

Accounting

Major

Minor

Combined BS/MBA Option

	For Major	For Minor
Hours Required in FSUBusiness Common Body of Knowledge:	33	6
Hours Required in Accounting:	27	12
Economics Elective:	3	0
Hours Required in CBK Outside FSUBusiness	18-19	0
Total Hours Required for Major/Minor	81-82	18

Summary of Requirements for Major/Minor in Accounting

Professors:

Bandura, R. Johnson,
Middleton, Robinson
(Chair), Shaffer

Associate Professors:

Groer, Ross

Assistant Professors:

Bao, Venezia

Lecturer:

Gilmore

- You must have at least a 2.0 grade point average in Accounting Department offerings in order to graduate.
- MBA courses for the combined BS in Accounting/ MBA option may be completed at the Frostburg campus or at the University System of Maryland at Hagerstown.

Major	Minor
1. FSUBusiness CBK:	
(33 hours)	(6 hours)
ACCT 211* Financial Accounting	ACCT 211* Financial Accounting
ACCT 212* Managerial Accounting	ACCT 212* Managerial Accounting
BLAW 291* Legal Environment of Business	
BUAD 105 Professional Development I	
MGMT 351* Management of Organizations	
MGMT 355* Operations Management	
MGMT 356* Leadership & Human Behavior	
MKTG 361* Principles of Marketing	
BUAD 400 Professional Development II	
MGMT 405* Business Ethics and Social Responsibility	
FINA 476* Financial Management	
MGMT 485* Business Policy and Strategy (<i>Capstone</i>)	
2. CBK Courses Outside FSUBusiness:	
(18-19 hours)	
Communication Studies (3 hours)	
CMST 102/112* Introduction to Human Communication	
Computer Science (3 hours)	
COSC 100/110* Introduction to Computer Science (<i>Tech. Fluency</i>)	
Economics (6 hours)	
ECON 201/211* Principles of Economics (Macro) (<i>GEP Group D</i>)	
ECON 202/212* Principles of Economics (Micro)	
Mathematics (6-7 hours)	
MATH 106* Algebra with Calculus for Business	
or MATH 220* Calculus for Applications I	
or MATH 236* Calculus I (<i>Core Skill 3</i>)	
MATH 209/219* Elements of Applied Probability and Statistics (<i>Core Skill 3</i>)	
or MATH 380* Introduction to Probability & Statistics	
3. Distribution Within Department:	
(24 hours)	(6 hours)
ACCT 311* Intermediate Accounting I	ACCT 311* Intermediate Accounting I
ACCT 312* Intermediate Accounting II	ACCT 312* Intermediate Accounting II
ACCT 313* Intermediate Accounting III	
ACCT 305* Accounting Systems	
ACCT 315 Cost Accounting	
ACCT 325 Auditing	
ACCT 401 Advanced Financial Accounting	
ACCT 420 Tax	
4. Elective Hours in Department:	
(3 hours)	(6 hours)
	From ACCT courses numbered higher than 300.
5. Economics Elective (3 hours)	
Three hours from ECON courses numbered higher than 212	

*You must receive a grade of "C" or better for this course to count toward major or minor.

Combined B.S. in Accounting/MBA Program

All CPA exam candidates in Maryland are required to have completed 150 hours of academic credit. Completion of this combined BS/MBA program will meet all educational requirements for CPA exam candidacy in Maryland. The combined BS/MBA program enables eligible students to complete FSU's B.S. in Accounting and MBA degree programs with 150 hours of academic credit. Separate pursuit of these degrees would require up to 168 hours of course work.

