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 General Education Courses Required: MATH 130, ECON 201, ECON 202, ECON 207 and one from PHIL 120W, PHIL 205W, PHIL 222W, PHIL 224W, PHIL 226W, or PHIL 240W.
3. Completion of the Required Prerequisite Courses and Lower Division Courses listed below.

Note: See back page for additional policies, requirements, and information.

Business Foundation Requirements
Required of all College of Business majors.

Required Prerequisites

<table>
<thead>
<tr>
<th>Course</th>
<th>Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT</td>
<td>101-3</td>
<td>Intro to Info Systems</td>
</tr>
<tr>
<td>MATH</td>
<td>130-4</td>
<td>Finite Math &amp; Intro Calc</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Course</th>
<th>Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT</td>
<td>200-3</td>
<td>Financial Accounting (IT 101, MATH 112 or MATH 130)</td>
</tr>
<tr>
<td>ACCT</td>
<td>210-3</td>
<td>Managerial Accounting (ACCT 200)</td>
</tr>
<tr>
<td>BLAW</td>
<td>200-3</td>
<td>Legal, Political, and Regulatory Environment of Business (ACCT 200 or concurrent)</td>
</tr>
<tr>
<td>ECON</td>
<td>201-3</td>
<td>Principles of Macroeconomics</td>
</tr>
<tr>
<td>ECON</td>
<td>202-3</td>
<td>Principles of Microeconomics</td>
</tr>
<tr>
<td>ECON</td>
<td>207-4</td>
<td>Business Statistics (MATH 112 or MATH 130)</td>
</tr>
<tr>
<td>MGMT</td>
<td>200-3</td>
<td>Introduction to MIS (IT 101)</td>
</tr>
<tr>
<td>PHIL</td>
<td>120W</td>
<td></td>
</tr>
<tr>
<td></td>
<td>205W</td>
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<td></td>
<td>226W</td>
<td></td>
</tr>
<tr>
<td></td>
<td>240W</td>
<td></td>
</tr>
<tr>
<td>**</td>
<td>201-0</td>
<td>Orientation to Business (This is when you apply for admission to the major.) (Register in the department of your major: ACCT 201, FINA 201, IBUS 201, MGMT 201, MRKT 201)</td>
</tr>
</tbody>
</table>

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

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

<table>
<thead>
<tr>
<th>Course</th>
<th>Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA</td>
<td>362-3</td>
<td>Business Finance (ACCT 200)</td>
</tr>
<tr>
<td>FINA</td>
<td>395-1</td>
<td>Personal Adjustment to Business</td>
</tr>
<tr>
<td>IBUS</td>
<td>380-3</td>
<td>Principles of International Business</td>
</tr>
<tr>
<td>MRKT</td>
<td>310-3</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>MGMT</td>
<td>330-3</td>
<td>Principles of Management</td>
</tr>
<tr>
<td>MGMT</td>
<td>346-3</td>
<td>Production and Operations Management (ECON 207)</td>
</tr>
<tr>
<td>MGMT</td>
<td>481-3</td>
<td>Business Policy and Strategy –Take Senior Year (FINA 362, IBUS 380, MGMT 330, MGMT 346, MRKT 310)</td>
</tr>
</tbody>
</table>

Specific sections of FINA 362, MRKT 310 & MGMT 330 are part of the IBE program. To apply to the program or for more information, please go to: http://cob.mnsu.edu/ibe/
Major in Accounting

A major in Accounting consists of the Business Foundation Requirements in the College of Business and the completion of the following:

Classes in ( ) are prerequisites that have to be met before registering for a class.

- ACCT 300-3 Intermediate Financial Accounting I
  (ACCT 200 and 210 with a B- or better)
- ACCT 301-3 Intermediate Financial Accounting II (300)
- ACCT 310-3 Management Accounting I (200, 210)
- ACCT 320-3 Accounting Information Systems (300)
- ACCT 330-3 Individual Income Tax (200, 210)
- ACCT 400-3 Advanced Financial Accounting (301)
- ACCT 410-3 Business Income Tax (300, 330)
- ACCT 421-3 Assurance Services (320 or concurrent)
- BLAW 450-3 Contracts, Sales and Professional Responsibility (BLAW 200)

Accounting majors or minors must earn a grade of “C” (2.0) or better in all required Accounting and Business Law classes.

