

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 second year. Once admitted, students may choose to pursue a degree in one or more of the following Business majors: Accounting, Agribusiness and Food Innovation, Finance, Management, or Marketing.

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 Prerequisites 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)
___ 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 and Intro Calc

NOTES:

1. **Program Delivery Format:** All programs are primarily delivered in an on-campus format and requires students to attend classes; no program can be completed entirely online.
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. See back page for additional policies and information.

Major Common Core: All courses below are Required of all College of Business Majors. Classes in () are **prerequisites** that must be completed before registering for the class for which they are a prerequisite.

___ 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 or STAT 154)
___ FINA	362-3	Financial Management (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 (FINA 362, MGMT 230, MGMT 346, MRKT 210)
Take Senior Year. All 4 Prerequisites must be completed first.		
___ PHIL	120W, 205W, 222W, 224W, 226W or 240W - 3 credits (choose <u>one</u> of these courses)	

Section 02 of FINA 362, MGMT 230 and MRKT 210 is reserved for students participating in the **IBE program**. To apply to the program or for more information, please see back page.

Major in Accounting

A major in Accounting consists of the Required Prerequisites 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 each required ACCT and BLAW courses.

Major in Management

A major in Management consists of the Required Prerequisites 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 (*see back page*)
- ___ MGMT 360-3 Agribusiness in the Modern Economy
- ___ MGMT 404-3 Introduction to Business Applications
- ___ MGMT 405-3 Innovative Business Consulting
- ___ 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 (*see back page*)

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 (*see back page*)
- ___ ECON 403-3 Labor Economics (201, 202)
- ___ FINA 466-3 Retirement Planning (100 **or** 362)
- ___ MGMT 484-3 Leadership
- ___ MGMT 498-3 Internship (*see back page*)

Major in Finance

A major in Finance consists of the Required Prerequisites 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 464-3 Financial Institutions and Markets (362)
- ___ FINA 462-3 Corporate Finance (362)
- ___ FINA 460-3 Investments (362)

Plus one of the three following areas of emphasis:

Financial Planning and Insurance

- ___ ACCT 330-3 Individual Income Tax (200, 210)
- ___ FINA 458-3 Estate Planning (100 **or** 362)
- ___ FINA 470-3 Personal Insurance
- ___ FINA 466-3 Retirement Planning (362)
- ___ FINA 459-3 Personal Financial Planning (Select FINA 362 **or** FINA 100, FINA 458, 470, 460, ACCT 330.)

General Finance

Choose 5 courses for a total of 15 credits. At least 3 courses (9 credits) must be FINA 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:

- ___ FINA 375-3 Business Analytics (ECON 207 **or** STAT 154)
- ___ FINA 461-3 Advanced Corporate Finance (362)
- ___ FINA 463-3 Equity Valuation (362, 460)
- ___ FINA 466-3 Retirement Planning (362)
- ___ FINA 475-3 Business Analytics II (375)
- ___ FINA 493-3 Maverick Fund (362, 460)
- ___ FINA 498-3 Internship (*see back page*)
- ___ FINA 372-3 Special Topics in Finance (362)
- ___ ACCT 300-3 Intermediate Financial Accounting I (200)
- ___ ACCT 301-3 Intermediate Financial Accounting II (300)
- ___ ACCT 310-3 Management Accounting I (200, 210)
- ___ BUS 397-3 IBE Practicum (*see back page*)

Quantitative Finance

- ___ 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)

Choose 1 course (3 credits) from the following:

- ___ FINA 375-3 Business Analytics (ECON 207 **or** STAT 154)
- ___ FINA 461-3 Advanced Corporate Finance (362)
- ___ FINA 463-3 Equity Valuation (362, 460)
- ___ FINA 475-3 Business Analytics II (375)
- ___ FINA 493-3 Maverick Fund (362, 460)
- ___ FINA 498-3 Internship (*see back page*)
- ___ FINA 372-3 Special Topics in Finance (362)
- ___ ACCT 300-3 Intermediate Accounting I
- ___ ACCT 301-3 Intermediate Accounting II