Graduates of FSU's accounting program who meet the eligibility requirements for the combined program will not have to complete the following FSU MBA courses:

- ACCT 540 Financial Accounting
- ACCT 546 Managerial Accounting
- BLAW 504 Political, Regulatory, and Legal Environment
- MGMT 501 Process and Production Management
- MGMT 502 Strategic Planning and Analysis
- MGMT 505 Business Ethics and Social Responsibility

Eligibility requirements for the combined BS/MBA:

- a) declared accounting major at FSU or FSU accounting graduate,
- b) a minimum score of 400 on the GMAT taken prior to the time of application,
- c) cumulative and major GPA of 2.5 or better at the time of application,
- d) application in the final semester of the senior year (by March 15 or October 15), and
- e) application for admission to the 150-hour program must first be approved by the Department of Accounting and then by the MBA program prior to the start of MBA classes.

Summary of Requirements for Combined BS in ACCT/MBA Option

1. Complete all requirements for baccalaureate degree in accounting listed above (*120 hours*)
2. Apply for the combined BS/MBA program (*see eligibility requirements listed above*)
3. After acceptance, complete the following MBA courses: (*30 hours*)
 - BMIS 607 Management Information Systems
 - ECON 511 Economics for Managers
 - FINA 610 Financial Management
 - MGMT 510 The Leadership Process
 - MGMT 512 Management Decision Analysis
 - MGMT 542 Organizational Behavior
 - MGMT 620 Strategic Human Resource Management
 - MGMT 680 Strategic Integration
 - MGMT 690 Strategic Change Management
 - MKTG 640 Marketing Management

Business Administration

Major

Minor

Concentrations in:

- finance
 - corporate finance
 - financial planning
- general management
- human resource management
- integrated business
- marketing
- small business/entrepreneurship

Department of Management and Department of Marketing and Finance

Professors:

Hawk, Lyons, McClive, Plucinski, Poorsoltan, Rahman, Shah, Shin, Singh, Tootoonchi (Chair, Department of Management), Wilkinson

Associate Professors:

Ashkeboussi, Ashley-Cotleur, McLellan

Assistant Professors:

Cheon, Foltos, Gaumer (Chair, Department of Marketing and Finance), Harrell-Cook, Offstein, Shore, Sigerstad

Instructors:

Higgins, Mattare

- All concentrations may be completed on the Frostburg campus. The concentrations in general management and integrated business may be completed at the University System of Maryland at Hagerstown.

	Major	Minor
Hours Required in FSUBusiness Common Body of Knowledge:	33	0
Hours Required in Concentration:	27	15
Hours Required in CBK Outside FSUBusiness:	18-19	6
Total Hours Required for Major/Minor:	78-79	21

Summary of Requirements for Major/Minor in Business Administration

Major	Minor
1. FSUBusiness CBK: (33 hours)	
ACCT 211* Financial Accounting ACCT 212* Managerial Accounting BLAW 291* Legal Environment of Business BUAD 105 Professional Development I MGMT 351* Management of Organizations MGMT 355* Operations Management MGMT 356* Leadership & Human Behavior MKTG 361* Principles of Marketing FINA 370* Corporate Finance BUAD 400 Professional Development II MGMT 405* Business Ethics & Social Responsibility MGMT 485* Business Policy and Strategy (<i>MGMT Capstone</i>)	(18 hours) ACCT 211 Financial Accounting BUAD 100 Introduction to Business or BLAW 291 Legal Environment of Business MGMT 351 Management of Organizations MKTG 361 Principles of Marketing FINA 303 Principles of Finance or FINA 370 Corporate Finance or FINA 476 Financial Management MGMT 356 Leadership & Human Behavior or BMIS 320 Adv. Computer Applications in Business
2. CBK Courses Outside FSUBusiness: (18-19 hours)	
Communication Studies (3 hours) CMST 102/112* Introduction to Human Communication	
Computer Science (3 hours) COSC 100/110* Introduction to Computer Science (<i>Tech. Fluency</i>)	
Economics (6 hours) ECON 201/211* Principles of Economics (Macro) (<i>GEP Group D</i>) ECON 202/212* Principles of Economics (Micro)	
Mathematics (6-7 hours) MATH 106* Algebra with Calculus for Business or MATH 220* Calculus for Applications I or MATH 236* Calculus I (<i>Core Skill 3</i>) MATH 209/219* Elements of Applied Probability and Statistics (<i>Core Skill 3</i>) or MATH 380* Introduction to Probability and Statistics	
3. Area of Concentration: (27 hours) <i>Majors must choose to concentrate in one of the following. Requirements for each are specified below:</i>	
s Finance (two tracks: corporate finance and financial planning) s General Management s Human Resource Management s Integrated Business s Marketing s Small Business/Entrepreneurship	

