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 total 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.

Business Foundation Requirements
Required of all College of Business majors.

Required Prerequisites
- IT 101-3  Intro to Info Systems
- MATH 130-4  Finite Math & Intro Calc

Lower Division Classes in ( ) represent prerequisites that must be completed before registering for the class.
- ACCT 200-3  Financial Accounting (IT 101 and 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)
- ECON 201-3  Principles of Macroeconomics
- ECON 202-3  Principles of Microeconomics
- ECON 207-4  Business Statistics (MATH 112 or MATH 130)
- MGMT 200-3  Introduction to MIS (IT 101)
- PHIL 120W, 205W, 222W, 224W, 226W, or 240W (choose one of these courses) – 3 cr.
- FINA 201-0  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)

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.
- FINA 362-3  Business Finance (ACCT 200)
- FINA 395-1  Personal Adjustment to Business
- IBUS 380-3  Principles of International Business
- MRKT 310-3  Principles of Marketing
- MGMT 330-3  Principles of Management
- MGMT 346-3  Production and Operations Management (ECON 207)
- MGMT 481-3  Business Policy and Strategy –Take Senior Year (FINA 362, IBUS 380, MGMT 330, MGMT 346, MRKT 310)

Reminder: You must complete and submit the Laptop Program Form online prior to registration each semester.
Find the online form at: www.cob.mnsu.edu
Click on: Big Support Advising Center Forms Laptop Program Form

Section 02 of FINA 362, MRKT 310 & MGMT 330 is reserved for students participating in 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 220-3** Accounting Cycle Applications (200)
- **ACCT 300-3** Intermediate Financial Accounting (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)

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

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 total 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 (310)
- **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)

Major in Marketing

A major in Marketing 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.

- **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 413-3** Industrial Marketing (310)
- **MRKT 415-3** Retailing Management (310)
- **MRKT 416-3** Internatinal Marketing (310, IBUS 380)
- **MRKT 420-3** Sales Management (310)
- **MRKT 428-3** International Marketing (310, IBUS 380)
- **MRKT 491-3** Study Tour (consent)
- **MRKT 492-3** Study Tour (consent)
- **MRKT 494-3** Study Tour to Belize (consent)

Choose three of the following:

- **MRKT 310-3** Principles of Marketing
- **MRKT 317-3** Product and Pricing Strategy (310)
- **MRKT 318-3** Promotional Strategy (310)
- **MRKT 324-3** Marketing Research and Analysis (310, ECON 207)

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. 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 with a B- or better)
   - FINA 461-3 Advanced Corporate Finance (362)

B. Financial Planning and Insurance
   - ACCT 330-3 Individual Income Tax (200, 210)
   - FINA 459-3 Personal Financial Planning (ACCT 330, FINA 460, 467)
   - FINA 470-3 Personal Insurance (467)

C. General Finance
   - Choose five of the following, three of which must be FINA courses, for a total of at least 15 credits. Students who register for FINA 493 should register for 3 credits each time they register for the course. FINA 463, 469, 480, 493, 498*, ACCT 301, 311, 320, 330, 410 or ECON 463

**Students who intend to take the Certified Financial Planner (CFP) examination are required to take ACCT 410, FINA 458, 463, and FINA 466 in addition to completing the Finance Core requirements and the required courses in the Financial Planning and Insurance area of emphasis.