Minor in Accounting

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

Classes in ( ) are prerequisites that have to be met before registering for a class.

- ACCT 200-3 Financial Accounting (IT 101, MATH 112 or MATH 130)
- ACCT 210-3 Managerial Accounting (ACCT 200)
- ACCT 300-3 Intermediate Financial Accounting I
  (ACCT 200 and 210 with a B- or better)
- ACCT 310-3 Management Accounting I (200, 210)
- Choose three of the following:
  - ACCT 301-3 Intermediate Financial Accounting II (300)
  - ACCT 311-3 Management Accounting II (300)
  - ACCT 320-3 Accounting Information Systems (300)
  - ACCT 330-3 Individual Income Tax (200, 210)
  - ACCT 400-3 Advanced Financial Accounting (301)
  - ACCT 410-3 Business Income Tax (300, 330)
  - ACCT 421-3 Assurance Services (320 or concurrent)

Minor in Marketing

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

Classes in ( ) are prerequisites that have to be met before registering for a class.

- MRKT 316-3 Consumer Behavior (310 or concurrent)
- MRKT 317-3 Product and Pricing Strategy (310)
- MRKT 318-3 Promotional Strategy (310)
- MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- Choose three classes if major is not in the COB. Choose four classes if major is in the COB:
  - MRKT 316-3 Consumer Behavior (310 or concurrent)
  - MRKT 317-3 Product and Pricing Strategy (310)
  - MRKT 318-3 Promotional Strategy (310)
  - 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 414-3 Retailing Management (310)
  - 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
  - MRKT 493-3 Study Tour to Belize (consent)

Major in Management

A major in Management consists of the Business Foundation Requirements in the College of Business and the completion of one of (or both) of the following options:

Classes in ( ) are prerequisites that have to be met before registering for a class.

**BUSINESS MANAGEMENT OPTION**

- MGMT 340-3 Human Resource Management
- MGMT 380-3 Human Behavior in Organizations (330)
- MGMT 444-3 Organizational Design, Development and Change (330)
- MGMT 459-3 Management Information Systems (200, 330)

Choose three of the following:

- ACCT 310-3 Management Accounting I (200, 210)
- 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 484-3 Leadership
- MGMT 497-3 Internship
  (See MGMT Internship Coordinator for prerequisites)

**HUMAN RESOURCE MANAGEMENT OPTION**

- MGMT 340-3 Human Resource Management
- MGMT 380-3 Human Behavior in Organizations (330)
- MGMT 441-3 Staffing (340)
- MGMT 442-3 Compensation Management (340)
- MGMT 445-3 Training and Development (340)

Choose at least six credits of the following:

- ACCT 310-3 Management Accounting I (200, 210)
- BLAW 452-3 Employment and Labor Law (200)
- ECON 403-3 Labor Economics (201, 202)
- FINA 466-3 Employee Benefits Planning (100 or 362)
- HLTH 488-3 Worksite Health Promotion
- MET 423-3 Ergonomics and Work Measurement
- MGMT 498-3 Internship
  (See MGMT Internship Coordinator for prerequisites)

Minor in Human Resource Management

A minor in Human Resource Management consists of the following 18 credits and requires a cumulative 2.70 GPA. Students are strongly encouraged to complete IT 101.

Classes in ( ) are prerequisites that have to be met before registering for a class.

- MGMT 330-3 Principles of Management
- MGMT 340-3 Human Resource Management
- MGMT 380-3 Human Behavior in Organizations (330)
- MGMT 441-3 Staffing (340)
- MGMT 442-3 Compensation Management (340)
- MGMT 445-3 Training and Development (340)

Minor in Business Administration

A minor in Business Administration consists of the following 31 credits:

Classes in ( ) are prerequisites that have to be met before registering for a class.

