

Accounting

Major

Minor

	MAJOR	MINOR
Hours Required in FSUBusiness Common Body of Knowledge:	33	6
Hours Required in Accounting:	33	12
Hours Required in CBK Outside FSUBusiness:	18-19	18-19
Total Hours Required for Major/Minor	84-85	18

Combined BS/MBA Option

Professors:

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

Associate Professors:

Bao, Groer, Ross

Assistant Professor:

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.

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

Summary of Requirements for Major/Minor in Accounting

Major

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
 BUAD 400 Professional Development II
 MGMT 405* Business Ethics and Social Responsibility
 FINA 476* Financial Management
 MGMT 485* Business Policy and Strategy (*Capstone*)

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
 (*Tech. Fluency*)

Economics (6 hours)

ECON 201/211* Principles of Economics (Macro) (*GEP Group D*)
 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 (*Core Skill 3*)
 MATH 209/219* Elements of Applied Probability and Statistics
 (*Core Skill 3*)
 or MATH 380* Introduction to Probability & Statistics

3. Distribution Within Department: (24 hours)

ACCT 311* Intermediate Accounting I
 ACCT 312* Intermediate Accounting II
 ACCT 313 Intermediate Accounting III
 ACCT 305* Accounting Systems
 ACCT 315* Cost Accounting
 ACCT 316 Advanced Cost Accounting
 ACCT 325 Auditing
 ACCT 401 Advanced Financial Accounting
 ACCT 420* Tax
 ACCT 421 Advanced Tax

4. Elective Hours in Department: (3 hours)

Minor

1. FSUBusiness CBK: (6 hours)

ACCT 211* Financial Accounting
 ACCT 212* Managerial Accounting

3. Distribution Within Department: (6 hours)

ACCT 311* Intermediate Accounting I
 ACCT 312* Intermediate Accounting II

4. Elective Hours in Department: (6 hours)

From ACCT courses numbered higher than 300.

ACCOUNTING

Combined B.S. in Accounting/MBA Program**Coordinator:**

Ms. Sharon L. Robinson
Professor and Chair, Department
of Accounting

A 150-hour 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 a minimum of 156 hours of course work. All CPA exam candidates in Maryland are required to complete 150 hours of academic credit. Completion of this combined BS/MBA program will meet all educational requirements for CPA exam candidacy in many states including Maryland. This program is available to students that have graduated or will be graduating from Frostburg State University with a bachelor's degree in accounting. Current undergraduate students should apply in the final semester of their senior year by March 15 for Fall and October 15 for Spring. Applications should be submitted to the Office of Graduate Services.

Eligibility requirements for the combined BS in ACCT/MBA:

- a) Declared accounting major at FSU or FSU accounting graduate.
- b) A minimum score of 400 on the GMAT. The GRE can be substituted for the GMAT and scores will be converted to equivalent GMAT scores based on percentile distributions. The GMAT/GRE can be waived if undergraduate GPA is 3.25 or higher (based on 4.0 scale) combined with a minimum of two years of relevant work experience.
- c) Cumulative and major GPA of 2.5 or better at the time of application.
- d) Application for admission to the 150-hour program must be approved by the Department of Accounting.

Summary of Requirements for Combined BS/MBA Option**1. Complete all requirements for baccalaureate degree in accounting.**

See the FSU Undergraduate Catalog.

2. Complete the following additional MBA courses: (30 hours)

BMIS 607	Information Management in Organizations
ECON 511	Economics for Managers
FINA 610	Financial Management
MGMT 510	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	MAJOR	MINOR
Minor	Hours Required in FSUBusiness Common Body of Knowledge:	33
	Hours Required in Concentration:	27
	Hours Required in CBK Outside FSUBusiness	18-19
	Total Hours Required for Major/Minor	78-79

Concentrations in:

- FINANCE
- GENERAL MANAGEMENT
- HUMAN RESOURCE MANAGEMENT
- INTERNATIONAL BUSINESS
- MARKETING
- SMALL BUSINESS/
ENTREPRENEURSHIP

Department of Management and Department of Marketing and Finance

Professors:

Ashkeboussi, Lyons, Plucinski, Poorsoltan, Rahman, Shah, Shin, Singh, Tootoonchi, Wilkinson

Associate Professors:

Ashley-Cotleur, Gaumer (Chair, Department of Marketing and Finance), Harrell-Cook, McLellan, Offstein, Shore, Sigerstad

Assistant Professors:

Dean, Mattare, McClellan, Monahan (Chair, Department of Management), Ye

Instructor:

M. Anderson

Lecturer:

Arnone

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

Summary of Requirements for Major/Minor in Business Administration

Major	Minor
<p>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 (MGMT and Int'l. Business Capstone)</p> <p>2. CBK Courses Outside FSUBusiness: (18-19 hours) Communication Studies (3 hours) CMST 102/112* Introduction to Human Communication</p> <p>Computer Science (3 hours) COSC 100/110* Introduction to Computer Science (<i>Tech. Fluency</i>)</p> <p>Economics (6 hours) ECON 201/211* Principles of Economics (Macro) (<i>GEP Group D</i>) ECON 202/212* Principles of Economics (Micro)</p> <p>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</p> <p>3. Area of Concentration: (27 hours) <i>Majors must choose to concentrate in one of the following:</i></p> <ul style="list-style-type: none"> • Finance • General Management • Human Resource Management • International Business • Marketing • Small Business/Entrepreneurship 	<p>1. FSUBusiness CBK: (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</p> <p>2. CBK Courses Outside FSUBusiness: Economics (3 hours) ECON 200 Basic Economics or ECON 201/211 Principles of Economics (Macro) (<i>GEP Group D</i>)</p>

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

BUSINESS ADMINISTRATION

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 (12 hours)

FINA 375	Financial Institutions Management
FINA 475	Securities Investment
FINA 476	Financial Management
FINA 479	Financial Policy

3. Elective Courses (15 hours)

Five courses from among the following:

FINA 371	Insurance Planning and Risk Management
FINA 377	Retirement Income Planning
FINA 381	Principles of Real Estate
FINA 405	Short-term Financial Management
FINA 420	Entrepreneurial Finance
FINA 451	Estate Planning and Advanced Topics in Financial Planning
FINA 477	International Financial Management
FINA 494	Internship in Finance

Or three courses from above and two courses from among the following:

ACCT 311	Intermediate Accounting I
ACCT 312	Intermediate Accounting II
ACCT 340	Financial Reporting Issues
ACCT 420	Tax
ECON 351	Intermediate Macro-Economics
ECON 352	Intermediate Micro-Economics
ECON 401	International Finance
ECON 407	Business Cycles and Forecasting

Requirements for Concentration in General Management**1. Core Courses (51- 52 hours)**

Required of all majors in Business Administration; listed above.

NOTE: MGMT 485 Business Policy and Strategy serves as concentration capstone

2. Required Courses in Concentration (9 hours)

MGMT 315	New Business Ventures
MGMT 357	Human Resources Management
MGMT 359	Quality Management

3. Elective Courses (18 hours)

Select from among:

MGMT 425	Entrepreneurial Business Plan
MGMT 450	International Management
MGMT 452	Staffing and Development
MGMT 456	Compensation Management
MGMT 457	Labor Relations
MGMT 490	Special Topics in Business Administration – Management
MGMT 494	Internship in Management (3 or 6 credits)
MGMT 499	Independent Study in Management
BMIS 455	Management Information Systems
ECON 305	Managerial Economics
FINA 476	Financial Management
MKTG 366	Consumer Behavior

NOTE: No more than 6 hours of internship credit may be used for this option.

Requirements for Concentration in Human Resource Management**1. Core Courses (51 - 52 hours)**

Required of all majors in Business Administration; listed above.

NOTE: MGMT 485 Business Policy and Strategy serves as concentration capstone

2. Required Courses in Concentration (15 hours)

MGMT 357	Human Resources Management
MGMT 452	Staffing and Development
MGMT 450	International Management
MGMT 456	Compensation Management
MGMT 457	Labor Relations

3. Elective Courses (12 hours)

Select from among the following:

MGMT 315	New Business Ventures
MGMT 359	Quality Management
MGMT 425	Entrepreneurial Business Plan
MGMT 490	Special Topics in Business Administration – Management
MGMT 494	Internship (3 or 6 credits)
MGMT 499	Independent Study in Management
BMIS 455	Management Information Systems
CMST 300	Interpersonal Communication
CMST 335	Organizational Communication
ECON 301	Labor Economics

Requirements for Concentration in International Business**1. Core Courses (51-52 hours)**

Required of all majors in Business Administration; listed above.

NOTE: MGMT 485 Business Policy and Strategy serves as concentration capstone

2. Required Courses in Concentration (12 hours)

INTR 330	International Business
MGMT 450	International Management
MKTG 460	International Marketing
FINA 477	International Financial Management

3. Foreign Language Requirement (6 hours)

The equivalent of 6 FSU credits in grammar or conversation in any one foreign language.

4. Business Discipline Requirements (9 hours)

Complete one of the discipline groups listed below - all three courses must be taken within the same discipline group.

