

The College of Business

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

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 and personal fulfillment. 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 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 deep 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.

Inquiry – 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 a pioneering quest for novel and creative mechanisms to effect continuous improvement in one's environment 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 (<i>Tech. Fluency</i>)
ECON 201/211	Principles of Economics (Macro) (<i>GEP Group D</i>)
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 (<i>Core Skill 3</i>)

Select one of the following (3 hours)

MATH 109/110	Elements of Applied Probability and Statistics (<i>Core Skill 3</i>)
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 (1 hour)
MGMT 251	Management of Organizations
MGMT 310	Career and Professional Development II (2 hours)
MGMT 355	Operations Management
MGMT 356	Leadership and Human Behavior
MGMT 405	Business Ethics and Social Responsibility
MGMT 485	Business Policy and Strategy (<i>MGMT Capstone</i>)
MKTG 361	Principles of Marketing

Accounting

MAJOR

MINOR

COMBINED BS/MBA OPTION

Professors: Bandura, Shaffer (Chair)

Associate Professor: Venezia

Assistant Professor: Schrader

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.

Program Requirements

	MAJOR	MINOR
Hours Required in College of Business Core:	33	6
Hours Required in Accounting:	30	12
Hours Required Outside the College of Business:	18-19	0
Total	81-82	18

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 361*	Principles of Marketing

2. Courses Outside College of Business: (18-19 hours)

Communication Studies (3 hours)

CMST 122*	Introduction to Public Speaking
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Computer Science (3 hours)

COSC 220*	Software Applications for Business (<i>Tech. Fluency</i>)
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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 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 (<i>Core Skill 3</i>)
	or MATH 380* Introduction to Probability & Statistics

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. Kathie Shaffer Professor and Chair, Dept. of Accounting

A 150-hour combined BS/MBA program enables eligible students to complete FSU's BS 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 many states, including 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 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.

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

- Declared accounting major at FSU, or FSU accounting graduate.
- 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.]
- Cumulative and major GPA of 2.5 or better at the time of application.
- 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)

MGMT 510	Leadership and Ethics
ECON 511	Economics for Managers
MGMT 512	Management Decision Analysis
MGMT 542	Organizational Behavior
BMIS 607	Information Management
FINA 610	Financial Management
MGMT 620	Strategic Human Resource Management
MKTG 640	Marketing Management
MGMT 680	Strategic Integration*
MGMT 690	Special Topics in Management**

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

***While there are no prerequisites, MGMT 690 should be taken in the last semester/s.*

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: Gaumer (Chair, Department of Marketing and Finance), Offstein, Rahman, Shah, Shin, Singh

Associate Professors: Ashraf, Chory, Dean, Mattare, McClellan, Monahan (Chair, Department of Management), Shore, Sigerstad, Ye

Assistant Professors: Huh, Levitt, Youssef

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

	MAJOR	MINOR
Hours Required in College of Business Core:	33	18
Hours Required in Concentration:	27	0
Hours Required Outside the College of Business:	18-19	3
Total	78-79	21

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 361* 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 361 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

humOr 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 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:

BMIS 455	Management Information Systems
ECON 305	Managerial Economics
FINA 476	Financial Management
HMG 101	Analysis of the Hospitality Industry (3 credits @ UMES)
HMG 350	Marketing Hospitality and Leisure Services (3 credits @ UMES)
HMG 396	Special Topics in Hospitality Management (3, 6, 9, 12 credits)
HMG 401	Law and the Hospitality Industry (3 credits @ UMES)
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 (1 - 12 credits)
MGMT 499	Independent Study in Management
MKTG 366	Consumer Behavior

NOTE: A total of no more than 6 hours of credit in HMG 396 and/or MGMT 494 may count as elective hours.

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
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 401	International Finance
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)

HMG 101	Analysis of the Hospitality Industry (3 credits online at UMES)
HMG 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)

MGMT 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
HMG 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 MGMT 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 101 Analysis of the Hospitality Industry (3 credits @ UMES)
 HMGT 350 Marketing Hospitality and Leisure Services (3 credits @ UMES)
 HMGT 396 Special Topics in Hospitality Management (1 to 12 credits)
 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: Kiriiazis (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

	MAJOR
Hours Required in College of Business Core:	33
Hours Required in Economics:	27
Hours Required Outside College of Business:	19-20
Total Hours Required for Major:	79-80

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 361* 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*)
 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)

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

	MAJOR			MINOR
	No Conc.	Public Policy Conc.	Quan. Conc.	
Hours Required in Economics:	33-36	42-45	33	18
Hours Required in Other Departments:	6	6	14	6
Total Hours Required:	39-42	48-51	47	24

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)
 or MATH 118* Applied Mathematics for Business
 and ECON 450* Quantitative Economics+
 or MATH 220* Calculus for Applications 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)
 or MATH 118* Applied Mathematics for Business
 or 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
 or 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
 or 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

Finance

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

	MINOR
Total Hours Required:	18

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.

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
- FINA 420 Entrepreneurial Finance or FINA 476 Financial Management
- FINA 475 Securities Investment
- FINA 477 International Financial Management

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

	MINOR
Total Hours Required:	18

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.

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

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

Program Requirements

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

Requirements for Minor in Management

1. Required Courses: (6 hours)

- MGMT 251 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

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

	MINOR
Hours Required in Marketing:	18
Total Hours Required:	18

Requirements for Minor in Marketing

1. Required Courses: (6 hours)

- MKTG 361 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

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

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 361 Principles of Marketing