

## 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, 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 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)
___ 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 or MATH 130)
___ 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 – <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 or 240W	-3 (choose <b>one</b> 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: <https://cob.mnsu.edu/real-world-experience/united-prairie-bank-integrated-business-experience/>

## 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 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 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 (<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)
- \_\_\_ 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 Corporate Finance (362)
- \_\_\_ FINA 464-3 Financial Institutions and Markets (362)

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

### Financial Planning & Insurance

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

### 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 (200)
- \_\_\_ ACCT 301-3 Intermediate Financial Accounting II (300)
- \_\_\_ ACCT 310-3 Management Accounting I (200 & 210)
- \_\_\_ BUS 397-3 IBE Practicum (*can only be taken as part of the IBE program*)
- \_\_\_ 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 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>)

### Quantitative Finance

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

**Choose 1 additional elective (3 credits) for the Quantitative Finance emphasis from the following:**

- \_\_\_ ACCT 300-3 Intermediate Accounting I
- \_\_\_ ACCT 301-3 Intermediate Accounting II
- \_\_\_ 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 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>)

## 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 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 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 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 Corporate Finance (362)
- \_\_\_ FINA 464-3 Financial Institutions and Markets
- \_\_\_ FINA 467-3 Insurance and Risk Management
- \_\_\_ FINA 480-3 Options and Futures

## Major in AgriBusiness & Food Innovation cont'd

### **Option D: 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 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)

### **Major Unrestricted Electives - Choose 6 - 8 Credits (minimum 2 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 Food 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 460-3 Soil Biogeochemistry (GEOL 104, CHEM 191 or 201)
- \_\_\_ GEOL 449-4 Applied Soil Science and Surface Hydrology
- \_\_\_ HLTH 450-3 Environmental Health
- \_\_\_ PHIL 477-3 Animal Minds
- \_\_\_ 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: [cob.mnsu.edu/studentcenter/](https://cob.mnsu.edu/studentcenter/)