

# CURRICULUM REQUIREMENTS

## Requirements for BAPP

*As a guide to fulfilling business requirements, insert your grade into each box upon completion of each course. When given a choice of courses, write the name of the course taken on the designated line.*

<u>Course Title</u>			<u>Cr. hrs.</u>	<u>Semester to Take</u>
<b>Communications</b>				
0 ENGL 100	Expository Writing I		3	1
0 ENGL 200	Expository Writing II	<b>Pr.:</b> ENGL 100 & Sophomore standing	3	3-4
0 SPCH 105	Public Speaking IA		2	1-3
0 Comm. Elective			3	1-4
0 Comm. Elective			3	1-4
	Choose six communication elective hours from the following list of courses:			
	ENGL 300	Expository Writing III	<b>Pr.:</b> ENGL 200	
	MKTG 442	Personal Selling	<b>Pr.:</b> MKTG 400	
	*SPCH 311	Bus & Professional Speaking	<b>Pr.:</b> SPCH 105 or 106	
	SPCH 320	Theories of Human Comm. (theory)	<b>Pr.:</b> SPCH 105 or 106	
	*SPCH 321	Public Speaking II	<b>Pr.:</b> SPCH 105 or 106	
	SPCH 322	Interpersonal Comm.		
	SPCH 323	Non Verbal Comm.	<b>Pr.:</b> SPCH 105 or 106	
	SPCH 325	Argumentation & Debate	<b>Pr.:</b> SPCH 105 or 106	
	*SPCH 326	Sm. Group Disc. Method	<b>Pr.:</b> SPCH 105 or 106	
	SPCH 331	Criticism of Public Discourse (theory)		
	SPCH 425	Theories of Organ. Comm. (theory)	<b>Pr.:</b> SPCH 105 or 106	
	SPCH 430	Freedom of Speech		
	SPCH 450	Special Studies in Human Discourse	<b>Pr.:</b> SPCH 105 or 106	
	SPCH 480	Intercultural Communication	<b>Pr.:</b> SPCH 105 or 106	
	*SPCH 526	Persuasion		
	SPCH 726	Small Group Communication (theory)		
	SPCH 735	Leadership Communications (theory)	<b>Pr.:</b> SPCH 311, 326, or 425	
* courses approved for general education credit				
Note: At least three (3) hours of the communication electives must be skills courses (as apposed to theory).				
<b>Quantitative</b>				
0 MATH 100	College Algebra	<b>Pr.:</b> see page 14**	3	1-2
0 MATH 205	Gen. Calculus & Linear Algebra	<b>Pr.:</b> MATH 100 see page 14**		
0 CIS 101	Intro. to Information Technology		1	2-3
0 CIS 102	Spreadsheet Appl.		1	2-3
0 CIS 103	Database Appl.		1	2-3
<b>Optional:</b> CIS 104 Word Processing (1 hr) Course will count as an unrestricted elective.				
0 MANGT 366	Mangt. Info. System	<b>Pr.:</b> CIS 101, CIS 102, CIS 103 or CIS	3	3-7

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0	STAT 350	Bus. & Econ. Stat I	Pr.: MATH 100	3	3-4
<i>Automatic substitutions: STAT 320, 330, 340, &amp; 510</i>					
<b>Economics</b>					
0	ECON 110	Prin. of Macroecon.		3	3-4
0	ECON 120	Prin. of Microecon.		3	3-4

<b>Business Core Courses</b>					
0	ACCTG 231	Acctg. For Bus. Operations	Pr.: MATH 100 & Sophomore Standing	3	3-4
0	ACCTG 241	Acctg. For Invest. & Financing	Pr.: ACCTG 231	3	4-5
0	GENBA 101	Bus. Orientation		0	1-2
<i>Note: Students who enter the College of Business Administration with 45 or more credit hours completed are not required to take Business Orientation</i>					
<b>Social Science Electives</b>				9	1-4
0	1.				
0	2.				
0	3.				
Choose nine social science elective hours from the following list of courses:					
	ANTH	<i>All courses except those which count as humanities or natural science electives are acceptable</i>			
	DEN 450	Impact of Technology on Society	Pr.: Soph. standing		
	ECON	<i>All courses except ECON 110 &amp; 120. Courses may not overlap with those used to satisfy economics, restricted, or unrestricted electives.</i>			
	FSHS 110	Introduction to Human Development			
	FSHS 301	The Helping Relationship	Pr.: FSHS 110 or PSYCH 110		
	FSHS 302	You and Your Sexuality	Pr.: FSHS 110 or PSYCH 110		
	FSHS 350	Family Relationships & Gender Roles	Pr.: FSHS 110 or PSYCH 110 or SOCIO 211		
	FSHS 400	Family & Consumer Economics	Pr.: ECON 110 or concurrent enrollment		
	GEOG	<i>All courses except GEOG 220 &amp; GEOG 221 are acceptable</i>			
	GNHE 310	Human Needs			
	POLSC	ALL COURSES			
	PSYCH	ALL COURSES			
	SOCIO	ALL COURSES			
<b>Humanities Electives</b>				6	1-4
0	1.				
0	2.				
0	3.				<i>(If necessary)</i>
Choose six humanities elective hours from the following list of courses:					
	AMETH 160	Intro. to American Ethnic Studies			
	ANTH 515	Creativity & Culture*			
	ANTH 516	Ethnomusicology*			
	ANTH 517	African American Music & Culture*	Pr.: ANTH 200 or 204 or 210		

