



# MINNESOTA STATE UNIVERSITY, MANKATO

## COLLEGE OF BUSINESS

### Major Requirements | 2021-2022

Sample 4 Year Academic Plans <https://cob.mnsu.edu/studentcenter/academic-programs--4-year-plans/>



### 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, AgriBusiness & Food Innovation, 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 for which they are a prerequisite.*

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

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

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

**\*The number after the dash following the course number indicates the number of credits the course is worth.\***

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

#### 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 <b>or</b> 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 (CIS 101)
___ MGMT	346-3	Operations Management for the Supply Chain (ECON 207)
___ MGMT	481-3	Business Policy and Strategy – <b>Take Senior Year. All 4 Prerequisites must be completed first.</b> (FINA 362, MGMT 230, MGMT 346, MRKT 210)
___ PHIL	120W, 205W, 222W, 224W, 226W <b>or</b> 240W	-3 (choose <u>one</u> 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/](https://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 (300)
_____	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 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
_____	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 ( <a href="https://cob.mnsu.edu/internships/apply-for-credit">https://cob.mnsu.edu/internships/apply-for-credit</a> )
_____	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)

## 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 ( <a href="https://cob.mnsu.edu/internships/apply-for-credit">https://cob.mnsu.edu/internships/apply-for-credit</a> ))

## 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 ( <a href="https://cob.mnsu.edu/internships/apply-for-credit">https://cob.mnsu.edu/internships/apply-for-credit</a> )

### 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 ( <a href="https://cob.mnsu.edu/internships/apply-for-credit">https://cob.mnsu.edu/internships/apply-for-credit</a> )

## 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 two following areas of emphasis:**

### 1. Financial Planning and Insurance\*\*

_____	ACCT	330-3	Individual Income Tax (200, 210)
_____	FINA	459-3	Personal Financial Planning (ACT 330, FINA 458, 460, 470. Select FINA 100 or FINA 362)
_____	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, 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.

### 2. 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.

_____	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)
_____	FINA	375-3	Business Analytics (ECON 207)
_____	FINA	458-3	Estate Planning (100 or 362)
_____	FINA	459-3	Personal Financial Planning (ACT 330, FINA 458, 460, 470. Select FINA 100 or FINA 362)
_____	FINA	461-3	Advanced Corporate Finance (362)
_____	FINA	463-3	Security Analysis (362, 460)
_____	FINA	466-3	Retirement Planning (100 or 362)
_____	FINA	470-3	Personal Insurance
_____	FINA	477-3	Real Estate (100 or 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 ( <a href="https://cob.mnsu.edu/internships/apply-for-credit">https://cob.mnsu.edu/internships/apply-for-credit</a> )
_____	MRKT	312-3	Professional Selling (210)

## Major in AgriBusiness & Food Innovation

A major in AgriBusiness & Food Innovation consists of the Required Prerequisite and General Education courses, the Major Common Core, and the completion of the following 28-30 credits:

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

_____	AGBZ	330-3	AgriBusiness Supply Chain Management
_____	AGBZ	370-3	AgriBusiness Finance
_____	AGBZ	496-4	Internship in Ag-related organization or MGMT 496 Henze Ag Internship
_____	MGMT	360-3	AgriBusiness in the Modern Economy

### Major Restricted Electives – Choose 9 Credits

Choose three courses from one of the following business areas:

#### Option A: Accounting - Choose 9 Credits

_____	ACCT	300-3	Intermediate Financial Accounting I
_____	ACCT	310-3	Management Accounting I
_____	ACCT	320-3	Accounting Information Systems
_____	ACCT	330-3	Individual Income Tax
_____	BLAW	474-3	Environmental Regulation and Land Use

## Major in AgriBusiness & Food Innovation cont'd

### Option B: Entrepreneurship - Choose 9 Credits

_____	BLAW	471-3	Technology and Intellectual Property Law
_____	BLAW	474-3	Environmental Regulation and Land Use
_____	MGMT	332-3	Creativity and Innovation
_____	MGMT	443-3	Entrepreneurship

### Option C: Finance - Choose 9 Credits

_____	FINA	375-3	Business Analytics
_____	FINA	462-3	Strategic Financial Management
_____	FINA	464-3	Financial Institutions and Markets
_____	FINA	467-3	Insurance and Risk Management
_____	FINA	480-3	Options and Futures

