



Major Requirements | 2019-2020

Admission Requirements

Admission to Major in the College of Business

Admission to a major in the College of Business typically occurs at the beginning of the student's sophomore year. Once admitted, students may choose to pursue a degree in one or more of the following Business 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 Grade Point Average: 2.50 Total Cumulative (includes transfer GPA).
2. Completion of the five Required Prerequisite and General Education courses as listed below **with a minimum grade of C (2.0) in each course** – 15 credits:

Classes in () are prerequisites that must be completed before registering for the class they are prerequisites for.

- ___ IT 101-3 Intro to Info Systems
- ___ MATH 130-4 Finite Math & Intro Calc
- ___ ACCT 200-3 Financial Accounting (MATH 112 **or** 115 **or** 121 **or** 130 **or** 181)
- ___ BUS 295-2 Professional Preparation for Business Careers (*This is when you apply for admission to the major.)
- ___ ECON 201-3 Principles of Macroeconomics

No minor required. **See back page for additional policies, requirements and information.**

ECON 201, ECON 202, ECON 207, MATH 130 and PHIL are General Education courses.

Students must be admitted to a major before they can take 300/400 level courses.

Classes in () are prerequisites that must be completed before registering for the class they are a prerequisite for.

Major Common Core: All courses below are Required of all College of Business Majors - 37 Credits:

- ___ ACCT 210-3 Managerial Accounting (ACCT 200)
- ___ BLAW 200-3 Legal Environment of Business
- ___ ECON 202-3 Principles of Microeconomics
- ___ ECON 207-4 Business Statistics (MATH 112 **or** MATH 130)
- ___ FINA 362-3 Business Finance (ACCT 200)
- ___ IBUS 380-3 Principles of International Business
- ___ MRKT 210-3 Principles of Marketing
- ___ MGMT 230-3 Principles of Management
- ___ MGMT 300-3 Introduction to MIS (IT 101)
- ___ MGMT 346-3 Production and Operations Management (ECON 207)
- ___ MGMT 481-3 Business Policy and Strategy –**Take Senior Year. All 4 Prerequisites must be completed first.**
(FINA 362, MGMT 230, MGMT 346, MRKT 210)
- ___ PHIL 120W, 205W, 222W, 224W, 226W **or** 240W -3 (choose one of these courses)

Section 02 of FINA 362, MGMT 230 & MRKT 210 is reserved for students participating in the **IBE program**. To apply to the program or for more information, please go to:
cob.mnsu.edu/real-world-experience/ibe/

Major in Accounting

A major in Accounting consists of the Required Prerequisite and General Education courses, the Major Common Core and the completion of the following 28 credits:

Classes in () are prerequisites that must be completed before registering for the class.

_____	ACCT	220-1	Accounting Cycle Applications (200)
_____	ACCT	300-3	Intermediate Financial Accounting I (200)
_____	ACCT	301-3	Intermediate Financial Accounting II (300)
_____	ACCT	310-3	Management Accounting I (200, 210)
_____	ACCT	320-3	Accounting Information Systems
_____	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)
_____	BLAW	450-3	Contracts, Sales and Professional Responsibility (BLAW 200)

Accounting majors and minors must earn a grade of “C” (2.0) or better in all required ACCT and BLAW courses.

Major in Marketing

A major in Marketing consists of the Required Prerequisite and General Education courses, the Major Common Core and the completion of the following 27 credits:

Classes in () are prerequisites that must be completed before registering for the class.

