

Important Notes

- Advising for College of Business minors is done by the College of Business Advising Team. Appointments can be scheduled through Navigate360 or by calling 507-389-2963.
- 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 for which they are a prerequisite. A course and its prerequisite cannot be taken in the same semester.
- Accounting minors must earn a grade of "C" (2.0) or better in each required ACCT and BLAW courses. Accounting minors must earn a grade of "C" (2.0) or better in each required ACCT courses.
- To meet graduation requirements, students pursuing a certificate 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).
- See back page for additional policies, requirements and information.

Business Analytics Certificate

This degree program will enhance your critical thinking and problem solving skills while creating an analytic mindset that is in high demand.

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.*

- ___ ECON 207-4 Business Statistics (MATH 112 **or** 130)
OR
___ STAT 154-4 Elementary Statistics
___ FINA 375-3 Business Analytics I (ECON207 **or** STAT154)
___ FINA 475-3 Business Analytics II (375)

Choose 6 credits from the following courses:

- ___ FINA 400-3 Financial Analysis Using Excel (362)
___ MGMT 404-3 Introduction to Business Applications (300)
___ MRKT 324-3 Marketing Researching and Analysis (210, ECON 207 **or** STAT 154)

Professional Sales Certificate

Intended for students who seek to develop the necessary skills required to enter the sales industry with a focus on the dynamics of Business-to-Business selling.

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
___ 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)

Integrated Business Experience (IBE) Certificate

This program is designed to provide you with real world experience in developing and operating a small business.

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 Integrated Business Experience consists of the following 15 credits:

- ___ ACCT 200-3 Financial Accounting (MATH 112 **or** 115 **or** 121 **or** 130)
___ FINA 362-3 Financial Management (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 (can only be taken as part of the IBE Program)
___ CIS 499 Individual Study (1-4 credits) - for MIS majors only

Entrepreneurship and Innovation Certificate

Designed for any major who is interested in learning and applying approaches of entrepreneurial thinking. 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 Entrepreneurship and Innovation consists of the following 16 credits:

- ___ MGMT 332-3 Creativity and Innovation
___ MGMT 343-3 Entrepreneurship New Ignition Venture
___ MGMT 443-3 Entrepreneurship New Growth Venture
___ MGMT 453-1 Entrepreneurship Seminar
___ Restricted Electives (6 credits)

Choose 6 credits from courses related to student interests and approved by the Entrepreneurship and Innovation Certificate advisor.

Business Law Certificate

Intended for students who expect to work with contracting, compliance, or other legal areas as part of their future career.

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 Law consists of the following 18 credits:

____ BLAW 200-3 Legal Environment of Business

Choose ONE of the following courses:

- ____ CIS 101-3 Introduction to Information Systems
- ____ COMM 100-3 Intro to Communication
- ____ COMM 102-3 Public Speaking
- ____ ENG 271W-4 Technical Communication

Choose FOUR of the following courses. At least THREE courses must be in BLAW:

- ____ BLAW 450-3 Contracts, Sales, and Professional Responsibility (200)
- ____ BLAW 452-3 Employment and Labor Law (200)
- ____ BLAW 471-3 Technology and Intellectual Property Law
- ____ BLAW 477-3 Negotiation and Conflict Resolution
- ____ BLAW 483-3 Special Topics
- ____ BLAW 497-3 Internship
- ____ HP 465-3 Legal Aspects of Physical Education and Sport
- ____ PHIL 224W-3 Business Ethics
- ____ POL 453-4 Constitutional Law

For more information about our Integrated Business Experience (IBE), please follow this link or scan the QR Code.
<http://link.mnsu.edu/real-world-ibe/>



For more information about College of Business Internships, please follow this link or scan the QR Code.
<https://cob.mnsu.edu/internships/>



Policies and Information

Academic Advising: Students will receive advising from the professional advisors in the College of Business Student Center, 151 Morris Hall, 507-389-2963.

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 02 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 application to the program questions: kristin.scott@mnsu.edu

GPA Policy: To meet graduation requirements, students pursuing a minor in the College of Business must earn a minimum GPA 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).

Transfer Students pursuing a certificate in the College of Business must complete at least 50% (one half) of the certificate coursework at Minnesota State University, Mankato.

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: cob.mnsu.edu/studentcenter/