	ARCH 301	Appreciation of Architecture		
	ENGL	ALL LITERATURE COURSES		
	HIST	ALL COURSES		
	PHILO	ALL COURSES		
	WOMST	ALL COURSES		
	ALL MODERN LANGUAGE COURSES (e.g. ARAB, FREN, GRMN, ITAL, JAPAN, LATIN, RUSSN, SPAN, URDU)			
	ART	ALL COURSES*		
	DANCE	ALL COURSES*		
	MUSIC	ALL COURSES*		
	THTRE	ALL COURSES*		
	*Students may take a maximum of 3 credit hours in participation or artistic skill development courses.			
<b>Natural Science Elective</b>	(one lab course required)		7	1-4
0	1.			
0	2.			
0	3.			
	AGRON 220	Crop Science		
	ANTH 280	Intro. To Physical Anthropology		
	ANTH 281	Intro. To Physical Anthropology Lab		
	BIOCH	ALL COURSES		
	BIOL	ALL COURSES		
	CHM	ALL COURSES		
	FN 132	Basic Nutrition		
	GEOL	ALL COURSES		
	GEOG 220	Environmental Geography I (4 hrs. – includes 1 hr. lab)		
	GEOG 221	Environmental Geography II (4 hrs. – includes 1 hr. lab)		
	PHYS	ALL COURSES		

**\*\* Mathematics Requirement**

*Students are eligible to take MATH 100 College Algebra if they meet one of the following prerequisites:*

- 1) MATH 010 Intermediate Algebra with grade of B or better
- 2) two years of high school algebra and a College Algebra PROB  $\geq$  C of 60 or more on the ACT assessment
- 3) a score of at least 18 on the mathematics placement test

*Students who don't meet these prerequisites are encouraged to take MATH 010 Intermediate Algebra before taking College Algebra.*

*Credit received for Intermediate Algebra does not apply toward the hours required for graduation.*

*Students are eligible to take MATH 205 General Calculus and Linear Algebra if they meet one of the following prerequisites:*

- 1) MATH 100 College Algebra
- 2) two units of high school algebra and one unit of high school trigonometry

*Students are eligible to take MATH 220 Analytic Geometry and Calculus I if they Meet one of the following prerequisites:*

- 1) MATH 100 College Algebra with grade of B or better and  
MATH 150 Plane Trigonometry with grade of C or better*
- 2) three years of college prep math (including trigonometry) and a Calculus I Prob  $\geq$  C of 55 or more on the ACT assessment*
- 3) a score of at least 26 on the mathematics placement test*

*Students who test directly into MATH 205 or MATH 220 and complete the course will have the MATH 100 requirement waived, and three credit hours will be added to the unrestricted/nonbusiness electives requirement of his/her degree track program (two credit hours will be added if MATH 220 is taken).*

## Sample Program of Study: BAPP

*This is a **SAMPLE** guide you may follow. There is some flexibility. Please carefully check notations below and pre requisites if you plan to take courses in a different order.*

<b>1<sup>st</sup> Semester</b>	<b>2<sup>nd</sup> Semester</b>
θ Expository Writing I	o Natural Science Elective w/ lab
θ College Algebra	o Public Speaking IA
θ Social Science Elective	o General Calculus & Linear Algebra
θ Natural Science Elective	o Humanities Elective
θ Humanities Elective	o Social Science Elective
θ Business Orientation	
<b>3<sup>rd</sup> Semester</b>	<b>4<sup>th</sup> Semester</b>
θ Principles of Macroeconomics	θ Principles of Microeconomics
θ Accounting for Business Operations *	θ Acctg. for Investing & Financing *
θ Communications Elective *	θ Social Science Elective
θ Expository Writing II	θ Management Information Systems *
θ CIS 101, 102, & 103	θ Communications Elective *
θ Business and Economic Statistics I	

\*Communication Electives may be completed in a later semester. You may switch them with restricted/unrestricted/nonbusiness electives from your degree track.