_____	MRKT	312-3	Professional Selling (210)
_____	MRKT	316-3	Consumer Behavior
_____	MRKT	317-3	Product and Pricing Strategy (210)
_____	MRKT	318-3	Integrated Marketing Communications (210)
_____	MRKT	324-3	Marketing Research and Analysis (210, ECON 207)
_____	MRKT	341-3	Supply Chain Management (or MRKT 339-3 Distribution Strategy) (210)
_____	MRKT	490-3	Marketing Management (210, 316, 317, 318, 341)

Choose 6 credits from the following courses:

_____	BUS	397-3	IBE Practicum (can only be taken as part of the IBE program)
_____	MRKT	413-3	Business-to-Business Marketing (210)
_____	MRKT	415-3	Retailing Management (210)
_____	MRKT	416-3	Digital Marketing (210)
_____	MRKT	420-3	Sales Management (210)
_____	MRKT	428-3	International Marketing (210, IBUS 380)
_____	MRKT	480-3	Seminar (210)
_____	MRKT	492-3	Study Tour (Prof. and Dept. Chair Permission)
_____	MRKT	494-3	Study Tour to Belize (Prof. and Dept. Chair Permission)
_____	MRKT	498-3	Internship (210 + 2 add'l 3-400 level MRKT courses, cob.mnsu.edu/internship/irc.html)

Certificate in Business Analytics

A certificate in Business Analytics consists of the following 17 credits: Required Prerequisite and General Education courses and the Major Common Core do not need to be completed.

Completion of this Certificate does not admit a student to a major (or minor) in the College of Business.

Classes in () are prerequisites that must be completed before registering for the class. No major or minor required.

_____	MATH	112-4	College Algebra (or equivalent)
_____	ECON	207-4	Business Statistics (MATH 112 or 130)
_____	FINA	375-3	Business Analytics (ECON 207)

Choose 6 credits from the following courses:

_____	MGMT	385-3	Introduction to Management Science
_____	ECON	463-3	Applied Econometrics of Financial Markets (207)
_____	MRKT	324-3	Marketing Research and Analysis (210, ECON 207)

Major in Management

A major in Management consists of the Required Prerequisite and General Education courses, the Major Common Core and the completion of at least one of the following 27-credit emphasis:

Classes in () are prerequisites that must be completed before registering for the class.

Business Management Emphasis

_____	MGMT	340-3	Human Resource Management
_____	MGMT	380-3	Human Behavior in Organizations
_____	MGMT	484-3	Leadership
_____	MGMT	459-3	Management Information Systems (230, 300)
_____	MGMT	472-3	Project Management

Choose 12 credits from the following courses:

_____	ACCT	310-3	Management Accounting I (200, 210)
_____	BLAW	477-3	Negotiation and Conflict Resolution (200)
_____	BUS	397-3	IBE Practicum (can only be taken as part of the IBE program)
_____	MGMT	360-3	Agribusiness in the Modern Economy
_____	MGMT	385-3	Introduction to Management Science
_____	MGMT	443-3	Entrepreneurship
_____	MGMT	447-3	Management: Special Topics (230)
_____	MGMT	449-3	Quality Management (ECON 207)
_____	MGMT	473-3	Enterprise Resource Planning (300)
_____	MGMT	482-3	Business, Society and Ethics
_____	MGMT	497-3	Internship (cob.mnsu.edu/internship/irc.html)

Human Resource Management Emphasis

_____	BLAW	452-3	Employment and Labor Law (200)
_____	MGMT	340-3	Human Resource Management
_____	MGMT	380-3	Human Behavior in Organizations (230)
_____	MGMT	441-3	Staffing (340)
_____	MGMT	442-3	Compensation Management (340)
_____	MGMT	445-3	Training and Development (340)
_____	MGMT	486-3	Strategic Human Resource Management (340)

Choose 6 credits from the following courses:

_____	ACCT	310-3	Management Accounting I (200, 210)
_____	BUS	397-3	IBE Practicum (can only be taken as part of the IBE program)
_____	ECON	403-3	Labor Economics (201, 202)
_____	FINA	466-3	Retirement Planning (100 or 362)
_____	HLTH	488-3	Worksite Health Promotion
_____	MET	423-3	Ergonomics and Work Measurement
_____	MGMT	484-3	Leadership
_____	MGMT	498-3	Internship (cob.mnsu.edu/internship/irc.html)

Major in Finance

A major in Finance consists of the Required Prerequisite and General Education courses, the Major Common Core and the completion of the following 27 credits:

Classes in () are prerequisites that must be completed before registering for the class.