Major in Marketing

A major in Marketing consists of the Required Prerequisites 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
- ___ MRKT 316-3 Consumer Behavior
- ___ MRKT 324-3 Marketing Research and Analysis (210, ECON 207 **or** STAT 154)
- ___ MRKT 490-3 Marketing Management (210, 316, 317, 318, 341)

Choose 15 credits from the following courses:

- ___ BUS 397-3 IBE Practicum (*see back page*)
- ___ MRKT 317-3 Product and Pricing Strategy (210)
- ___ MRKT 318-3 Integrated Marketing Communications (210)
- ___ MRKT 341-3 Supply Chain Management (**or** MRKT 339-3 Distribution Strategy) (210)
- ___ 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 Professional 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 496-3 Professional Sales Internship (210, 312) (*see back page*)
- ___ MRKT 498-3 Internship (210) (*see back page*)

Major in Agribusiness and Food Innovation

A major in Agribusiness and Food Innovation consists of the Required Prerequisites 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 and Food 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 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 Analytics and 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 Law (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 (ECON 207 **or** STAT 154)
- ___ FINA 462-3 Corporate Finance (362)
- ___ FINA 464-3 Financial Institutions and Markets (362)
- ___ FINA 467-3 Insurance and Risk Management
- ___ FINA 480-3 Options and Futures (362)

Major in Agribusiness and Food Innovation cont'd

Option D: Marketing - Choose 9 Credits

- ___ MRKT 312-3 Professional Selling
- ___ 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 413-3 Business-to-Business Marketing (210)
- ___ MRKT 416-3 Digital Marketing (210)
- ___ MRKT 420-3 Sales Management (210)

Option E: Supply Chain - Choose 9 Credits

- ___ MGMT 459-3 Management Information Systems (MGMT 230, 300)
- ___ MRKT 341-3 Supply Chain Management (210)
- ___ MRKT 413-3 Business-to-Business Marketing (210)

Choose 6 - 8 credits from the following courses

- ___ AGBZ 492 Study Tour (1-3 credits)
- ___ ANTH 361-4 Foodways
- ___ ANTH 418-4 Agricultural Systems and Environmental Change
- ___ BIOL 217-4 Plant Science
- ___ BIOL 402-4 Stream Ecology
- ___ BIOL 412-4 Soil Ecology (BIOL 106, BIOL/GEOL 104, BIOL 215 **or** 217)
- ___ BIOL 432-4 Lake Ecology (105, 106, 215 **or** consent)
- ___ BIOL 441-4 Plant Physiology (105, 106, 215 **or** consent)
- ___ BIOL 443w-4Plant Ecology (105, 106, 215 **or** consent)
- ___ BIOL 478-4 Food Microbiology and Sanitation (FCS 242, 340)
- ___ ENG 473w-4Agricultural Communication
- ___ ENVR 440-3 Environmental Regulations
- ___ FCS 150-3 Cooking and Culture
- ___ FCS 340-4 Food Science
- ___ GEOG 411-4 Soils Geomorphology
- ___ GEOG 413-4 Soil Conservation
- ___ GEOG 417-4 Quaternary Environments and Climate Change
- ___ GEOL 104-4 Introduction to Soil Science
- ___ GEOL 449-3 Soil Hydrology (GEOL 100, 104 **or** 107 **or** 121)
- ___ GEOL 460-3 Soil Biogeochemistry (GEOL 104, CHEM 191 **or** 201)
- ___ HLTH 450-3 Environmental Health
- ___ PHIL 477-3 Animal Minds
- ___ URBS 150-3 Sustainable Communities

Policies and Information

Student Responsibilities: Students are responsible for understanding, monitoring, and completing all graduation requirements.

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 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). You must apply to be considered for the IBE program.

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 GPA 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 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 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/>



For further information contact:

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507-389-2963 (V) • 800-627-3529 or 711 (MRS/TTY) • Contact us: cob.mnsu.edu/studentcenter/



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