

## Important Notes

- Advising for College of Business minors is done by the College of Business Advising Team. Appointments can be scheduled through MavConnect 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. (Cannot be taken in the same semester.)
- Accounting minors must earn a grade of "C" (2.0) or better in all required ACCT and BLAW courses. Accounting minors must earn a grade of "C" (2.0) or better in all 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 Modeling Using Excel (362)  
☐ MGMT 404-3 Intro to Business Applications (300)  
☐ ACCT 320-3 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 (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 Advanced Professional Selling (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 International 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 & Innovation Certificate

Designed for any major who is interested in learning and applying approaches of entrepreneurial thinking. Entrepreneurship minors **must** participate in the 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. *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

**Choose 6 additional credits from courses related to interests advised 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
- ☐ BLAW 450-3 Contracts, Sales, and Professional Responsibility (200)
- ☐ BLAW 452-3 Employment and Labor Law (200)
- ☐ CIS 101-3 Introductions to Information Systems

### Choose 3-6 credits from the following courses:

- ☐ BLAW 453-3 International Legal Environment of Business
- ☐ BLAW 455-3 Legal Aspects of Banking and Finance
- ☐ BLAW 471-3 Technology and Intellectual Property Law
- ☐ BLAW 474-3 Environmental Law
- ☐ BLAW 477-3 Negotiation and Conflict Resolution
- ☐ BLAW 483-3 Special Topics
- ☐ BLAW 492-3 Study Tour
- ☐ BLAW 497-3 Internship

### Choose 0-3 credits from the following courses:

- ☐ PHIL 224W-3 Negotiation and Conflict Resolution
- ☐ POL 451-4 Administrative Law
- ☐ POL 453-4 Constitutional Law

## 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 an application to the program can be found at <http://cob.mnsu.edu/ibe/> Questions: Please email: [kristin.scott@mnsu.edu](mailto:kristin.scott@mnsu.edu)

**GPA Policy:** To meet graduation requirements, 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).

**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/](http://cob.mnsu.edu/studentcenter/)