



Minnesota State University

MANKATO

College of Business

Major Requirements | 2024-2025

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 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.)
___ 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 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 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 (CIS 101)
___ MGMT	346-3	Operations Management for the Supply Chain (ECON 207 or STAT 154)
___ 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 <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/

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 (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 (<https://cob.mnsu.edu/internships/apply-for-credit>)
- ___ 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 or STAT 154)
- ___ 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 Equity Valuation (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
- ___ MGMT 441-3 Staffing (340)
- ___ MGMT 443-3 Entrepreneurship: New Growth
- ___ 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 or STAT 154)
- ___ 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)
- ___ 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) (<https://cob.mnsu.edu/internships/apply-for-credit>)
- ___ MRKT 498-3 Internship (210) (<https://cob.mnsu.edu/internships/apply-for-credit>)

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 (*can only be taken as part of the IBE program*)
- ___ MGMT 360-3 Agribusiness in the Modern Economy
- ___ MGMT 404-3 Intro to Business Application (300)
- ___ MGMT 443-3 Entrepreneurship: New Growth Venture
- ___ MGMT 447-3 Management: Special Topics (230)
- ___ MGMT 482-3 Business, Society and Ethics
- ___ MGMT 497-3 Internship (<https://cob.mnsu.edu/internships/apply-for-credit>)

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
- ___ MGMT 441-3 Staffing (340)
- ___ MGMT 442-3 Compensation Management (340)
- ___ MGMT 445-3 Training and Development
- ___ 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 (<https://cob.mnsu.edu/internships/apply-for-credit>)

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

Choose 5 courses for a total of 15 credits for General Finance. At least 3 courses (9 credits) of this emphasis must be Finance courses.

Restricted Electives

Choose no more than 3 courses (9 credits) from the following:

_____ FINA	467-3	Insurance and Risk Management
_____ FINA	480-3	Options and Futures (362)
_____ FINA	482-3	Risk Management for Financial Institutions (362)
_____ FINA	490-3	Debt Markets (362)

Restricted Emphasis

Choose 2-5 courses from the following, with a total of 15 credits for this emphasis. At least 3 courses 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)
_____ BUS	397-3	IBE Practicum
_____ FINA	372-3	Special Topics in Finance (362)
_____ FINA	375-3	Business Analytics (ECON 207 or STAT 154)
_____ FINA	461-3	Advanced Corporate Finance (362)
_____ FINA	463-3	Security Analysis (362,460)
_____ FINA	466-3	Retirement Planning (362)
_____ FINA	470-3	Personal Insurance
_____ FINA	475-3	Business Analytics II (375)
_____ 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)
_____ FINA	490-3	Debt Markets (362)

Choose 1 additional elective (3 credit) for this major emphasis of Quantitative Finance from the following:

_____ 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	475-3	Business Analytics II
_____ 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	496-3	Internship in Ag-related organization
_____ MGMT	360-3	AgriBusiness in the Modern Economy

Major in AgriBusiness & Food Innovation cont'd

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 (200)
_____ ACCT	310-3	Management Accounting I (300)
_____ ACCT	320-3	Accounting Information Systems
_____ ACCT	330-3	Individual Income Tax (200, 210)
_____ BLAW	474-3	Environmental Regulation and Land Use (200)

Option B: Entrepreneurship - Choose 9 Credits

_____ BLAW	471-3	Technology and Intellectual Property Law (200)
_____ BLAW	474-3	Environmental Regulation and Land Use (200)
_____ MGMT	332-3	Creativity and Innovation
_____ MGMT	443-3	Entrepreneurship: New Growth Venture

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 (380)
_____ IBUS	428-3	International Marketing (MRKT 210)
_____ IBUS	448-3	International Business Management
_____ IBUS	469-3	International Business Finance (380)
_____ IBUS	485-3	Export Administration (380)

Option E: Marketing - Choose 9 Credits

_____ MRKT	312-3	Professional Selling (210)
_____ MRKT	316-3	Consumer Behavior
_____ MRKT	318-3	Integrated Marketing Communications (210)
_____ MRKT	324-3	Marketing Research & Analysis (210,ECON 207 or STAT154)
_____ MRKT	413-3	Business-to-Business Marketing (210)
_____ MRKT	416-3	Digital Marketing (210)
_____ MRKT	420-3	Sales Management (210)

Option F: Supply Chain - Choose 9 Credits

_____ IBUS	485-3	Export Administration (380)
_____ MGMT	459-3	Management Information Systems (MGMT 230,MGMT 300)
_____ MRKT	341-3	Supply Chain Management (210)
_____ MRKT	413-3	Business-to-Business Marketing (210)

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

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: 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.

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 and 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. 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>