- ACCT 200-3 Financial Accounting (IT 101, MATH 112 or MATH 130)
- ACCT 210-3 Managerial Accounting (ACCT 200)
- BLAW 200-3 Legal, Political and Regulatory Environment of Business
  (ACCT 200 or concurrent)
- MGMT 200-3 Introduction to MIS (IT 101)
- ECON 201-3 Principles of Macroeconomics
- ECON 202-3 Principles of Microeconomics
- ECON 207-4 Business Statistics (MATH 112 or MATH 130)
- FINA 362-3 Business Finance (ACCT 200)
- MGMT 330-3 Principles of Management
- MGMT 380-3 Human Behavior in Organizations (330)
- MGMT 441-3 Staffing (340)
- MGMT 442-3 Compensation Management (340)
- MGMT 445-3 Training and Development (340)

Continued on next column.
Major in Finance

A major in Finance consists of the Business Foundation Requirements in the College of Business and the completion of the following:

Classes in ( ) are prerequisites that have to be met before registering for a class.
*Department Chair permission required

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
   - ACCT 300-3 Intermediate Financial Accounting I (ACCT 200 and 210)
   - ACCT 310-3 Management Accounting I (200, 210)
   - FINA 461-3 Advanced Corporate Finance (362)
   And two courses from FINA 463, 469, 470, 477, 478, 493, 498, ACCT 301, 311, 320, 410, 411, or ECON 463.

B. Financial Planning and Insurance**
   - ACCT 330-3 Individual Income Tax (200, 210)
   - FINA 459-3 Personal Financial Planning (ACCT 330, FINA 467)
   - FINA 470-3 Personal Insurance (467)
   And two courses from FINA 458, 463, 469, 477, 478, 480, 493, 498*, ACCT 410, MRKT 412, or ECON 463.

** Students who intend to take the Certified Financial Planner (CFP) examination are required to take ACCT 410, FINA 458, and FINA 460 in addition to completing the Finance Core requirements 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 Advanced Corporate Finance (362)
   - FINA 463-3 Security Analysis (362 and 460)
   - FINA 466-3 Employee Benefit Planning (100 or 362)
   - FINA 469-3 International Business Finance
   - 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 (ACCT 200 and 210)
   - ACCT 301-3 Intermediate Financial Accounting II (300)
   - ACCT 310-3 Management Accounting I (200, 210)
   - ACCT 311-3 Management Accounting II (310)
   - ACCT 330-3 Individual Income Tax (200, 210)
   - ACCT 410-3 Business Income Tax (300)
   - ECON 463-3 Applied Econometrics of Financial Markets (207)
   - MRKT 412-3 Professional Selling (310)

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, 469, 477, 478, 480, 493, 498*, ACCT 300, 301, or ECON 463.

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

E. Investment Analysis

- ACCT 300-3 Intermediate Financial Accounting I (ACCT 200 and 210)
- FINA 463-3 Security Analysis (362, 460)
- FINA 480-3 Options and Futures (362)

And two courses from FINA 459, 466, 469, 477, 478, 480, 493, 498*, ACCT 301, 330, or ECON 463.

Major in International Business

A major in International Business consists of the Business Foundation Requirements in the College of Business and the completion of the following:

Classes in ( ) are prerequisites that have to be met before registering for a class.

International Business Core Requirements:
- 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, 449-two of the three req'd prereqs must be completed prior to 490)

Choose 6 credits from the following:
- ECON 420-3 International Economics (201, 202)
- FREN 202-4 Intermediate French II
- GEG 341-3 World Regional Geography
- GER 202-4 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 293-1-4 Intermediate Norwegian II
- SCAN 295-1-4 Intermediate Swedish II
- SPAN 202-4 Intermediate Spanish II

Required Electives (Business Function, 6 credits)
Select two courses from one of the following Business options:

OPTION A: Marketing
- MRKT 316-3 Consumer Behavior (310 or concurrent)
- MRKT 318-3 Promotional Strategy (310)
- 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
- ACCT 310-3 Management Account I (200, 210)
- FINA 460-3 Investments (362)
- FINA 462-3 Strategic Financial Management (362)
- FINA 463-3 Security Analysis (362, 460)
- FINA 464-3 Financial Institutions and Markets (362)
- FINA 467-3 Insurance and Risk Management

OPTION C: Management
- MGMT 340-3 Human Resource Management
- MGMT 380-3 Human Behavior in Organizations (330)
- MGMT 385-3 Introduction to Management Science
- MGMT 441-3 Staffing (340)
- MGMT 444-3 Organizational Design, Development and Change (330)
- MGMT 459-3 Management Information Systems (200, 330)

Continued on next page.
### Minor in International Business

A minor in International Business consists of the following 18 credits: Classes in () are prerequisites that have to be met before registering for a class.