\*Accounting Courses may be taken in a later semester if you are not planning to be an Accounting or Finance major and will not delay your graduation date.

\* Management Information Systems Course may be taken in a later semester if you are not planning to be an MIS major and will not delay your graduation date.

- θ Maintain a cumulative gpa of 2.50 or above
- θ By 75 hours, File Application for Degree Track (ADT) in 107 Calvin Hall
- θ Complete General Education Requirements as needed. See pg.

### Program Planning Sheet

<b>1<sup>st</sup> Semester</b>	<b>2<sup>nd</sup> Semester</b>
<b>Title</b>	<b>Title</b>
<b>3<sup>rd</sup> Semester</b>	<b>4<sup>th</sup> Semester</b>
<b>Title</b>	<b>Title</b>



## Requirements for Accounting Majors\*

<u>Course Title</u>			<u>Cr. hrs.</u>	<u>Semester to Take</u>
<b>Core Courses</b>				
θ STAT 351	Bus. & Econ Stats II	<b>Pr.:</b> STAT 350	3	4-5
θ FINAN 450	Intro. to Finance	<b>Pr.:</b> ECON 120, STAT 350, ACCTG 231	3	5-6
θ MANGT 420	Mangt. Concepts	<b>Pr.:</b> Junior standing	3	5-6
θ MANGT 421	Intro. to Op. Mangt.	<b>Pr.:</b> MATH 205, STAT 350	3	5-6
θ MKTG 400	Marketing	<b>Pr.:</b> ECON 110, ECON 120, Jr. stand	3	5-6
o MANGT 595	Bus. Strategy	<b>Pr.:</b> FINAN 450, MANGT 420, MKTG 400, Senior standing	3	7-8
o MANGT 596	Bus., Government, and Society	<b>Pr.:</b> FINAN 450, MANGT 420, MKTG 400	3	7-8
<b>Major Field Requirements</b>				
θ ACCTG 331	Acctg. Processes & Controls (F,S)	<b>Pr.:</b> ACCTG 241	4	5
θ ACCTG 342	Taxation I (F,S)	<b>Pr.:</b> ACCTG 331	3	6
θ ACCTG 432	Managerial Reporting (F,S)	<b>Pr.:</b> ACCTG 331, MANGT 421, Senior standing	3	7
θ ACCTG 433	Financial Reporting (F,S)	<b>Pr.:</b> ACCTG 331, Senior standing	3	7
θ ACCTG 434	Acctg. for Not-For-Profit Entities (F,S)	<b>Pr.:</b> ACCTG 641	2	7-8
θ ACCTG 442	Auditing I (F,S)	<b>Pr.:</b> ACCTG 433	3	8
θ ACCTG 641	Acctg. Theory & History	<b>Pr.:</b> ACCTG 331	3	6
θ ACCTG 642	Acctg. Research	<b>Pr.:</b> ACCTG 342, 433 and 442 (442 maybe done concurrently)	3	8
<b>Restricted Electives</b>			9	1-8
Humanities, Natural Science, Quantitative, or Social Science courses				
θ				
θ				
θ				(If necessary)
	<u>Humanities:</u>	see page 13		
	<u>Natural Sciences:</u>	see page 13		
	<u>Quantitative:</u>	CIS	All courses numbered 300 and above	
		MATH 221	Analytic Geometry and Calculus II	
		MATH 222	Analytic Geometry and Calculus III	
		STAT	All courses numbered 500 and above	
	<u>Social Sciences:</u>	see page 12		

\*See Program Note pg. 18

<b><u>Economic Electives</u></b>		
o 1.	3	5-8
o 2.	3	5-8
<i>Economic electives must be selected from economics course offerings numbered 500 or above in consultation with the student's academic advisor. Economics electives may not overlap with economics courses used as social science, restricted, or unrestricted electives.</i>		
o <b><u>Unrestricted Electives</u></b>	3	1-8
<i>An unrestricted elective may be any course numbered 100 or above offered for credit by a University department.</i>		

### **CPA/CMA Notes**

Students wanting to qualify to sit for the Certified Public Accountant examination in the State of Kansas must complete at least 150 hours of college credit including two courses in legal aspects of business or business law. Students are advised to take ACCTG 494 (Law for Accountants) to satisfy one of the two course requirements.