*You must receive a grade of C or better for this course to count toward major.

Requirements for Concentration in Finance

1. **Core Courses** (51 - 52 hours):
Required of all majors in Business Administration.; listed above.
2. **Required Courses in Concentration** (9 hours):
FINA 375 Financial Institutions Management
FINA 475 Securities Investment
FINA 476 Financial Management
3. **Finance Tracks** (18 hours):
You must complete 18 hours in one of the following tracks:
 - a. **Corporate Finance Track**
FINA 477 International Financial Management
FINA 479 Financial Policy (*Capstone*)
Select four courses from among the following:
FINA 405 Short-term Financial Management
FINA 420 Entrepreneurial Finance
FINA 494 Internship in Finance
ACCT 311 Intermediate Accounting I
ACCT 312 Intermediate Accounting II
ACCT 313 Intermediate Accounting III
ACCT 330 Governmental and Nonprofit Accounting
ACCT 340 Financial Reporting Issues
ECON 305 Managerial Economics
ECON 401 International Finance
 - b. **Financial Planning Track**
FINA 301 Introduction to Personal Financial Planning
FINA 371 Insurance Planning and Risk Management
FINA 377 Retirement Income Planning
FINA 451 Estate Planning and Advanced Topics in
Financial Planning (*Capstone*)
ACCT 420 Tax
Select one course from among the following:
FINA 381 Principles of Real Estate
FINA 494 Internship in Finance
CMST 300 Interpersonal Communication

Requirements for Concentration in General Management

1. **Core Courses** (51- 52 hours):
Required of all majors in Business Administration; listed above.
2. **Required courses in Concentration** (15 hours):
BMIS 320 Advanced Computer Applications in Business
BUAD 330 International Business
MGMT 357 Human Resources Management
MGMT 359 Quality Management
ACCT 315 Cost Accounting
or ECON 305 Managerial Economics
or FINA 476 Financial Management
3. **Elective Courses** (12 hours):
Four from among the following:
Any ACCT, ECON, MGMT, MKTG or FINA courses numbered 300
and above not used to meet CBK or concentration requirements
CMST 300 Interpersonal Communication
or CMST 322 Presentational Communication
or CMST 335 Organizational Communication

Requirements for Concentration in Human Resource Management

1. **Core Courses** (51 - 52 hours):
Required of all majors in Business Administration; listed above.
2. **Required courses in Concentration** (18 hours):
BMIS 320 Advanced Computer Applications in Business
BUAD 330 International Business
MGMT 357 Human Resources Management
MGMT 452 Staffing and Development
MGMT 456 Compensation Management
MGMT 457 Labor Relations
3. **Elective Courses** (9 hours):
Three from among the following:
Any ACCT, ECON, MGMT, MKTG or FINA courses numbered 300
and above not used to meet CBK or concentration requirements
CMST 300 Interpersonal Communication
or CMST 322 Presentational Communication
or CMST 335 Organizational Communication

Requirements for Concentration in Integrated Business

1. **Core Courses (51 - 52 hours):**
Required of all majors in Business Administration; listed above.