- _____ 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 four following areas of emphasis:

1. Corporate Finance

- _____ ACCT 300-3 Intermediate Financial Accounting I (200)
- _____ ACCT 310-3 Management Accounting I (200, 210)
- _____ FINA 461-3 Advanced Corporate Finance (362)

Choose two of the following courses, 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 375, 463, 469, 480, 493, 498, ACCT 301, 320, 330, 410, ECON 463 or BUS 397 (397 can only be taken as part of the IBE program)

2. Financial Planning and Insurance**

- _____ ACCT 330-3 Individual Income Tax (200, 210)
- _____ FINA 459-3 Personal Financial Planning (100 or 362, 470)
- _____ FINA 470-3 Personal Insurance

Choose two of the following courses, 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 312, ECON 463 or BUS 397 (397 can only be taken as part of the IBE program)

Students who intend to take the **Certified Financial Planner (CFP) examination are required to take ACCT 410, FINA 458, FINA 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.

3. General Finance

Choose five of the following courses, 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 375-3 Business Analytics (ECON 207)
- _____ FINA 458-3 Estate Planning (100 or 362)
- _____ FINA 459-3 Personal Financial Planning (100 or 362, 470)
- _____ FINA 461-3 Advanced Corporate Finance (362)
- _____ FINA 463-3 Security Analysis (362, 460)
- _____ FINA 466-3 Retirement Planning (100 or 362)
- _____ FINA 469-3 International Business Finance
- _____ FINA 470-3 Personal Insurance
- _____ 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 Risk Management for Financial Institutions (362)
- _____ FINA 492-3 Study Tour (Prof. and Dept. Chair Permission)
- _____ FINA 493-3 Maverick Fund (362, 460 or concurrent)
- _____ FINA 498-3 Internship (cob.rnmsu.edu/internship/irc.html)
- _____ ACCT 300-3 Intermediate Financial Accounting I (200)
- _____ ACCT 301-3 Intermediate Financial Accounting II (300)
- _____ ACCT 310-3 Management Accounting I (200,210)
- _____ ACCT 320-3 Accounting Info Systems
- _____ ACCT 330-3 Individual Income Tax (200, 210)
- _____ ACCT 410-3 Business Income Tax (300,330)
- _____ BUS 397-3 IBE Practicum (can only be taken as part of the IBE Program)
- _____ ECON 463-3 Applied Econometrics of Financial Markets (207)
- _____ MRKT 312-3 Professional Selling (210)

4. 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 (362, 460 or concurrent)
- _____ ACCT 300-3 Intermediate Financial Accounting I (200)

Choose one of the following courses for a total of at least 3 credits:

- FINA 375, 459, 466, 469, 470, 477, 478, 498,
- ACCT 301, 330, ECON 463 or BUS 397 (397 can only be taken as part of the IBE program)

Major in International Business

A major in International Business consists of the Required Prerequisite and General Education courses, the Major Common Core and the completion of the following 27 credits:

Classes in () are prerequisites that must be completed before registering for the class.

- _____ IBUS 419-3 International Business Seminar (380)
- _____ IBUS 428-3 International Marketing (380, MRKT 210)
- _____ 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 and Strategy (428, 448, 469-two of the three req'd prereqs must be completed prior to 490)

Choose 3-4 credits from the following courses:

- _____ ECON 420-3 International Economics (201, 202)
- _____ FREN 202-4 Intermediate French II
- _____ GEOG 103-3 Introductory Cultural Geography
- _____ GEOG 341-3 World Regional Geography
- _____ GER 202-4 Intermediate German II
- _____ IBUS 492-1-3 Study Tour (Prof. and Dept. Chair Permission)
- _____ IBUS 498-1-3 Internship (cob.mnsu.edu/internship/irc.html)
- _____ IBUS 499-1-3 Individual Study (Prof. and Dept. Chair Permission)
- _____ POL 231-3 World Politics
- _____ POL 241-3 Intro to Comparative Politics
- _____ SPAN 202-4 Intermediate Spanish II