### Option D: International Business - Choose 9 Credits

_____	IBUS	419-3	International Business Seminar
_____	IBUS	428-3	International Marketing
_____	IBUS	448-3	International Business Management
_____	IBUS	469-3	International Business Finance
_____	IBUS	485-3	Export Administration

### Option E: Marketing - Choose 9 Credits

_____	MRKT	312-3	Professional Selling
_____	MRKT	316-3	Consumer Behavior
_____	MRKT	318-3	Integrated Marketing Communications
_____	MRKT	324-3	Marketing Research & Analysis
_____	MRKT	413-3	Business-to-Business Marketing
_____	MRKT	416-3	Digital Marketing
_____	MRKT	420-3	Sales Management

### Option F: Supply Chain - Choose 9 Credits

_____	IBUS	485-3	Export Administration
_____	MGMT	459-3	Management Information Systems
_____	MRKT	341-3	Supply Chain Management
_____	MRKT	413-3	Business-to-Business Marketing

### Major Unrestricted Electives - Choose 6 - 8 Credits (minimum of 2 courses)

_____	AGBZ	492	Study Tour (1-3 credits)
_____	ANTH	361-3	Foodways
_____	ANTH	418-4	Agricultural Systems and Environmental Change
_____	BIOL	217-4	Plant Science
_____	BIOL	402-4	Stream Ecology
_____	BIOL	408-4	Vertebrate Ecology
_____	BIOL	412-4	Soil Ecology (105, 106 or consent)
_____	BIOL	432-4	Lake Ecology (105, 106, 215 or consent)
_____	BIOL	441-4	Plant Physiology (105, 106, 215 or consent)
_____	BIOL	443-4	Plant Ecology (105, 106, 215 or consent)
_____	BIOL	478-4	Food Microbiology and Sanitation (FCS 242, 340)
_____	ENG	273W-4	Agricultural Communication
_____	ENVR	440-3	Environmental Regulations
_____	FCS	150-3	Food and Culture (GEOL 121)
_____	FCS	252-3	Food Service Systems I
_____	FCS	340-4	Food Science
_____	FCS	342-3	Food Production Management (150)
_____	FCS	350-3	Food Service Systems II
_____	FCS	444-3	Experimental Food Science (252)
_____	FCS	447-3	Food Policy (ENG 271W, 340, HLTH 475))
_____	GEOG	410-3	Climatic Environments (105, 106, 215 or consent; BIOL 217 strongly recommended)
_____	GEOG	411-4	Soils Geomorphology
_____	GEOG	413-4	Soil Conservation
_____	GEOG	417-4	Quaternary Environments and Climatic Change
_____	GEOL	104-4	Introduction to Soil Science
_____	GEOL	360-3	Soil Biogeochemistry (Chemistry 191 or 201, and 104 or instructor permission)
_____	GEOL	449-4	Applied Soil Science and Surface Hydrology
_____	HLTH	450-3	Environmental Health
_____	URBS	150-3	Sustainable Communities

## Certificate in Business Analytics

A certificate in Business Analytics consists of the following 17 credits:  
Completion of this Certificate does not admit a student to a major (or minor) in the College of Business. No major or minor required.

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

_____ 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)

## Certificate in Integrated Business Experience (IBE)

A certificate in IBE consists of the following 15 credits:  
Completion of this certificate does not admit a student to a major (or minor) in the College of Business. No major or minor required. Must be permanently or temporarily admitted to your major.

The IBE cohort classes (FINA 362, MGMT 230, MRKT 210, and BUS 397) must all be taken concurrently in the same semester in a designated section for IBE students. Students must apply for the cohort classes.

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

_____ ACCT	200-3	Financial Accounting (MATH 112 or 115 or 121 or 130 or 181)
_____ FINA	362-3	Business Finance (ACCT 200)
_____ MGMT	230-3	Principles of Management
_____ MRKT	210-3	Principles of Marketing

### Choose 3 credits from the following courses:

_____ BUS	397-3	IBE Practicum
_____ CIS	499	Individual Study (1-4 credits) - for MIS majors only

## Policies and Information

**Academic Advising:** Students will initially receive their advising from the professional advisors on the College of Business Advising Team. 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 College of Business Advising Team 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, <https://onestop.mnsu.edu/app/cob>

**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](mailto: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 University, 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 University, Mankato.

**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.

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.

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 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) • **Contact us:** <https://onestop.mnsu.edu/app/cob>