Programs Offered in the College of Business

Majors:
Accounting
BS Accounting/MBA Dual Degree
Business Administration
Concentrations:
- Finance
- General Management
- Global Business
- Hospitality Management
- Human Resource Management
- Marketing
- Small Business/Entrepreneurship

Economics
Concentrations:
- Business Economics
- Public Policy Economics
- Quantitative Economics

Minors:
Accounting
Business Administration
Economics
Finance
Financial Services
Human Resource Management
Management
Marketing
Small Business/Entrepreneurship

Dr. Sudhir Singh
Dean

Dr. Thomas Sigerstad
Associate Dean
Vision

The College of Business will be the educational destination of choice for students seeking an extraordinary, career-oriented educational experience and enduring professional success.

Mission

- Our primary responsibility is to prepare our diverse student population for a lifetime of professional success. We drive results through a caring approach to individual development emphasizing critical thinking, experiential learning, social consciousness, and a global perspective.
- We are also committed to our faculty and staff. We forge a nurturing environment, which respects the individual, stimulates professional growth, and offers a sense of community.
- We contribute economic and academic vitality through impactful, applied scholarship as a responsibility to our communities and disciplines and to society.

Core Values

Integrity — is to engender trust by displaying principled behavior, demonstrating responsible stewardship of resources entrusted to one, and being ethical in all one says and does.

Citizenship — is to have a stake in the well-being of the community, and, therefore, an obligation to stay informed, to make positive contributions, and to be of service to all within the College, University, and community at large.

Inquisitiveness — is an abiding commitment to intellectual curiosity about oneself and the world around that entails critical thinking and personal responsibility for one's own learning and professional development.

Professionalism — is characterized by unyielding dedication to excellence in all that one does, to be respectful to all, to be an engaged team player, and to be accountable for one's choices and actions.

Innovation — is to effect continuous improvement and to embrace change in the service of personal and organizational growth.

Learning Goals for All College of Business Undergraduate Programs

In addition to Institutional Learning Goals, the basic educational objectives of the College of Business undergraduate core courses and its major programs are as follows:

1. Business Core — Students will demonstrate fundamental knowledge in each business discipline area.
2. Critical Thinking and Problem Solving — Students will be able to identify and analyze business problems, integrate diverse information, and propose sound solutions.
3. Ethical Reasoning — In analyzing business situations, students will be able to identify relevant ethical issues and assess the potential impact of management action on stakeholders.
4. Oral Communication — Students will exhibit a professional appearance, behavior and language, be able to hold audience attention, deliver clear and organized content, and properly document source material.
5. Written Communication — Students will be able to convey ideas and information coherently using correct grammar and punctuation and properly document source material.
6. Global Perspective — Students will be able to anticipate the effects of culture and global business climate on business decisions.
7. Teamwork and Leadership — Students will effectively participate in group work toward a shared goal, understand the appropriate leadership roles, and produce output using the talents of all group members.
College of Business Core

All accounting, business administration and economics-business concentration students are required to complete the following courses with grades of C or better:

Outside College of Business (18-19 hours)
CMST 122 Introduction to Public Speaking
COSC 220 Software Applications for Business (Tech. Fluency)
ECON 201/211 Principles of Economics (Macro) (GEP Group D)
ECON 202/212 Principles of Economics (Micro)

Select one of the following (3-4 hours)
MATH 118 Applied Mathematics for Business
MATH 220 Calculus for Applications I
MATH 236 Calculus I (Core Skill 3)

Select one of the following (3 hours)
MATH 109/110 Elements of Applied Probability and Statistics (Core Skill 3)
MATH 380 Introduction to Probability and Statistics