Students preparing to sit for the Certified Management Accounting examination are advised to elect the following courses: MANGT 520 (Organizational Behavior) and ECON 520 (Intermediate Microeconomics).

The accounting program at Kansas State University is a five-year program culminating in a Master of Accountancy (MAcc) degree. Students may exit the program with a Bachelor of Science in Business Administration after four years, but those who do will not complete the full course of study. For example, course work essential for professional competence (as well as for the CPA exam) not covered at the undergraduate level, include corporate taxation and accounting for business combinations. A MAcc degree has become standard for entry into the profession nationwide. For complete program of study information including MAcc courses, contact the Department of Accounting.

## Sample Program of Study: Accounting\*

*This is a sample guide you may follow. Please check with an advisor if you have questions about taking courses in a different order.*

<b>5<sup>th</sup> Semester</b>	<b>6<sup>th</sup> Semester</b>
0 Marketing	o Intro. to Operations Management
0 Management Concepts	o Restricted Elective
0 Intro. to Finance	o Economics Elective
0 Accounting Processes and Controls (4)	o Accounting Theory and History
0 Business & Economic Statistics II	o Taxation I
<b>7<sup>th</sup> Semester</b>	<b>8<sup>th</sup> Semester</b>
0 Business, Government, and Society	0 Business Strategy
0 Economics Elective	0 Restricted Elective
0 Restricted Elective	0 Unrestricted Elective
0 Managerial Reporting	0 Accounting Research
0 Financial Reporting	0 Auditing I
0 Accounting for Not-For-Profit Entities (2)	

### Program Planning Sheet

<b>5<sup>th</sup> Semester</b>	<b>6<sup>th</sup> Semester</b>
<b>Course Title</b>	<b>Course Title</b>
<b>7<sup>th</sup> Semester</b>	<b>8<sup>th</sup> Semester</b>
<b>Course Title</b>	<b>Course Title</b>

\*See the Accounting Department Head for sample MAcc program of study.

## Requirements for Finance Majors

<u>Course Title</u>			<u>Cr. hrs.</u>	<u>Semester to Take</u>
<b><u>Core Courses</u></b>				
θ STAT 351	Bus. & Econ Stats II	Pr.: STAT 350	3	4-5
θ FINAN 450	Intro. to Finance	Pr.: ECON 120, STAT 350, ACCTG 231	3	4-5
θ MANGT 420	Mangt. Concepts	Pr.: Junior standing	3	5-6
θ MANGT 421	Intro. to Op. Mangt.	Pr.: MATH 205, STAT 350	3	5-6
θ MKTG 400	Marketing	Pr.: ECON 110, ECON 120, Jr. stand	3	5-6
o MANGT 595	Bus. Strategy	Pr.: FINAN 450, MANGT 420, MKTG 400, Senior standing	3	7-8
o MANGT 596	Bus., Government, and Society	Pr.: FINAN 450, MANGT 420, MKTG 400	3	7-8
<b><u>Major Field Requirements</u></b>				
θ ACCTG 331	Acctg. Processes & Controls (F,S)	Pr.: ACCTG 241	4	5-6
θ FINAN 453	Careers in Finan. (F,S)		1	4-5
θ FINAN 470	Financial Analysis & Valuation (F,S)	Pr.: FINAN 450, ACCTG 241	3	5-6
θ FINAN 551	Investments (F,S)	Pr.: FINAN 450 (May be taken concurrently with FINAN 470)	3	5-6
<b><u>Financial Controllership Track</u></b>				
θ FINAN 660	Corporate Finan. (F,S)	Pr.: MATH 205, FINAN 453, FINAN 470, FINAN 551	3	7
θ FINAN 670	Cases in Financial Management (F,S)	Pr.: FINAN 660	4	8
θ ACCTG 432	Managerial Reporting (F,S)	Pr.: MANGT 421, ACCTG 331, Senior standing	3	7
θ ACCTG 433	Finan. Reporting (F,S)	Pr.: ACCTG 331, Senior standing	3	7
θ ACCTG 342	Taxation I (F,S)	Pr.: ACCTG 331	3	7
<b><u>Financial Management Track</u></b>				
θ FINAN 660	Corporate Finan. (F,S)	Pr.: MATH 205, FINAN 453, FINAN 470, FINAN 551	3	7
θ FINAN 670	Cases in Financial Management (F,S)	Pr.: FINAN 660	4	8
Select 6 hours from:				
θ FINAN 561	Finan. Emerging Bus. (S)	Pr.: FINAN 470	3	7-8
θ FINAN 562	Short-Term Financial Mangt. (F)	Pr.: FINAN 470, FINAN 551	3	7-8
θ FINAN 643	International Financial Mangt. (F)	Pr.: FINAN 450	3	7-8
θ FINAN 653	Security & Portfolio Ananalysis (F,S)	Pr.: FINAN 470, FINAN 551	3	7-8