Required Electives

Choose two courses from **one** of the following Business functional areas for a total of 6 credits:

OPTION A: Marketing

- _____ MRKT 312-3 Professional Selling (210)
- _____ MRKT 316-3 Consumer Behavior
- _____ MRKT 318-3 Integrated Marketing Communications (210)
- _____ MRKT 324-3 Marketing Research and Analysis (210, ECON 207)
- _____ MRKT 341-3 Supply Chain Management (210)
- _____ MRKT 416-3 Digital Marketing (210)
- _____ MRKT 420-3 Sales Management (210)

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 332-3 Creativity and Innovation
- _____ MGMT 340-3 Human Resource Management
- _____ MGMT 380-3 Human Behavior in Organizations (230)
- _____ MGMT 441-3 Staffing (340)
- _____ MGMT 443-3 Entrepreneurship
- _____ MGMT 459-3 Management Information Systems (230, 300)

Policies and Information

Academic Advising: Students will initially receive their advising from the professional advisors in the College of Business Student Center. When a student applies for admission to the College of Business (BUS 295), they will be assigned a faculty advisor in their major area of study and will then transition from the Student Center to their assigned faculty advisor for advising. Questions regarding the assignment of advisors can be answered in the College of Business Student Center, 151 Morris Hall, 507-389-2963, cobadvise@mnsu.edu.

Technology Requirement: Students taking College of Business courses (which include ACCT, BLAW, BUS, FINA, IBUS, MGMT and MRKT) are required to have a laptop computer. Please go to <https://cob.mnsu.edu/about/Technology/> for details. If you need assistance or have questions after reviewing the website, please contact the COB IT Director at 507-389-1120.

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 section 2 of FINA 362, MGMT 230 and MRKT 210 as well as a designated section of BUS 397 as instructed via email upon acceptance into the IBE program. (BUS 397 is only offered as part of the IBE program.) Special Permission will need to be granted in order to register for these sections and all four courses must be taken in the same semester. You must apply to be considered for the IBE program. More information and an application to the program can be found at <https://cob.mnsu.edu/real-world-experience/united-prairie-bank-integrated-business-experience/>. Questions: Please email kristin.scott@mnsu.edu

Graduation Policies: To be eligible for graduation, students must successfully complete 120 undergrad semester credits and at least 40 of those semester credits must be 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 Within the Major: 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: 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: To meet graduation requirements, students pursuing a Major in the College of Business must:

- Earn a minimum grade point average of 2.0 ("C") in the total of all College of Business courses taken (Consists of ACCT, BLAW, BUS, FINA, IBUS, MGMT and MRKT. The grade in each course does not need to be a C with the exception of ACCT 200 for major admission purposes. Accounting majors and minors must earn a grade of "C" (2.0) or better in all required ACCT and BLAW courses). See: GPA REQUIREMENT WITHIN THE MAJOR.
- Earn a 2.25 TOTAL CUMULATIVE GPA FOR THE DEGREE. See: CUMULATIVE GPA'S.

Students pursuing a minor in the College of Business must earn a minimum grade point average of 2.0 ("C") in the total of all (and only) courses taken to complete the minor. (The grade in each course does not need to be a C with the exception of the ACCT minor).

The minimum GPA for admittance to a major (and some minors) in the College of Business is 2.50 Total Cumulative (includes transfer GPA - GPA is not rounded up). See: TOTAL CUMULATIVE GPA ON DARS.

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 with the exception of BUS 295 and Business Internships.

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. If you have found an internship and would like to see if it meets the requirements for an Internship for Credit, submit the required paperwork at <https://cob.mnsu.edu/internships/apply-for-credit/>. Internships must be approved by the Internship and External Partnerships Coordinator as well as the Department Chair for the major. Questions: Please email cobinternships@mnsu.edu.

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 Student Center • Minnesota State University, Mankato • 151 Morris Hall • Mankato, MN 56001
507-389-2963 (V) • 800-627-3529 or 711 (MRS/TTY) • cob.mnsu.edu • Email: cobadvise@mnsu.edu