Inside College of Business (33 hours)
ACCT 211 Financial Accounting
ACCT 212 Managerial Accounting
BLAW 291 Legal Environment of Business
FINA 370 Corporate Finance
MGMT 110 Career and Professional Development I
MGMT 251 Management of Organizations
MGMT 310 Career and Professional Development II
MGMT 355 Operations Management
MGMT 356 Leadership & Human Behavior
MGMT 405 Business Ethics and Social Responsibility
MGMT 485 Business Policy and Strategy (Capstone)
MKTG 261 Principles of Marketing

Program Requirements

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Requirements for Major in Accounting

1. College of Business Core: (33 hours)
   ACCT 211* Financial Accounting
   ACCT 212* Managerial Accounting
   BLAW 291* Legal Environment of Business
   FINA 370* Corporate Finance
   MGMT 110* Career and Professional Development I
   MGMT 251* Management of Organizations
   MGMT 310* Career and Professional Development II
   MGMT 355* Operations Management
   MGMT 356* Leadership & Human Behavior
   MGMT 405* Business Ethics and Social Responsibility
   MGMT 485* Business Policy and Strategy (Capstone)
   MKTG 261* Principles of Marketing

2. Courses Outside College of Business:
   (18-19 hours)
   Communication Studies (3 hours)
   CMST 122* Introduction to Public Speaking
   Computer Science (3 hours)
   COSC 220* Software Applications for Business (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 118* Applied Mathematics for Business
   or MATH 220* Calculus for Applications I
   or MATH 236* Calculus I (Core Skill 3)
   MATH 109/110* Elements of Applied Probability and Statistics (Core Skill 3)
   or MATH 380* Introduction to Probability & Statistics

Accounting

MAJOR

MINOR

COMBINED BS/MBA OPTION

Professors: Shaffer, Venezia
Assistant Professors: Al-Wreikat, Cohen, Schrader (Chair)
Lecturer: Bradley

- 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 online.
3. Distribution Within Department: (24 hours)
ACCT 305* Accounting Systems
ACCT 311* Intermediate Accounting I
ACCT 312* Intermediate Accounting II
ACCT 313 Intermediate Accounting III
ACCT 315 Cost Accounting
ACCT 325 Auditing
ACCT 401 Advanced Financial Accounting
ACCT 420 Tax

4. Elective Hours in Department: (6 hours)

Requirements for Minor in Accounting
1. College of Business Core: (6 hours)
ACCT 211* Financial Accounting
ACCT 212* Managerial Accounting

2. Distribution Within Department: (6 hours)
ACCT 311* Intermediate Accounting I
ACCT 312* Intermediate Accounting II

3. Elective Hours in Department: (6 hours)
From ACCT courses numbered higher than 300.

*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

Coordinator: Dr. Chelsea Schrader, Chair, Dept. of Accounting

A 150-hour combined B.S/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. CPA candidates in Maryland may sit for the CPA examination after meeting all educational requirements and earning 120 academic credits. CPA exam candidates in many states, including Maryland, are required to complete 150 hours of academic credit as part of the licensure process. Completion of this combined B.S/MBA program will meet all educational requirements for CPA exam candidacy in many states, including Maryland. This program is available to students who have graduated or will be graduating from FSU 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 Oct. 15 for spring. Applications should be submitted to the Office of Graduate Services. For more information about becoming a CPA in the State of Maryland, please visit the Maryland Association of Certified Public Accountants (MACPA) at https://cpaguide.macpa.org/.

Eligibility requirements for the combined B.S. in ACCT/MBA:

a) Declared accounting major at FSU, or FSU accounting graduate.
b) A minimum score of 450 on the GMAT [GRE can be substituted for GMAT and scores will be converted to equivalent GMAT scores based on percentile distributions. GMAT/GRE can be waived if undergraduate GPA is 3.25 or higher (based on 4.0 scale) combined with a minimum of 2 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.

Requirements for Combined BS/MBA Option
1. Complete all requirements for baccalaureate degree in accounting.
   See previous page.