0	FINAN 654	Derivative Secur. & Markets (S)	<b>Pr.:</b> FINAN 551	3	7-8
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<u>Accounting Elective</u>		(Select one course from the following)			
0	ACCTG 432	Managerial Reporting (F,S)	Pr.: ACCTG 331, MANGT 421, Senior standing	3	7
0	ACCTG 433	Finan. Reporting (F,S)	Pr.: ACCTG 331, Senior standing	3	7
<b>Financial Services Track</b>					
0	FINAN 661	Professional Finan. Planning (F,S)	Pr.: FINAN 453, FINAN 551	3	7
0	FINAN 671	Cases in Finan. Services (F,S)	Pr.: FINAN 661	4	8
0	ACCTG 433	Finan. Report (F,S)	Pr.: ACCTG 331, Senior standing	3	7
Select 6 hours from:					
0	FINAN 460	Insurance (F)	Pr.: ECON 110	3	5-8
0	FINAN 531	Commercial Bank (S)	Pr.: FINAN 450	3	7-8
0	FINAN 552	Real Estate (S)	Pr.: Junior standing	3	5-8
0	FINAN 561	Finan. Emerging Bus. (S)	Pr.: FINAN 470	3	7-8
0	FINAN 653	Security & Portfolio Analysis (F,S)	Pr.: FINAN 470, FINAN 551	3	7-8
<b>Economics</b>					
0	ECON 510	Intermed. Macroecon.	Pr.: ECON 110, ECON 120	3	5-8
<b>OR</b>					
0	ECON 520	Intermed. Microecon.	Pr.: ECON 110, ECON 120	3	5-8
0	Economics Elective			3	5-8
<i>Economics electives must be selected from economics course offering numbered 500 or above in consultation with the student's academic advisor. Economics electives may not overlap with economics courses used as social science, restricted, or unrestricted electives.</i>					
<b>Nonbusiness Electives</b>				9	1-8
0	1.				
0	2.				
0	3.				
0	4.				<i>If necessary</i>
<i>A nonbusiness elective can be any course numbered 100 or above offered for credit by any University department other than ACCTG, FINAN, GENBA, MANGT, or MKTG.</i>					

## Sample Program of Study: Finance

*This is a sample guide you may follow. Please check prerequisites carefully if you plan to take courses in a different order.*

<u>5<sup>th</sup> Semester</u>	<u>6<sup>th</sup> Semester</u>
0 Marketing	o Intro. to Operations Management
0 Careers in Finance (1)	o Nonbusiness Elective
0 Intro. to Finance	o Economics Elective
0 Accounting Processes and Controls	o Investments
0 Management Concepts	o Financial Analysis & Valuation
0 Business & Economic Statistics II	
<u>7<sup>th</sup> Semester</u>	<u>8<sup>th</sup> Semester</u>
0 Business, Government, and Society	0 Business Strategy
0 Accounting Course	0 Major Field Elective
0 Intermediate Macro/Micro economics	0 Nonbusiness Elective
0 Major Field Elective	0 Nonbusiness Elective
0 Corporate Finance	0 Cases in Financial Management (4)
<b>OR</b>	<b>OR</b>
0 Professional Financial Planning	0 Cases in Financial Services (4)

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### Program Planning Sheet

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<u>5<sup>th</sup> Semester</u>	<u>6<sup>th</sup> Semester</u>
Course Title	Course Title
<u>7<sup>th</sup> Semester</u>	<u>8<sup>th</sup> Semester</u>
Course Title	Course Title

