
- ACCT 301-3 Intermediate Financial Accounting II (300)
- ACCT 310-3 Management Accounting I (218)
- ACCT 320-3 Accounting Information Systems (300)
- ACCT 400-3 Advanced Financial Accounting (301)
- ACCT 410-3 Business Income Tax (300)
- ACCT 421-3 Assurance Services I (320 or concurrent)
- BLAW 450-3 Contracts, Sales and Professional Responsibility (200)
- ACCT 470-3 Advanced Topics (301, 310, 410, 421)

Choose three of the following:

- ACCT 311-3 Management Accounting II (310)
- ACCT 411-3 Individual Income Tax
- ACCT 420-3 Operational Auditing (320 or concurrent)
- ACCT 423-3 Fraud Examination (320)
- ACCT 424-3 Assurance Services II (421)
- ACCT 477-3 International Accounting (301)
- BLAW 455-3 Legal Aspects of Banking and Finance (200)

Accounting majors or minors must earn a grade of “C” (2.0) or better in required accounting and business law classes.

It is strongly recommended that students who intend to take the Certified Public Accounting examination should also complete: ACCT 424 (Assurance Services II), BLAW 455 (Legal Aspects of Banking and Finance), and ACCT 411 (Individual Income Tax).

() Prerequisites that have to be met before registering for a class.

Minor in Accounting

A minor in Accounting consists of the following 21 credits and requires a cumulative 2.70 GPA.

- ACCT 217-4 Survey of Financial and Managerial Accounting (IT 101, MATH 112, or MATH 130)
- ACCT 218-1 The Accounting Process (ACCT 217 or concurrent)
- ACCT 300-3 Intermediate Financial Accounting I (218)
- ACCT 310-3 Management Accounting I (218)

Choose three of the following:

- ACCT 301-3 Intermediate Financial Accounting II (300)
- ACCT 311-3 Management Accounting II (310)
- ACCT 320-3 Accounting Information Systems (300)
- ACCT 400-3 Advanced Financial Accounting (301)
- ACCT 410-3 Business Income Tax (300)
- ACCT 411-3 Individual Income Tax
- ACCT 420-3 Operational Auditing (320 or concurrent)
- ACCT 421-3 Assurance Services I (320 or concurrent)
- ACCT 423-3 Fraud Examination (320)
- ACCT 424-3 Assurance Services II (421)
- ACCT 470-3 Advanced Topics (301, 310, 410, 420)
- ACCT 477-3 International Accounting (301)

() Prerequisites that have to be met before registering for a class.

Major in Marketing

A major in Marketing consists of the foundation courses in the College of Business and the completion of the following:

- MRKT 316-3 Consumer Behavior (310)
- MRKT 317-3 Product and Pricing Strategy (310)
- MRKT 318-3 Promotional Strategy (310, 316)
- MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- MRKT 339-3 Distribution Strategy (310)
- MRKT 412-3 Professional Selling (310)
- MRKT 420-3 Sales Management (310)
- MRKT 423-2 International Marketing (310, IBUS 380)
- MRKT 480-3 Seminar (310)
- MRKT 491-1 In-service (by permission only)
- MRKT 492-1-3 Study Tour
- MRKT 498-3 Internship (consent)

Choose two of the following:

- MRKT 413-3 Industrial Marketing (310)
- MRKT 415-3 Retailing Management (310, 316)
- MRKT 416-3 Internet Marketing (310)
- MRKT 420-3 Sales Management (310)
- MRKT 428-3 International Marketing (310, IBUS 380)
- MRKT 480-3 Seminar (310)
- MRKT 491-1-4 In-service (by permission only)
- MRKT 492-1-3 Study Tour
- MRKT 498-3 Internship (consent)

() Prerequisites that have to be met before registering for a class.

Minor in Marketing

A minor in Marketing consists of the following 18 credits and requires a cumulative 2.70 GPA.

Required Courses:

- MRKT 100-3 Global Business Concepts (Non-COB majors only)
- MRKT 310-3 Principles of Marketing
- MRKT 316-3 Consumer Behavior (310)

Choose three classes if major is not in the COB.

Choose four classes if major is in the COB:

- MRKT 317-3 Product and Pricing Strategy (310)
- MRKT 318-3 Promotional Strategy (310, 316)
- MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- MRKT 339-3 Distribution Strategy (310)
- MRKT 412-3 Professional Selling (310)
- MRKT 413-3 Industrial Marketing (310)
- MRKT 415-3 Retailing Management (310, 316)
- MRKT 416-3 Internet Marketing (310)
- MRKT 420-3 Sales Management (310)
- MRKT 428-3 International Marketing (310, IBUS 380)
- MRKT 492-1-3 Study Tour

() Prerequisites that have to be met before registering for a class.

