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 (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 (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 (MGMT Capstone)
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

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<tr>
<td>Hours Required in College of Business Core:</td>
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<tr>
<td>Hours Required in Accounting:</td>
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<td>81-82</td>
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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 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)

3. **Economics (6 hours)**
   - ECON 201/211*  Principles of Economics (Macro) (GEP Group D)
   - ECON 202/212*  Principles of Economics (Micro)

4. **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

5. **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.

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.

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:

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.

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

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<td>Hours Required in College of Business Core:</td>
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<td>Total</td>
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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
   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

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 350 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

*You must receive a grade of C or better for this course to count toward major.
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 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
   - 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 (3, 6, 9, 12 credits)
   - HMGT 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 HMGT 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 (18 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 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
     - MGMT 494 Internship in Management
     - MKTG 494 Internship in Marketing
   - GEOG 407 Political Geography
   - INTR 490 Special Topics in Global Business
   - SPAN 101 Basic Elements of Spanish I
     - FREN 101 Basic Elements of French I
     - MDFL 190 Selected Topics in Foreign Language and Literature
   - SPAN 102 Basic Elements of Spanish II
     - 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)
   - 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 494 Internship in 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

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
CMST 322 Presentational Communication
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
MKTG 494 Internship in Management (3 or 6 credits)
MKTG 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:</td>
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<tr>
<td>Hours Required in Economics:</td>
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<td>Hours Required Outside College of Business:</td>
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<td>Total Hours Required for Major:</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)

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

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<td>Hours Required in Economics:</td>
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<td>Hours Required in Other Departments:</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)
   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

<table>
<thead>
<tr>
<th>Total Hours Required:</th>
<th>MINOR</th>
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<tbody>
<tr>
<td>18</td>
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</tbody>
</table>

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

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 (if not selected to meet the requirement listed above)
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.

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

<table>
<thead>
<tr>
<th>Hours Required in Management:</th>
<th>MINOR</th>
</tr>
</thead>
<tbody>
<tr>
<td>18</td>
<td></td>
</tr>
</tbody>
</table>

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 335 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 455 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

<table>
<thead>
<tr>
<th>Requirement</th>
<th>MINOR</th>
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<tbody>
<tr>
<td>Hours Required in Marketing:</td>
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<tr>
<td>Total Hours Required:</td>
<td>18</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Requirement</th>
<th>MINOR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hours Required in Management</td>
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<tr>
<td>Hours Required in other Departments:</td>
<td>3</td>
</tr>
<tr>
<td>Total Hours Required:</td>
<td>18</td>
</tr>
</tbody>
</table>

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