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.

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, 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.
___ * * * * 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 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)
**Major in Accounting**

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

- ACCT 300-3 Intermediate Financial Accounting I (210)
- ACCT 301-3 Intermediate Financial Accounting II (300)
- ACCT 310-3 Management Accounting I (210)
- 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)
- ACCT 470-3 Advanced Topics (301, 310, 410, 421)
- BLAW 450-3 Contracts, Sales and Professional Responsibility (BLAW 200)

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 (BLAW 200)

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

***It is strongly recommended that students who intend to take the Certified Public Accountant examination 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.

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**Minor in Accounting**

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

- 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 (210)
- ACCT 310-3 Management Accounting I (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 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.

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**Major in Marketing**

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

- 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 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)

Choose two of the following:

- MRKT 413-3 Industrial Marketing (310)
- MRKT 415-3 Retailing Management (310)
- MRKT 416-3 Internet Marketing (310)
- MRKT 420-3 Sales Management (310)
- MRKT 428-3 International Marketing (310, IBUS 380)
- MRKT 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.

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**Minor in Marketing**

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

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

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)
- 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)
- 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.

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**Major in Management**

A major in Management consists of the Business Foundation Requirements in the College of Business and the completion of one (or both) 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 (200, 330)
- MGMT 480-3 Human Behavior in Organizations (330)

Choose three of the following:

- ACCT 310-3 Management Accounting I (210)
- MGMT 330-3 Principles of Management
- 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)

() 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 443-3 Entrepreneurship
- MGMT 444-3 Organization Design (330)
- MGMT 445-3 Training and Development (440)
- MGMT 480-3 Human Behavior in Organizations (330)

Choose at least six credits of the following:

- ACCT 310-3 Management Accounting I (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 423-4 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.

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**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.

- 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.
### Minor in Business Administration

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

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 200-3</td>
<td>Financial Accounting (IT 101, MATH 112 or MATH 130)</td>
</tr>
<tr>
<td>ACCT 210-3</td>
<td>Managerial Accounting (ACCT 200)</td>
</tr>
<tr>
<td>BLAW 200-3</td>
<td>Legal, Political and Regulatory Environment of Business (ACCT 200 or concurrent)</td>
</tr>
<tr>
<td>MGMT 200-3</td>
<td>Introduction to MIS (IT 101)</td>
</tr>
<tr>
<td>ECON 201-3</td>
<td>Principles of Macroeconomics</td>
</tr>
<tr>
<td>ECON 202-3</td>
<td>Principles of Microeconomics</td>
</tr>
<tr>
<td>ECON 207-4</td>
<td>Business Statistics (MATH 112 or MATH 130)</td>
</tr>
<tr>
<td>FINA 362-3</td>
<td>Business Finance (ACCT 200)</td>
</tr>
<tr>
<td>MGMT 330-3</td>
<td>Principles of Management</td>
</tr>
<tr>
<td>MRKT 310-3</td>
<td>Principles of Marketing</td>
</tr>
</tbody>
</table>

(Required Electives: Business Function, 9 credits)

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

### Major in Finance

A major in Finance consists of the Business Foundation Requirements 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

- ACCT 300-3 Intermediate Financial Accounting I (210)
- ACCT 310-3 Management Accounting I (210)
- FINA 461-3 Short-Term Financial Management (362)

And two courses from FINA 463, 480, 493, 498*, ACCT 301, 311, 320, 410, 411, or ECON 463.

*Department Chair permission required

#### 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*, ACCT 410, MRKT 412, or ECON 463.

**Students who wish to sit for the Certified Financial Planner (CFP) are required to take ACCT 410, FINA 458, FINA 463, FINA 466 and FINA 480 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 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 (210)
- ACCT 301-3 Intermediate Financial Accounting II (300)
- ACCT 310-3 Management Accounting I (210)
- ACCT 311-3 Management Accounting II (310)
- ACCT 410-3 Business Income Tax (300)
- ACCT 411-3 Individual Income Tax
- 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, 470, 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.

### Minor in Financial Planning

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

**FINA Core Requirements:**

- 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, 470, 477, 478, 497*, ACCT 411 or MRKT 412

*Prerequisites that have to be met before registering for a class

*Department Chair permission required

### 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:

**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 3 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 298-3-4 Intermediate Swedish II
- SCAN 295-1-3 Intermediate Norwegian II
- SPAN 202-4 Intermediate Spanish II

**Required Electives (Business Function, 9 credits)**

Select three 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 (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 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
A minor in International Business consists of the following 18 credits:

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

Choose four of the following courses:

- BLAW 453-3 International Legal Environment of Business (200)
- 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 492-1-3 Study Tours

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

A minor in Business Law consists of the following 21 credits:

- IT 101-3 Introduction to Information Systems
- ACCT 200-3 Financial Accounting (IT 101, MATH 112 or MATH 130)
- BLAW 200-3 Legal, Political and Regulatory Environment of Business (ACCT 200 or concurrent)
- 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.