Major in Management

A Major in Management consists of:

1. College of Business foundation requirements.
2. One (or more) of the following options:

- **GENERAL MANAGEMENT OPTION**
  - MGMT 440-3 Human Resource Management
  - MGMT 444-3 Organization Design (330)
  - MGMT 459-3 Management Information Systems (300, 330)
  - MGMT 480-3 Human Behavior in Organizations (330)

Choose three of the following:

- MGMT 385-3 Introduction to Management Science
- MGMT 443-3 Entrepreneurship
- MGMT 447-3 Management: Special Topics (330)
- MGMT 449-3 Quality Management (ECON 207)
- MGMT 472-3 Project Management
- MGMT 473-3 Enterprise Resource Planning (200)
- MGMT 482-3 Business, Society and Ethics
- MGMT 497-3 Internship (See MGMT Internship Coordinator for prerequisites)
- ACCT 310-3 Management Accounting I (218)
- MGMT 484-3 Leadership

() Prerequisites that have to be met before registering for a class.

- **HUMAN RESOURCE MANAGEMENT OPTION**
  - MGMT 440-3 Human Resource Management
  - MGMT 441-3 Staffing (440)
  - MGMT 442-3 Compensation Management (440)
  - MGMT 445-3 Training and Development (440)
  - MGMT 480-3 Human Behavior in Organizations (330)

Choose at least six credits of the following:

- ECON 403-3 Labor Economics (201, 202)
- FINA 466-3 Employee Benefits Planning (100 or 362)
- ACCT 310-3 Management Accounting I (218)
- HLTH 488-3 Worksite Health Promotion
- BLAW 452-2 Employment and Labor Law (200)
- MET 423-4 Ergonomics and Work Measurement
- MGMT 498-3 Internship (See MGMT Internship Coordinator for prerequisites)

() Prerequisites that have to be met before registering for a class.

Minor in Human Resource Management

Students must meet all course prerequisites and are strongly encouraged to complete IT 101. Cumulative GPA of 2.70 is required.

Required:

- MGMT 330-3 Principles of Management
- MGMT 440-3 Human Resource Management
- MGMT 441-3 Staffing (440)
- MGMT 442-3 Compensation Management (440)
- MGMT 445-3 Training and Development (440)
- MGMT 480-3 Human Behavior in Organizations (330)

() Prerequisites that have to be met before registering for a class.

Continued on next column.
### Minor in Business Administration

**Required for Minor:**
- MGMT 200-3 Introduction to MIS (IT 101 or equivalent)
- MGMT 330-3 Principles of Management
- ACCT 217-4 Survey of Financial & Managerial Accounting (IT 101, MATH 112 or MATH 130)
- ECON 201-3 Principles of Macroeconomics
- ECON 202-3 Principles of Microeconomics
- ECON 207-4 Business Statistics (MATH 112 or MATH 130)
- BLAW 200-3 Legal, Political and Regulatory Environment of Business (IT 101, ACCT 217)
- MRKT 310-3 Principles of Marketing
- FINA 362-3 Business Finance (ACCT 217)

() Prerequisites that have to be met before registering for a class.

### Major in Finance

A major in Finance consists of the foundation courses in the College of Business and the completion of the following:

**FINA Core Requirements:**
- FINA 460-3 Investments (362)
- FINA 462-3 Strategic Financial Management (362)
- FINA 464-3 Financial Institutions and Markets (362)
- FINA 467-3 Insurance and Risk Management

**Plus at least one of the following areas of emphasis:**

A. Corporate Finance
- FINA 461-3 Short-Term Financial Management (362)
- ACCT 300-3 Intermediate Financial Accounting I (218)
- And two courses from FINA 463, 480, 493, 498*; or ACCT 301, 311, 320, 410, 411 or ECON 463.

B. Financial Planning and Insurance
- ACCT 411-3 Individual Income Tax
- FINA 459-3 Personal Financial Planning (ACCT 411, FINA 467)
- FINA 470-3 Personal Insurance (467)
- And two courses from FINA 458**, 463**, 466**, 477, 478, 480**, 493, 498*; or ACCT 410**; MRKT 412 or ECON 463.

**Students who wish to sit for the Certified Finance Planner (CFP) are required to take ACCT 410, FINA 458, FINA 463, FINA 466 and FINA 480 in addition to completing the Finance core required and the required courses in the Financial Planning and Insurance area of emphasis.