2. Complete the following additional MBA courses: (30 hours)
   BMIS 607 Information Management
   ECON 511 Economics for Managers
   FINA 610 Financial Management
   MGMT 510 Leadership and Ethics
   MGMT 512 Management Decision Analysis
   MGMT 542 Organizational Behavior
   MGMT 590 Special Topics in Management
   MGMT 620 Strategic Human Resource Management
   MGMT 680 Strategic Integration*
   MKTG 640 Marketing Management

*MGMT 680 must be taken in the last 6-9 credits of study.
Business Administration

MAJOR
MINOR
CONCENTRATIONS IN:
• Finance
• General Management
• Global Business
• Hospitality Management
• Human Resource Management
• Marketing
• Small Business/Entrepreneurship

Department of Management and Department of Marketing and Finance
Professors: Chory, Gaumer (Chair, Department of Marketing and Finance), Monahan (Chair, Department of Management), Offstein, Rahman, Shah, Shin, Singh
Associate Professors: Ashraf, Dean, Huh, Levitt, Mattare, McClellan, Shore, Sigerstad, Ye
Assistant Professors: Cadenazzi, Feng, Youssef, Zhuang
Lecturers: Kentrus, Wassell

• All concentrations may be completed at the Frostburg campus.
• The concentrations in General Management and Hospitality Management may be completed at the University System of Maryland at Hagerstown.

Program Requirements

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<th>MAJOR</th>
<th>MINOR</th>
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<tr>
<td>Hours Required in College of Business Core:</td>
<td>33</td>
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<tr>
<td>Hours Required in Concentration:</td>
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<td>Hours Required Outside the College of Business</td>
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<td>Total</td>
<td>78-79</td>
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</table>

Requirements for Major in Business Administration

1. College of Business Core: (33 hours)
   ACCT 211* Financial Accounting
   ACCT 212* Managerial Accounting
   BLAW 291* Legal Environment of Business
   FINA 370* Corporate Finance
   MGMT 110* Career and Professional Development I
   MGMT 251* Management of Organizations
   MGMT 310* Career and Professional Development II
   MGMT 355* Operations Management
   MGMT 356* Leadership & Human Behavior
   MGMT 405* Business Ethics and Social Responsibility
   MGMT 485* Business Policy and Strategy (MGMT Capstone)
   MKTG 261* Principles of Marketing

2. Courses Outside College of Business: (18-19 hours)
   Communication Studies (3 hours)
   CMST 122* Introduction to Public Speaking

   Computer Science (3 hours)
   COSC 220* Software Applications for Business (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 118* Applied Mathematics for Business
   or MATH 220* Calculus for Applications I
   or MATH 236* Calculus I (Core Skill 3)
   MATH 109/110* Elements of Applied Probability and Statistics (Core Skill 3)
   or MATH 380* Introduction to Probability and Statistics

3. Area of Concentration: (27 hours)
   Majors must choose to concentrate in one of the following:
   • Finance
   • General Management
   • Global Business
   • Hospitality Management
   • Human Resource Management
   • Marketing
   • Small Business/Entrepreneurship
   *You must receive a grade of C or better for this course to count toward major.

Requirements for Minor in Business Administration

1. College of Business Core: (18 hours)
   ACCT 211 Financial Accounting
   BUAD 100 Introduction to Business
   or BLAW 291 Legal Environment of Business
   FINA 303 Principles of Finance
   or FINA 370 Corporate Finance
   or FINA 476 Financial Management
   MGMT 251 Management of Organizations
   MGMT 356 Leadership & Human Behavior
   or BMIS 455 Management Information Systems
   MKTG 261 Principles of Marketing

2. Courses Outside College of Business:
   Economics (3 hours)
   ECON 200 Basic Economics
   or ECON 201/211 Principles of Economics (Macro) (GEP Group D)
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 (Capstone)

