



### 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

#### NOTES:

1. No minor required. **See back page for Certificates, additional policies and information.**
2. Students must be admitted to a major before they can take 300/400 level courses.
3. The number after the dash following the course number indicates the number of credits the course is worth.
4. 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 01 **OR** 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	102-3	World Regional Geography
___	GEOG	103-3	Introductory Cultural Geography (102)
___	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 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	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	424-3	Advanced Selling (210, 312)
___	MRKT	428-3	International Marketing (210, IBUS 380)
___	MRKT	460-3	Social Media Marketing (210)
___	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	496-3	Sales Internship (210, 312)
___	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	459-3	Management Information Systems (230, 300)
___	MGMT	472-3	Project Management
___	MGMT	484-3	Leadership

**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 ( <i>can only be taken as part of the IBE program</i> )
___	MGMT	360-3	Agribusiness in the Modern Economy
___	MGMT	404-3	Intro to Business Application (300)
___	MGMT	443-3	Entrepreneurship
___	MGMT	447-3	Management: Special Topics (230)
___	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 ( <i>can only be taken as part of the IBE program</i> )
___	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 400-3 Financial Analysis Using Excel (362)
- \_\_\_ FINA 460-3 Investments (362)
- \_\_\_ FINA 462-3 Strategic Financial Management (362)
- \_\_\_ FINA 464-3 Financial Institutions and Markets (362)

Plus at least **one** of the three following areas of emphasis:

### 1. Financial Planning and Insurance

- \_\_\_ ACCT 330-3 Individual Income Tax (200, 210)
- \_\_\_ 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 466-3 Retirement Planning (362)
- \_\_\_ FINA 470-3 Personal Insurance

### 2. General Finance Emphasis

Choose 5 electives from the following, with a total of 15 credits for this emphasis. At least 3 electives should be Finance courses.

- \_\_\_ ACCT 300-3 Intermediate Financial Accounting I (ACCT 200)
- \_\_\_ ACCT 301-3 Intermediate Financial Accounting II (ACCT 300)
- \_\_\_ ACCT 310-3 Management Accounting I (ACCT 200 & 210)
- \_\_\_ ACCT 320-3 Accounting Information Systems
- \_\_\_ BUS 397-3 IBE Practicum
- \_\_\_ FINA 372-3 Special Topics in Finance (362)
- \_\_\_ FINA 375-3 Business Analytics (ECON 207)
- \_\_\_ FINA 461-3 Advanced Corporate Finance (362)
- \_\_\_ FINA 463-3 Security Analysis (362,460)
- \_\_\_ FINA 466-3 Retirement Planning (362)
- \_\_\_ FINA 467-3 Insurance and Risk Management
- \_\_\_ FINA 470-3 Personal Insurance
- \_\_\_ FINA 480-3 Options and Futures (362)
- \_\_\_ FINA 482-3 Risk Management for Financial Institutions (362)
- \_\_\_ FINA 490-3 Debt Markets (362)
- \_\_\_ FINA 493-3 Maverick Fund (362, 460)
- \_\_\_ FINA 498-3 Internship (<https://cob.mnsu.edu/internships/apply-for-credit/>)

### 3. Quantitative Finance

- \_\_\_ FINA 375-3 Business Analytics (ECON 207)
- \_\_\_ FINA 467-3 Insurance & Risk Management
- \_\_\_ FINA 480-3 Options & Futures (362)

Choose two of the following courses for a total of at least 6 credits.

- \_\_\_ ACCT 300-3 Intermediate Accounting I
- \_\_\_ ACCT 301-3 Intermediate Accounting II
- \_\_\_ FINA 372-3 Special Topics in Finance (362)
- \_\_\_ FINA 461-3 Advanced Corporate Finance (362)
- \_\_\_ FINA 463-3 Security Analysis (362, 460)
- \_\_\_ FINA 490-3 Debt Markets (362)
- \_\_\_ FINA 493-3 Maverick Fund (362, 460)
- \_\_\_ FINA 498-3 Internship (<https://cob.mnsu.edu/internships/apply-for-credit/>)

## 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

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.

A certificate in Business Analytics consists of the following 17 credits:

_____	ECON	207-4	Business Statistics (MATH 112 or 130)
_____	FINA	375-3	Business Analytics (ECON 207/or STAT154)
_____	MATH	112-4	College Algebra (or equivalent)

#### Choose 6 credits from the following courses:

_____	ECON	463-3	Applied Econometrics of Financial Markets (207) (FINA 400-3 Financial Analysis Using Excel can be substituted)
_____	MGMT	404-3	Intro to Business Applications (MGMT 300)
_____	MRKT	324-3	Marketing Research and Analysis (210, ECON 207 or STAT 154)

### Certificate in Professional Sales

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.

A certificate in Professional Sales consists of the following 18 credits:

_____	MRKT	210-3	Principles of Marketing
_____	MRKT	312-3	Professional Selling (210)
_____	MRKT	413-3	Business-to-Business Marketing (210)
_____	MRKT	420-3	Sales Management (210)
_____	MRKT	424-3	Advanced Professional Selling (210,312)
_____	MRKT	496-3	Professional Sales Internship (210,312)

### Certificate in Integrated Business Experience (IBE)

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.

A certificate in IBE consists of the following 15 credits:

_____	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.

**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. 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). You must apply to be considered for the IBE program. More information can be found at <https://cob.mnsu.edu/real-world-experience/united-prairie-bank-integrated-business-experience/>.

**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, AGRI, BLAW, BUS, FINA, IBUS, MGMT and MRKT). The grade in each course does not need to be a C with the exception of courses required for major admission (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 on degree audit.
- Earn a 2.25 TOTAL CUMULATIVE GPA FOR THE DEGREE. See: CUMULATIVE GPA'S ON DEGREE AUDIT.

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 DEGREE AUDIT.

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 major).

**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. Students are encouraged to regularly meet with academic advisors.**

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>