2. **Required Courses in Concentration (6 hours):**
BMIS 320* Advanced Computer Applications in Business
BUAD 330 International Business

3. **Elective courses in Concentration (21 hours):**
Choose seven courses from the following, with at least two courses from a minimum of three disciplines. However, Internship/Field Experience choices cannot exceed 6 credits total (i.e., only one 6-credit Internship/Field Experience or two 3-credit Internships/Field Experience choices will count). A 6-credit Internship/Field Experience choice counts as one course.

Accounting

ACCT 311* Intermediate Accounting I
ACCT 315 Cost Accounting or ACCT 325 Auditing
ACCT 420 Tax
ACCT 494 Internship in Accounting

Economics

ECON 305 Managerial Economics
ECON 306 Money and Banking
ECON 307 Government, Business, and Public Policy
ECON 494 Field Experience in Economics

Finance

FINA 375 Financial Institutions Management
FINA 420 Entrepreneurial Finance
FINA 475 Securities Investment
FINA 494 Internship in Finance

Management

MGMT 357 Human Resources Management
MGMT 359 Quality Management
MGMT 415 New Business Ventures
MGMT 494 Internship in Management

Marketing

MKTG 363 Advertising
MKTG 365 Principles of Selling
MKTG 366 Consumer Behavior
MKTG 494 Internship in Marketing

**You must receive a grade of C or better for this course to count toward major.*

Requirements for Concentration in Marketing

1. **Core Courses (51 - 52 hours):**
Required of all majors in Business Administration; listed above.

2. **Required Courses in Concentration (15 hours):**
MKTG 363 Advertising
MKTG 366 Consumer Behavior
MKTG 462 Marketing Research
MKTG 465 Marketing Strategies
MKTG 469 Marketing Plans Development (*Capstone*)

3. **Elective Courses (12 hours):**
Four (including at least two MKTG) from among the following:
MKTG 364 Merchandising
MKTG 365 Principles of Selling
MKTG 460 International Marketing
MKTG 466 Services Marketing
MKTG 467 Internet Marketing
MKTG 494 Internship in Marketing
ECON 460 Econometrics
GEOG 410 Locational Analysis
MGMT 359 Quality Management
or MGMT 415 New Business Ventures
or ACCT 315 Cost Accounting
or CMST 322 Presentational Analysis

Requirements for Concentration in Small Business/Entrepreneurship

1. **Core Courses (51- 52 hours):**
Required of all majors in Business Administration; listed above.

2. **Required Courses in Concentration (21 hours):**
BMIS 320 Advanced Computer Applications in Business
BUAD 330 International Business
MGMT 315 New Business Ventures
MGMT 357 Human Resources Management
MGMT 425 Entrepreneurial Business Plan
FINA 420 Entrepreneurial Finance
MKTG 366 Consumer Behavior

3. **Elective Courses (6 hours):**
Two from among the following:
Any ACCT, ECON, MGMT, MKTG or FINA courses numbered 300 and above not used to meet CBK or concentration requirements
CMST 300 Interpersonal Communication
or CMST 322 Presentational Communication
or CMST 335 Organizational Communication

Economics

Major

Business Concentration

Professors:

Dalton, Mizak, Neral, Stair

Associate Professor:

Anderson

Assistant Professors:

Kiriazis (Chair),

Rossi

- The Concentration in Business Economics is recommended for students who intend to seek employment in the private sector and/or pursue graduate study in business.

	For Major
Hours Required in FSUBusiness Common Body of Knowledge:	33
Hours Required in Economics:	27
Hours Required in CBK Outside FSUBusiness:	18-21
Total Hours Required for Major:	78-81

Requirements for Major in Economics with Concentration in Business Economics

1. FSUBusiness CBK:

(33 hours)

ACCT 211* Principles of Accounting
 ACCT 212* Managerial Accounting
 BLAW 291* Legal Environment of Business
 BUAD 105 Professional Development I
 MGMT 351* Management of Organizations
 MGMT 355* Operations Management
 MGMT 356* Leadership & Human Behavior
 MKTG 361* Principles of Marketing
 FINA 370* Corporate Finance
 BUAD 400 Professional Development II
 MGMT 405* Business Ethics and Social Responsibility
 MGMT 485* Business Policy and Strategy