B. Financial Planning and Insurance
   - ACCT 330-3 Individual Income Tax (200, 210)
   - FINA 459-3 Personal Financial Planning (ACCT 330, FINA 460, 467)
   - FINA 467-3 Insurance and Risk Management (ACCT 200 and 210 with a B- or better)

Choose two of the following, at least one being FINA, for a total of at least 6 credits. Students who register for FINA 493 should register for 3 credits each time they register for the course. FINA 458, 463, 466, 477, 478, 480, 493, 498*, ACCT 410, MRKT 412, ECON 463

**Students who intend to take the Certified Financial Planner (CFP) examination are required to take ACCT 410, FINA 458, 463, and FINA 466 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 five of the following, three of which must be FINA courses, for a total of at least 15 credits. Students who register for FINA 493 should register for 3 credits each time they register for the course.
   - FINA 458-3 Estate Planning (100 or 362)
   - FINA 459-3 Personal Financial Planning (ACCT 330, FINA 460, 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 (380)
   - FINA 470-3 Personal Insurance (467)
   - FINA 471-3 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 (460)
   - FINA 493-3 Maverick Fund (460)
   - FINA 498*-3 Internship
   - ACCT 300-3 Intermediate Financial Accounting I (ACCT 200 and 210 with a B- or better)
   - ACCT 301-3 Management Accounting II (300)
   - ACCT 311-3 Management Accounting II (310)
   - ACCT 330-3 Individual Income Tax (200, 210)
   - ACCT 410-3 Business Income Tax (300)
   - ACCT 412-3 Professional Selling (310)
   - ACCT 490-3 Internship (310, concurrent)
   - ACCT 499-1-3 Individual Study (permission required)
   - ECON 463-3 Applied Econometrics of Financial Markets (207)
   - MGMT 428-3 Management Information Systems (200, 330)
   - MGMT 441-3 Staffing (340)
   - MGMT 459-3 Management Information Systems (200, 330)

D. Institutional Finance
   - FINA 462-3 Strategic Financial Management (362)
   - FINA 463-3 Security Analysis (362, 460)
   - FINA 467-3 Insurance and Risk Management (ACCT 200 and 210 with a B- or better)

Choose two of the following, at least one being FINA, for a total of at least 6 credits. Students who register for FINA 493 should register for 3 credits each time they register for the course. FINA 469, 470, 477, 478, 480, 493, 498*, ACCT 330, 301, ECON 463

E. Investment Analysis
   - Students who register for FINA 493 should register for 3 credits each time they register for the course.
   - FINA 463-3 Security Analysis (362, 460)
   - FINA 480-3 Options and Futures (362)
   - FINA 493-3 Maverick Fund (460)
   - ACCT 300-3 Intermediate Financial Accounting I (ACCT 200 and 210 with a B- or better)

Choose one of the following: FINA 459, 466, 469, 470, 477, 478, 498*, ACCT 301, 330, ECON 463

Minor in Financial Planning

A minor in Financial Planning consists of the following 18 credits:

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

*Department Chair permission required

- FINA 100-3 Personal Financial Management
- OR
- FINA 362-3 Business Finance (ACCT 200)
- AND
- FINA 459-3 Personal Financial Planning (ACCT 330, FINA 460, 467)
- FINA 467-3 Insurance and Risk Management
- AND at least three of the following:
  - FINA 458, 460, 463, 466, 464, 470, 477, 478, 498*, ACCT 330 or MRKT 412

Minor in International Business

A minor 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, 469-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
- GEOG 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 291-4 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 Accounting 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)

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.

- IBUS 380-3 Principles of International Business
- MRKT 310-3 Principles of Marketing

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)
- IBUS 491-1-4 In-service (consent)
- IBUS 492-1-3 Study Tours

Continued on next page.
A minor in Entrepreneurship & Innovation consists of the following 18 credits and requires completion of the United Prairie Bank IBE program. (See below for details on the IBE program)

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

**Required Courses:**
- FINA 362-3 Business Finance (ACCT 200)
- MGMT 330-3 Principles of Management
- MRKT 310-3 Principles of Marketing
- Practicum-3 (register in the dept. of your major e.g., FINA 499, MGMT499, MRKT 499)
- MGMT 332-3 Creativity and Innovation
- MGMT 443-3 Entrepreneurship

**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 the following courses in the same semester: Section 2 of FINA 362, MRKT 310, and MGMT 330 and a practicum course (499) in the department of their major. 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 total 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.

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

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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).
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