Finance Group (9 hours)

FINA 375	Financial Institutions Management
FINA 475	Securities Investment

Select one course from the following:

FINA 476	Financial Management
or FINA 494	Internship in Finance

Management Group (9 hours)

MGMT 357	Human Resources Management
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Select two courses from among the following:

MGMT 315	New Business Ventures
or MGMT 359	Quality Management
or MGMT 452	Staffing and Development
or MGMT 494	Internship in Management

Marketing Group (9 hours)

MKTG 365 Professional Selling and Sales Management
 MKTG 366 Consumer Behavior

Select one course from among the following:

MKTG 363 Advertising
 or MKTG 364 Merchandising
 or MKTG 466 Services Marketing
 or MKTG 467 Internet Marketing
 or MKTG 494 Internship in Marketing

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 Professional Selling and Sales Management
 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 315 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.

NOTE: MGMT 485 Business Policy and Strategy serves as concentration capstone

2. Required Courses in Concentration (18 hours)

MGMT 315 New Business Ventures
 MGMT 357 Human Resources Management
 MGMT 359 Quality Management
 MGMT 425 Entrepreneurial Business Plan
 FINA 420 Entrepreneurial Finance
 MKTG 366 Consumer Behavior

3. Elective Courses (9 hours)

Select from among the following:

MGMT 450 International Management
 MGMT 494 Internship in Management (3 or 6 credits)
 MGMT 490 Special Topics in Business Administration – Management
 MGMT 499 Independent Study in Management
 ECON 305 Managerial Economics
 INTR 330 International Business
 CMST 300 Interpersonal Communication
 or CMST 322 Presentational Communication
 or CMST 335 Organizational Communication

ECONOMICS

Economics

Major

Business Concentration

	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

Professors:

Dalton, Mizak, Neral, Stair

Associate Professor:

W. 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.

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

Minor

Concentrations in

- PUBLIC POLICY ECONOMICS
- QUANTITATIVE ECONOMICS

Professors:

Dalton, Mizak, Neral, Stair

Associate Professor:

W. 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.

	MAJOR			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>2. Required Core Courses in Other Departments: (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>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</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. Other Courses: (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

Minor

MINOR

Total Hours Required:

18

Coordinator:

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

Professors:

Ashkeboussi, Shin, Singh

- 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 FSUBusiness 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

Minor

MINOR

Total Hours Required:

18

Coordinator:

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

Professors:

Ashkeboussi, Shin, Singh

- 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 FSUBusiness 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 & MARKETING

Management

Minor

	MINOR
Hours Required in Management:	18
Total Hours Required:	18

Professors:

Lyons, , Poorsoltan,
Rahman, Shah , Tootoonchi

Associate Professors:

Harrell-Cook, McLellan, Offstein,
Sigerstad, Shore

Assistant Professors:

Mattare, McClellan, Monahan
(Chair, Department of Management)

Instructor:

M. Anderson

- 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: (6 hours)

MGMT 351 Management of Organizations
MGMT 405 Business Ethics and Social Responsibility

2. Elective Courses: (12 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 425 Entrepreneurial Business Plan
MGMT 450 International Management
MGMT 452 Staffing and Development
MGMT 456 Compensation Management
MGMT 457 Labor Relations
MGMT 490 Special Topics in Business Administration – Management
MGMT 494 Internship in Management (6 credits maximum)

Marketing

Minor

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

Coordinator:

Dr. Carol Gaumer, Associate Professor, Department of Marketing and Finance

Associate Professors:

Ashley-Cotleur, Gaumer

Assistant Professors:

Dean, Ye

Lecturer:

Arnone

- 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

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 Professional Selling and Sales Management
MKTG 366 Consumer Behavior
MKTG 465 Marketing Strategies

Small Business/Entrepreneurship

Minor

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

Coordinator:

Dr. Martha Mattare,
Assistant Professor,
Department of Management

Associate Professor:

Harrell-Cook

Assistant Professors:

McClellan, Ye

Instructor:

M. Anderson

- 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 small business/entrepreneurship.
- You may complete the minor on the Frostburg campus and at the USM at Hagerstown.
- You cannot major in small business/entrepreneurship.

Summary of Requirements for Minor in Small Business/Entrepreneurship

1. Required Courses (18 hours)

MGMT 315	New Business Ventures
MGMT 351	Management of Organizations
MGMT 356	Leadership & Human Behavior
MGMT 357	Human Resources Management
MKTG 361	Principles of Marketing
MGMT 425	Entrepreneurial Business Plan