3. Elective Courses (15 hours)
   Select five courses from among the following:
   ACCT 420 Tax
   FINA 301 Introduction to Personal Financial Planning
   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 select three courses from above and two courses from among the following:
   ACCT 311 Intermediate Accounting I
   ACCT 312 Intermediate Accounting II
   ACCT 330 Governmental and Nonprofit Accounting
   ACCT 340 Financial Reporting Issues
   ECON 306 Money and Banking
   ECON 351 Intermediate Macro-Economics
   ECON 352 Intermediate Micro-Economics
   ECON 400 International Trade

Requirements for Concentration in Global Business

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

2. Required Courses in Concentration (15 hours)
   ECON 400 International Trade
   FINA 477 International Financial Management
   or ECON 401 International Finance
   INTR 330 International Business
   MGMT 450 International Management
   MKTG 460 Global Marketing

3. Electives (12 hours)
   Select four from the following 3-credit courses:
   CMST 350 Intercultural Communication
   ECON 309 Comparative Economic Systems
   ECON 405 Economics of Developing Countries
   FINA 494 Internship in Finance
   or MGMT 494 Internship in Management
   or MKTG 494 Internship in Marketing
   GEOG 407 Political Geography
   INTR 490 Special Topics in Global Business
   SPAN 101 Basic Elements of Spanish I
   or FREN 101 Basic Elements of French I
   or MDFL 190 Selected Topics in Foreign Language and Literature
   SPAN 102 Basic Elements of Spanish II
   or FREN 102 Basic Elements of French II
   An additional 3 credits of foreign language study, in the same language

Requirements for Concentration in Hospitality 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 (18-24 hours)
   HMGT 101 Analysis of the Hospitality Industry (3 credits online at UMES)
   HMGT 401 Law and the Hospitality Industry (3 credits online at UMES)
   Choose from Option 1 or 2 (12-18 hours)
   Option 1: Travel abroad plus internship option (18 credits)
   HMGT 396 Special Topics in Hospitality Management (12 credits)
   Approved courses will be taken as part of study abroad curriculum at an approved university.
   MGMT 494 Internship in Management (6 credits - may be two 3-credit internships)
Internship must be done at a hotel, resort, or other approved hospitality management location.

Option 2: Local internship option (12 credits)
MGMT 494  Internship in Management (12 credits - may be multiple internships totaling 12 credits)
Internship must be done at a hotel, resort, or other approved hospitality management location.

3. Elective Courses (Option 1: 3 hours; Option 2: 9 hours)
Select from among the following:
BMIS 455 Management Information Systems
GEOG 454 Geography of Tourism
GEOG 455 Tourism Planning
HMGT 350 Marketing Hospitality and Leisure Services (online at UMES)
INTR 330 International Business
MGMT 315 New Business Ventures
MGMT 357 Human Resources Management
MGMT 359 Quality Management
MGMT 425 Entrepreneurial Business Plan
MGMT 450 International Management
MGMT 490 Special Topics in Business Administration – Management
MGMT 499 Independent Study in Management
RECR 448 Principles of Ecotourism

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

3. Elective Courses (12 hours)
Select from among the following:
BMIS 455 Management Information Systems
CMST 300 Interpersonal Communication
CMST 335 Organizational Communication
ECON 301 Labor Economics
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

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 (12 hours)
MKTG 366  Consumer Behavior
MKTG 462  Marketing Research
MKTG 465  Marketing Strategies
MKTG 469  Marketing Plans Development (Capstone)

3. Elective Courses (15 hours)
Select five (including at least three MKTG) from among the following:
ART 207 Graphic Design
CMST 322 Presentational Communication
GEOG 410 Locational Analysis
MGMT 359 Quality Management
or MKTG 315 New Business Ventures
MKTG 363 Advertising
MKTG 364 Branding Strategy
MKTG 365 Professional Selling and Relationship Management
MKTG 460 Global Marketing
MKTG 466 Services Marketing
MKTG 467 Digital and Social Media Marketing
MKTG 494 Internship in Marketing
RECR 384 Special Event Management