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>IBUS 380</td>
<td>3</td>
<td>Principles of International Business</td>
</tr>
<tr>
<td>MRKT 310</td>
<td>3</td>
<td>Principles of Marketing</td>
</tr>
</tbody>
</table>

**Choose four of the following courses:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>IBUS 419</td>
<td>3</td>
<td>International Business Seminar (380)</td>
</tr>
<tr>
<td>IBUS 428</td>
<td>3</td>
<td>International Marketing (380, MRKT 310)</td>
</tr>
<tr>
<td>IBUS 448</td>
<td>3</td>
<td>International Business Management (380)</td>
</tr>
<tr>
<td>IBUS 469</td>
<td>3</td>
<td>International Business Finance (380)</td>
</tr>
<tr>
<td>IBUS 485</td>
<td>3</td>
<td>Export Administration (380)</td>
</tr>
<tr>
<td>IBUS 490</td>
<td>3</td>
<td>International Business Policy (428, 448, 469)</td>
</tr>
<tr>
<td>IBUS 491</td>
<td>1-1</td>
<td>In-service (consent)</td>
</tr>
<tr>
<td>IBUS 492</td>
<td>1-1</td>
<td>Study Tours</td>
</tr>
</tbody>
</table>

### Minor in Business Law

A minor in Business Law consists of the following 21 credits: Classes in () are prerequisites that have to be met before registering for a class.

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT 101</td>
<td>1-3</td>
<td>Introduction to Information Systems</td>
</tr>
<tr>
<td>ACCT 200</td>
<td>3</td>
<td>Financial Accounting (IT 101, MATH 112 or MATH 130)</td>
</tr>
<tr>
<td>BLAW 200</td>
<td>3</td>
<td>Legal, Political and Regulatory Environment of Business (ACCT 200 or concurrent)</td>
</tr>
<tr>
<td>BLAW 450</td>
<td>3</td>
<td>Contracts, Sales and Professional Responsibility (200)</td>
</tr>
<tr>
<td>BLAW 452</td>
<td>3</td>
<td>Employment and Labor Law (200)</td>
</tr>
</tbody>
</table>

**Choose two of the following:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLAW 371</td>
<td>3</td>
<td>Computer and Technology Law</td>
</tr>
<tr>
<td>BLAW 453</td>
<td>3</td>
<td>International Legal Environment of Business (200)</td>
</tr>
<tr>
<td>BLAW 474</td>
<td>3</td>
<td>Environmental Regulation and Land Use (200)</td>
</tr>
<tr>
<td>BLAW 476</td>
<td>3</td>
<td>Construction and Design Law (200)</td>
</tr>
<tr>
<td>BLAW 477</td>
<td>3</td>
<td>Negotiation and Conflict Resolution (200)</td>
</tr>
<tr>
<td>BLAW 483</td>
<td>3</td>
<td>Special Topics</td>
</tr>
</tbody>
</table>

### 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 24 Credit Hour Policy:** 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.

**Integrated Business Experience (IBE):** The IBE gives students real-world experiences in running a business. That experience involves developing a business plan, raising financing, and delivering a product or service. Students in the IBE will develop the skills necessary to start and manage a successful business. The structure of the IBE requires that students register for all of the specially designated sections of FINA 362, MRKT 310, MGMT 330 and a practicum course that are reserved for the program. More information and an application to the program can be found at http://cob.mnsu.edu/ibe/.

**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. In addition, students must have been admitted to a College of Business major in order to be granted a Bachelor of Science degree in any College of Business major.

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

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. The required GPA for admittance to a major in the College of Business: Minimum 2.70 cumulative.

**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 the College of Business.