2. CBK Courses Outside FSUBusiness:

(18-21 hours)

Economics (6 hours)

ECON 201/211* Principles of Economics (Macro) (GEP Group D)
 ECON 202/212* Principles of Economics (Micro)

Communication Studies (3 hours)

CMST 102* Introduction to Human Communication

Computer Science (3 hours)

COSC 100* Introduction to Computer Science (Tech. Fluency)

Mathematics (6 - 9 hours)

MATH 106* Algebra with Calculus for Business *and* ECON 450* Quantitative Economics
 or MATH 220* Calculus for Applications I
 or MATH 236* Calculus I (Core Skill 3)
 MATH 209/219* Elements of Applied Probability and Statistics (Core Skill 3)
 or MATH 380* Introduction to Probability and Statistics

3. Area of Concentration: (27 hours)

ECON 351* Intermediate Macro-Economics
 ECON 352* Intermediate Micro-Economics
 ECON 305 Managerial Economics
 ECON 400 International Trade
 or ECON 401 International Finance
 ECON 407 Business Cycles and Forecasting
 or ECON 460 Introduction to Econometrics
 ECON 491* Seminar in Economics (Capstone)

Select three of the following courses:

ECON 301 Labor Economics
 ECON 306 Money and Banking
 ECON 307 Government, Business, and Public Policy
 ECON 408 Urban and Regional Economics
 ECON 492 Internship Research Paper
 ECON 494 Field Experience in Economics

* Note: You must receive a grade of C or better for this course to count toward the major.

Economics

Major

Concentrations in

- public policy economics
- quantitative economics

Minor

Professors:

Dalton, Mizak, Neral, Stair

Associate Professor:

Anderson

Assistant Professors:

Kiriazis (Chair), Rossi

- All economics majors other than those with a business economics concentration must complete a common core curriculum. Students may major in economics without pursuing a specialized concentration or they may pursue a concentration in Business Economics, Public Policy Economics or Quantitative Economics.
- The economics major without specialized concentration is appropriate for students with a social science perspective. It provides excellent preparation for entry-level employment in the private or public sectors, as well as for law school or graduate school.
- The Concentration in Public Policy Economics is recommended for students who intend to seek employment in government or with other policy-oriented organizations.
- The Concentration in Quantitative Economics is recommended for students who intend to seek employment in economic consulting or forecasting and/or pursue graduate study in economics.
- A concentration in International Economics is available in the International Studies Major.

	For Major			For Minor
	No Concentration	Public Policy Conc.	Quantitative Conc.	
Hours Required in Economics:	33-36	39-42	27-36	18
Hours Required in Other Departments:	6	6	10-19	6
Total Hours Required:	39-42	45-48	46	24

Summary of Requirements for Major/Minor in Economics

Major	Minor
<p>1. Required Core Courses in Economics: (18 hours) ECON 201/211* Principles of Econ. (Macro) (GEP Group D) ECON 202/212* Principles of Econ. (Micro) ECON 351* Intermediate Macro-Economics ECON 352* Intermediate Micro-Economics ECON 407 Business Cycles and Forecasting or ECON 460 Introduction to Econometrics ECON 491* Seminar in Economics (Capstone)</p>	<p>(12 hours) ECON 201/211* Principles of Econ. (Macro) (GEP Group D) ECON 202/212* Principles of Econ. (Micro) ECON 351* Intermediate Macro-Economics ECON 352* Intermediate Micro-Economics</p>
<p>2. Required Core Courses in Other Departments: (3 hours) MATH 209/219* Elements of Applied Probability and Statistics (Core Skill 3)</p>	<p>(3 hours) MATH 209/219* Elements of Applied Probability and Statistics (Core Skill 3)</p>
<p>3. Other Courses: (18-42 hours) Majors must choose from among the major in economics without specialized concentration, the public policy economics concentration or the quantitative economics concentration.</p>	<p>(9-10 hours) MATH 236* Calculus I (Core Skill 3) or MATH 220* Calculus for Applications I or MATH 106* Algebra with Calculus for Business</p> <p>Minors must also complete at least 6 additional credit hours in economics (excluding ECON 495) at the 300 or 400 level.</p>