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

3. Elective Courses (9 hours)
Select from among the following:
CMST 300 Interpersonal Communication
or CMST 322 Presentational Communication
or CMST 335 Organizational Communication
ECON 305 Managerial Economics
HMGT 350 Marketing Hospitality and Leisure Services (3 credits @ UMES)
HMGT 401 Law and the Hospitality Industry (3 credits @ UMES)
INTR 330 International Business
MGMT 450 International Management
MGMT 490 Special Topics in Business Administration – Management
MGMT 494 Internship in Management (3 or 6 credits)
MGMT 499 Independent Study in Management
NOTE: A total of no more than 6 hours of credit in HMGT 396 and/or MGMT 494 may count as elective hours.
Economics

MAJOR
BUSINESS CONCENTRATION

Professors: W. Anderson, Stair
Associate Professors: Kiriazis (Chair), Kucher, McCoskey
Assistant Professors: Rossi, Nabar-Bhaduri

• 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.

Program Requirements

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<td>Hours Required in College of Business Core: 33</td>
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<td>Hours Required in Economics: 27</td>
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Requirements for Major in Economics with Concentration in Business Economics

1. College of Business Core: (33 hours)
   - ACCT 211* Financial Accounting
   - ACCT 212* Managerial Accounting
   - BLAW 291* Legal Environment of Business
   - FINA 370* Corporate Finance
   - MGMT 110* Career and Professional Development I
   - MGMT 251* Management of Organizations
   - MGMT 310* Career and Professional Development II
   - MGMT 355* Operations Management
   - MGMT 356* Leadership & Human Behavior
   - MGMT 405* Business Ethics and Social Responsibility
   - MGMT 485* Business Policy and Strategy (Capstone)
   - MKTG 261* Principles of Marketing

2. Courses Outside College of Business: (19-20 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 122* Introduction to Public Speaking
   - Computer Science (3 hours)
     - COSC 220* Software Applications for Business (Tech. Fluency)
   - Mathematics (7-9 hours)
     - ECON 450* Quantitative Economics
       and MATH 118* Applied Mathematics for Business
       or MATH 220* Calculus for Applications I
       or MATH 236* Calculus I (Core Skill 3)

3. Area of Concentration: (27 hours)
   - ECON 305 Managerial Economics
   - ECON 351* Intermediate Macro-Economics
   - ECON 352* Intermediate Micro-Economics
   - ECON 400 International Trade
     or ECON 401 International Finance
   - 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: W. Anderson, Stair
Associate Professors: Kiriazis (Chair), Kucher, McCoskey
Assistant Professors: Rossi, Nabar-Bhaduri

• 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.
Program Requirements

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<th>Requirements for Major in Economics</th>
<th>MAJOR</th>
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<td>Hours Required in Economics:</td>
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Requirements for Major in Economics

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 460* Introduction to Econometrics
   - ECON 491* Seminar in Economics (Capstone)

2. Required Core Courses in Other Departments:
   (3 hours)
   - MATH 109/110* Elements of Applied Probability and Statistics (Core Skill 3)

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.

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)
   - MATH 237 Calculus II
   - MATH 350 Linear Algebra I

Requirements for Minor in Economics

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

2. Required Core Courses in Other Departments:
   (3 hours)
   - MATH 109/110* Elements of Applied Probability and Statistics (Core Skill 3)

3. Other Courses: (9-10 hours)
   - MATH 236* Calculus I (Core Skill 3)
   - MATH 118* Applied Mathematics for Business
   - MATH 220* Calculus for Applications I

   Minors must also complete at least 6 additional credit hours in economics (excluding ECON 495) at the 300 or 400 level.
   * 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: (15 hours)
   - ECON 300 History of Economic Thought
   - ECON 303 American Economic History
   - 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: (11 hours)
   - MATH 236* Calculus I (Core Skill 3)
   - MATH 237 Calculus II
   - 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: (24 hours)
   - ECON 300 History of Economic Thought
   - ECON 303 American Economic History
   - ECON 307 Government, Business, and Public Policy
   - ECON 309 Comparative Economic Systems
or ECON 405 Economics of Developing Countries
ECON 404 Public Sector Economics