C. General Finance

Choose any five of the following, two of which must be FINA courses:
- FINA 458-3 Estate Planning (100 or 362)
- FINA 459-3 Personal Financial Planning (ACCT 411, FINA 467)
- FINA 461-3 Short-Term Financial Management (362)
- FINA 463-3 Security Analysis (362 and 460)
- FINA 466-3 Employee Benefit Planning (100 or 362)
- FINA 470-3 Personal Insurance (467)
- FINA 477-3 Real Estate (100 or 362)
- FINA 478-3 Real Estate Investments (362)
- FINA 480-3 Options and Futures (362)
- FINA 482-3 Commercial Bank Management (362)
- FINA 492-3 Study Tour
- FINA 493-3 Maverick Fund (460)
- FINA 498**-3 Internship
- ACCT 300-3 Intermediate Financial Accounting I (218)
- ACCT 301-3 Intermediate Financial Accounting II (300)
- ACCT 310-3 Management Accounting I (218)
- ACCT 311-3 Management Accounting II (310)
- ACCT 410-3 Business Income Tax (300)
- ACCT 411-3 Individual Income Tax
- MRKT 412-3 Professional Selling (310)
- ECON 463-3 Applied Econometrics of Financial Markets (207)

D. Institutional Finance
- FINA 463-3 Security Analysis (362, 460)
- FINA 482-3 Commercial Bank Management (362)

Choose one of the following: FINA 461 or 477

And two courses from FINA 461**, 470, 477**, 478, 480, 493, 498*; or ACCT 300 or 301, or ECON 463

***Whichever course was taken as a required course cannot also be used as an elective.

### Minor in Financial Planning

**Required for Minor:**
- FINA 100-3 Personal Financial Management
  OR
- FINA 362-3 Business Finance (ACCT 217)
  AND
- FINA 459-3 Personal Financial Planning (ACCT 411, FINA 467)
- FINA 467-3 Insurance and Risk Management
  AND at least three of the following:
  - FINA 458, 460, 463, 464, 466, 477, 478, 497*, ACCT 411 or MRKT 412

() Prerequisites that have to be met before registering for a class

### Major in International Business

A major in International Business consists of:

1. Business foundation requirements

2. International Business Core
- IBUS 428-3 International Marketing (MRKT 310, IBUS 380)
- IBUS 448-3 International Business Management (380)
- IBUS 469-3 International Business Finance (380)
- IBUS 485-3 Export Administration (380)
- IBUS 490-3 International Business Policy (428, 448, 469)

Two of the three req'd prereqs must be completed prior to 490

3. Choose 3 credits from the following:
- ECON 420-3 International Economics (201, 202)
- FRN 304-3 Intermediate French II
- GEOG 341-3 World Regional Geography
- GER 304-3 Intermediate German II
- IBUS 419-3 International Business Seminar (380)
- IBUS 492-1-3 Study Tour
- IBUS 499-1-3 Individual Study (permission required)
- POLS 231-3 World Politics
- SCAN 293-4-3 Intermediate Norwegian II
- SCAN 295-1-4 Intermediate Swedish II
- SPAN 202-4 Intermediate Spanish II

4. Required Electives (Business Function, 9 credits)

Select three courses from one of the following Business function areas:

**OPTION A: Marketing**
- MRKT 316-3 Consumer Behavior (310)
- MRKT 318-3 Promotional Strategy (310, 316)
- MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- MRKT 339-3 Distribution Strategy (310)
- MRKT 412-3 Professional Selling (310)
- MRKT 420-3 Sales Management (310)

**OPTION B: Finance**
- FINA 460-3 Investments (362)
- FINA 462-3 Strategic Financial Management (362, MGMT 305)
- FINA 463-3 Security Analysis (362, 460, MGMT 305)
- FINA 464-3 Financial Institutions and Markets (362)
- FINA 467-3 Insurance and Risk Management
- ACCT 301-3 Management Accounting I (210 or 218)

**OPTION C: Management**
- MGMT 385-3 Introduction to Management Science
- MGMT 440-3 Human Resource Management
- MGMT 441-3 Staffing (440)
- MGMT 444-3 Organization Design (330)
- MGMT 459-3 Management Information Systems (200, 330)
- MGMT 480-3 Human Behavior in Organizations (330)

() Prerequisites that have to be met before registering for a class

Continued on next column.
A minor in International Business consists of the following:

A. Business Requirements:
   - MRKT 310-3 Principles of Marketing
   - IBUS 380-3 Principles of International Business

B. International Business Requirements (choose four of the following courses):
   - IBUS 419-3 International Business Seminar (380)
   - IBUS 428-3 International Marketing (380, MRKT 310)
   - IBUS 448-3 International Business Management (380)
   - IBUS 469-3 International Business Finance (380)
   - IBUS 485-3 Export Administration (380)
   - IBUS 490-3 International Business Policy (428, 448, 469)
   - BLAW 453-3 International Legal Environment of Business (200)
   - IBUS 492-1-3 Study Tours

() Prerequisites that have to be met before registering for a class.