Requirements for Major in Economics

without specialized concentration

- 1. Core Courses:** (21 hours)
Required of Economics majors; listed above.
- 2. Other Economics Courses:** (15 hours)
ECON 300 History of Economic Thought
Students must also complete 12 additional elective credit hours in economics (excluding ECON 495) at the 300 or 400 level, of which at least 6 hours must be at the 400 level.
- 3. Courses in Other Departments:** (3-6 hours)
MATH 236* Calculus I (Core Skill 3)
or MATH 220* Calculus for Applications I
or MATH 106* Algebra with Calculus for Business and ECON 450* Quantitative Economics[†]

* Note: You must receive a grade of C or better for this course to count toward the major/minor.

[†]Note: If this option is selected, ECON 450 may not be used to satisfy an Economics elective.

Requirements for Major in Economics with Concentration in Quantitative Economics

1. Core Courses: (21 hours)

Required of Economics majors; listed above.

2. Other Economics Courses: (18 hours)

ECON 300 History of Economic Thought

or ECON 303 American Economic History

ECON 407 Business Cycles and Forecasting or ECON 460 Introduction to Econometrics (*whichever one is not taken as a required core course*)

ECON 450 Quantitative Economics

Students must also complete at least 9 additional elective credit hours in economics (excluding ECON 495) or Mathematics (excluding MATH 495) at the 300 or 400 level.

3. Courses in Other Departments: (7 hours)

MATH 236* Calculus I (*Core Skill 3*)

MATH 350 Linear Algebra I

Requirements for Major in Economics with Concentration in Public Policy Economics

1. Core Courses: (21 hours)

Required of Economics majors; listed above.

2. Other Economics Courses: (21 hours)

ECON 307 Government, Business, and Public Policy

ECON 404 Public Sector Economics

ECON 300 History of Economic Thought

or ECON 303 American Economic History

ECON 309 Comparative Economic Systems

or ECON 405 Economics of Developing Countries

Select four of the following courses:

ECON 301 Labor Economics

ECON 306 Money and Banking

ECON 400 International Trade

ECON 401 International Finance

ECON 407 Business Cycles and Forecasting

ECON 408 Urban and Regional Economics

ECON 410 Resource and Environmental Economics

ECON 460 Introduction to Econometrics

ECON 492 Internship Research Paper

ECON 494 Field Experience in Economics

3. Courses in Other Departments: (3-6 hours)

MATH 236* Calculus I (*Core Skill 3*)

or MATH 220* Calculus for Applications I

or MATH 106* Algebra with Calculus of Business

and ECON 450* Quantitative Economics

Finance

For Minor

Total Hours Required: 18

Minor

Coordinator:

Dr. Hung Sik "Allen" Shin
Professor, Department of
Marketing and Finance

- You cannot earn the minor in finance if you are completing a major in business administration with a concentration in finance.
- You cannot major in finance.

You should consider the minor in finance if you are completing a major not subject to the requirements of the FSU *Business* common body of knowledge—CBK (primarily majors outside the College of Business). This minor will give you the opportunity to learn the basic concepts and principles of finance, both for personal benefit and to explore a career in the finance profession.