Select four of the following courses:
ECON 301 Labor Economics
ECON 306 Money and Banking
ECON 400 International Trade
ECON 401 International Finance
ECON 408 Urban and Regional Economics
ECON 410 Resource and Environmental Economics
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 118* Applied Mathematics for Business
and ECON 450* Quantitative Economics

Financial Services

MINOR

Coordinator: Dr. Carol Gaumer, Chair, Dept. 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.

Program Requirements

<table>
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<th>MINOR</th>
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<tbody>
<tr>
<td>Total Hours Required:</td>
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</table>

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 College of Business Core Curriculum. You need to be prepared to take advanced finance courses.

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

(or FINA 476 Financial Management
(if not selected to meet the requirement listed above)
FINA 475 Securities Investment
FINA 477 International Financial Management

Financial

MINOR

Coordinator: Dr. Carol Gaumer, Chair, Dept. 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.

Program Requirements

<table>
<thead>
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<th>MINOR</th>
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<tr>
<td>Total Hours Required:</td>
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</table>

You should consider the minor in finance if you are completing a major not subject to the requirements of the College of Business Core Curriculum (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.

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
or FINA 370 Corporate 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
Human Resource Management

MINOR

Coordinator: Dr. Michael Monahan, Chair, Department of Management

- 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 human resource management concentration in the business administration major.

Program Requirements

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Hours Required in Management:</td>
<td>15-18</td>
</tr>
<tr>
<td>Hours Required in Other Departments:</td>
<td>0-3</td>
</tr>
<tr>
<td>Total Hours Required:</td>
<td>18</td>
</tr>
</tbody>
</table>

Requirements for Minor in Human Resource Management

1. Required Courses (18 hours)

- MGMT 251 Principles of Management
- MGMT 357 Human Resources Management
- MGMT 405 Business Ethics and Social Responsibility
- MGMT 452 Staffing and Development
- MGMT 456 Compensation
- MGMT 457 Labor Relations and Collective Bargaining

Marketing

MINOR

Coordinator: Dr. Carol Gaumer, Chair, Dept. 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

Program Requirements

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<tr>
<td>Hours Required in Marketing:</td>
<td>18</td>
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<td>Total Hours Required:</td>
<td>18</td>
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</table>

Management

MINOR

Coordinator: Dr. Michael Monahan, Chair, Department of Management

- The Department of Management also offers concentrations in general management, hospitality 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
Requirements for Minor in Marketing

1. Required Courses: (6 hours)
   - MKTG 261 Principles of Marketing
   - MKTG 366 Consumer Behavior

2. Elective Courses: (12 hours)
   Select four of the following:
   - MKTG 363 Advertising
   - MKTG 364 Branding Strategy
   - MKTG 365 Professional Selling and Relationship Management
   - MKTG 460 Global Marketing
   - MKTG 465 Marketing Strategies
   - MKTG 466 Services Marketing
   - MKTG 467 Digital and Social Media Marketing

Small Business/Entrepreneurship

MINOR

Coordinator: Dr. Michael Monahan, Chair, Department of Management

- The Department of Management also offers concentrations in general management, hospitality 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 cannot major in small business/entrepreneurship.

Program Requirements

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<td>Total Hours Required:</td>
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Requirements for Minor in Small Business/Entrepreneurship

1. Required Courses (18 hours)
   - MGMT 251 Management of Organizations
   - MGMT 315 New Business Ventures
   - MGMT 356 Leadership & Human Behavior
   - MGMT 357 Human Resources Management
   - MGMT 425 Entrepreneurial Business Plan
   - MKTG 261 Principles of Marketing