---

**Minor in Business Law**

**Required for Minor:**
- ACCT 217-4 Survey of Financial and Managerial Accounting (IT 101, MATH 112 or MATH 130)
- IT 101-3 Introduction to Information Systems
- BLAW 200-3 Legal, Political and Regulatory Environment of Business (IT 101, ACCT 217)
- BLAW 450-3 Contracts, Sales and Professional Responsibility (200)
- BLAW 452-3 Employment and Labor Law (200)

Choose two of the following:
- BLAW 371-3 Computer and Technology Law
- BLAW 453-3 International Legal Environment of Business (200)
- BLAW 455-3 Legal Aspects of Banking and Finance (200)
- BLAW 474-3 Environmental Regulation and Land Use (200)
- BLAW 476-3 Construction and Design Law (200)
- BLAW 477-3 Negotiation and Conflict Resolution (200)
- BLAW 483-3 Special Topics

() Prerequisites that have to be met before registering for a class.

---

**Policies and Information**

**Academic Advising:** Students will initially receive their advising from the professional advisors in the College of Business Advising Center. When a student applies to a College of Business major, they will be assigned a faculty advisor in the major area of study. Questions regarding the assignment of advisors can be answered in the College of Business Advising Center, 151 Morris Hall, 507-389-2963.

**COB Laptop Program:** Students taking courses in the College of Business are required to have a laptop computer that meets a minimum set of configuration standards. Please go to www.cob.mnsu.edu/notebook/ for specific details.

**College of Business Policies:** Students who are business minors, non-business majors or those who are not seeking a four year degree may take up to 24 credits in the College of Business. Students must be admitted to a College of Business major to be granted a Bachelor of Science degree in any major within the College of Business.

**Graduation Policies:** To be eligible for graduation, students must complete 120 semester credits and have completed at least 40 semester credits of upper division (300-400 level) classes.

**Residency:** Transfer students pursuing a major within the College of Business must complete a minimum of 30 resident upper division credits (300-400 level) classes.

Transfer students pursuing a major or minor in the College of Business must complete at least 50% (one-half) of their major or minor coursework at Minnesota State Mankato.

**Capstone Classes:** A Capstone class is the culminating class of a major or program in which students demonstrate all that has been learned in his or her major or program. Capstone classes are generally taken senior year. All students in the College of Business must take the capstone MGMT 481. In addition, the following capstone classes are major specific: ACCT 470, FINA 459, FINA 463, IBUS 490 and MRKT 490. Capstone classes cannot be taken at other institutions nor can other classes substitute for them.

**GPA Policy:** Majors in the College of Business must earn a minimum grade point average of 2.0 (C) for the total courses taken in the College of Business and an overall 2.25 GPA to meet graduation requirements. (Accounting majors or minors must earn a grade of “C” or better in required Accounting and Business Law classes.) Students pursuing a minor in the College of Business must earn a minimum grade point average of 2.0 in courses required for the minor.

**P/NC Grading Policy:** No more than one-fourth of a student’s major shall consist of P/NC grades. Business courses are not offered as P/NC.

**Assessment Policy:** The College of Business believes that the ongoing assessment of its programs makes a vital contribution to the quality of those programs and to student learning. Student participation is an important and expected part of the assessment process.

**Internships:** Students are encouraged to participate in business and industrial organizations through internship programs. Internships are available during the junior and senior years. Students interested in internships should interview early with the internship coordinator for enrollment in this program.

The information in this requirement sheet is meant to serve as a guide to students. It does not constitute a contract between the student and College of Business.

---

For further information contact:
College of Business Advising Center
Minnesota State University, Mankato
151 Morris Hall
Mankato, MN 56001
507-389-2963 (V) 800-627-3529 or 711 (MRS/TTY)
www.cob.mnsu.edu Fax: 507-389-1318

A member of the Minnesota State Colleges and Universities System.
Minnesota State University, Mankato is an Affirmative Action/Equal Opportunity University. This document is available in alternative format to individuals with disabilities by calling the College of Business at 507-389-2963 (V), 800-627-3529 or 711 (MRS/TTY), BUSC09DO_0611