Summary of Requirements for Minor in Finance

ACCT 211 Financial Accounting
ECON 200 Basic Economics *or* ECON 201/211 Principles of Economics (Macro)
FINA 303 Principles of Finance

Select three courses from among the following:

FINA 301 Introduction to Personal Financial Planning
FINA 370 Corporate Finance
FINA 371 Insurance Planning and Risk Management
FINA 375 Financial Institutions Management
FINA 377 Retirement Income Planning
FINA 381 Principles of Real Estate
FINA 405 Short-term Financial Management
FINA 420 Entrepreneurial Finance *or* FINA 476 Financial Management
FINA 475 Securities Investment
FINA 477 International Financial Management

Financial Services

For Minor

Total Hours Required: 18

Minor

Coordinator:

Dr. Hung Sik "Allen" Shin
Professor, Department of
Marketing and Finance

- You cannot earn the minor in financial services if you are completing the major in business administration with a concentration in finance.
- You cannot major in financial services.

You should consider the minor in financial services if you are majoring in another discipline within the College of Business that requires you to complete the FSU *Business* common body of knowledge (CBK). You need to be prepared to take advanced finance courses.

Summary of Requirements for Minor in Financial Services

FINA 370 Corporate Finance *or* FINA 476 Financial Management

Select five courses from among the following:

FINA 301 Introduction to Personal Financial Planning
FINA 371 Insurance Planning and Risk Management
FINA 375 Financial Institutions Management
FINA 377 Retirement Income Planning
FINA 381 Principles of Real Estate
FINA 405 Short-term Financial Management
FINA 420 Entrepreneurial Finance *or* FINA 476 Financial Management
(*if not selected to meet the requirement listed above*)
FINA 475 Securities Investment
FINA 477 International Financial Management

Management

For Minor

Hours Required in Management:	15
Hours Required in Other Departments	3
Total Hours Required	18

Minor

Professors:

Hawk, Lyons, McClive,
Poorsoltan, Rahman, Shah,
Tootoonchi (Chair,
Department of Management)

Associate Professor:

McLellan

Assistant Professors:

Harrell-Cook, Offstein,
Sigerstad

Instructor:

Higgins, Mattare

- Only courses in which a grade of C or better is earned may count towards satisfaction of minor requirements.
- The Department of Management also offers concentrations in general management, human resource management and small business/entrepreneurship as specialties in the business administration major. Concentrators in these areas cannot minor in management.
- You cannot major in Management.

Summary of Requirements for Minor in Management

1. Required Courses:

(9 hours)

BUAD 100 Introduction to Business
or ACCT 211 Financial Accounting
or ECON 200, Basic Economics (GEP Group D)
or ECON 201/211 Principles of Econ (Macro) (GEP Group D)
MGMT 351 Management of Organizations
MGMT 405 Business Ethics and Social Responsibility

2. Elective Courses

(9 hours):

Select from:

MGMT 315 New Business Ventures
MGMT 355 Operations Management
MGMT 356 Leadership and Human Behavior
MGMT 357 Human Resources Management
MGMT 359 Quality Management
MGMT 452 Staffing and Development
MGMT 494 Internship in Management (3 credits maximum)

For Minor

Hours Required in Marketing:	12
Hours Required in Other Departments	6
Total Hours Required	18

Marketing

Minor

Professors:

Plucinski, Shin, Singh,
Wilkinson

Associate Professors:

Ashkeboussi, Ashley-Cotleur

Assistant Professors:

Cheon, Foltos, Gaumer
(Chair, Department of
Marketing and Finance)

- Only courses in which a grade of C or better is earned will count towards satisfaction of minor requirements.
- Not open to students completing the marketing concentration in the business administration major.
- You cannot major in Marketing.

Summary of Requirements for Minor in Marketing

Minor

1. Required Courses:

(9 hours)

BUAD 100 Introduction to Business
or ACCT 211 Financial Accounting
ECON 201/211 Principles of Economics (Macro)
MKTG 361 Principles of Marketing

2. Elective Courses

(9 hours):

Choose three of the following:

MKTG 363 Advertising
MKTG 365 Principles of Selling
MKTG 366 Consumer Behavior
MKTG 465 Marketing Strategies