## Requirements for Management Majors

<u>Course Title</u>			<u>Cr. hrs.</u>	<u>Semester to Take</u>
<b><u>Core Courses</u></b>				
θ STAT 351	Bus. & Econ Stats II	<b>Pr.:</b> STAT 350	3	4-5
θ FINAN 450	Intro. to Finance	<b>Pr.:</b> ECON 120, STAT 350, ACCTG 231	3	5-6
θ MANGT 420	Mangt. Concepts	<b>Pr.:</b> Junior standing	3	5-6
θ MANGT 421	Intro. to Op. Mangt.	<b>Pr.:</b> MATH 205, STAT 350	3	5-6
θ MKTG 400	Marketing	<b>Pr.:</b> ECON 110, ECON 120, Jr. stand	3	5-6
o MANGT 595	Bus. Strategy	<b>Pr.:</b> FINAN 450, MANGT 420, MKTG 400, Senior standing	3	7-8
o MANGT 596	Bus., Government, and Society	<b>Pr.:</b> FINAN 450, MANGT 420, MKTG 400	3	7-8
<b><u>Restricted Electives</u></b>				
Humanities, Natural Science, Quantitative, or Social Science courses				
				<i>(If necessary)</i>
	<u>Humanities</u>	<i>see page 13</i>		
	<u>Natural Science</u>	<i>see page 13</i>		
	<u>Quantitative</u>	*CIS	All courses numbered 300 and above	
		**MIS majors are encouraged to take CIS 300 & 362		
		MATH 221	Analytic Geometry and Calculus II	
		MATH 222	Analytic Geometry and Calculus III	
		STAT	All courses numbered 500 and above	
	<u>Social Sciences</u>	<i>see page 12</i>		
<b><u>Major Field Requirements</u></b>				
o MANGT 520	Organizational Behavior (F,S)	<b>Pr.:</b> MANGT 420	3	6-8
o MANGT 521	Quantitative Mangt. (F,S)	<b>Pr.:</b> MANGT 420, MATH 205, STAT 350	3	6-8
<b><u>General Management Emphasis/Entrepreneurship Emphasis</u></b>				
<u>Required:</u>				
MANGT 531	Person. & HR Mangt (F,S)	MANGT 420	3	5-7

<b>Major Field Emphasis (12 Hours)</b>				
-Select 3 credit hours from the course listed in the Human Resource Management (HRM) emphasis.				
-Select 3 credit hours from the courses listed in the Operations Management (OM) emphasis.				
-Select 3-6 credit hours from the courses listed in the HRM, OM, & Management Information Systems (MIS) courses or				
-Select 3 credit hours from the courses listed below				
* A total of 9 of the above credits must be Management courses.				
ACCTG 331	Acctg. Processes & Controls (F,S)	Pr.: ACCTG 241	4	5-8
FINAN 470	Finan. Analysis & Valuation (F,S)	Pr.: FINAN 450, ACCTG 241	3	6-8
MANGT 440	Entrepreneurship (Suff. Demand)	Pr.: FINAN 450, MANGT 420, MKTG 400	3	6-8
MKTG 442	Personal Selling (F,S)	Pr.: MKTG 400	3	6-8
MKTG 450	Consumer Behavior	Pr.: MKTG 400, Junior standing	3	6-8
MKTG 543	Integrated Mktg. Comm. (F,S)	Pr.: MKTG 450	3	7-8
MKTG 642	Mktg. Research (F,S)	Pr.: STAT 351, MKTG 450, CIS 101, 102 & 103	3	7-8
-Entrepreneurship Students: General management emphasis student interested in owning or managing a small business should take the following courses as their major field emphasis classes: (1) MANGT 440, (2) MANGT 540, (3) MANGT 652 or MANGT 653 or MANGT 535, (4) MKTG 442 or MKTG 543				
<b>Major Field Emphasis</b>			15	5-8
Fifteen total credit hrs. Select 12 credit hours from one of the four emphasis areas.				
0	1. Personnel & Human Resource Management (3)			
0	2.			
0	3.			
0	4.			
0	5.			
<b>Human Resource Management Emphasis</b>				
<u>Required:</u>				
MANGT 531	Personnel & HR Mangt. (F,S)	Pr.: MANGT 420	3	5-7
MANGT 535	Personnel Law (F,S)	Pr.: MANGT 531	3	5-8
<b>Major Field Emphasis</b>				
<u>Select nine credit hours from:</u>				
MANGT 530	Industrial & Labor Rel. (F)	Pr.: Junior standing	3	5-8
MANGT 537	Industrial Conflict Resolution (F) in odd years		3	6-8
MANGT 540	Sm. Bus. Consulting on sufficient demand	Pr.: Junior standing or Permission	3	6-8
MANGT 550	Organizational Train. & Develop. (S)	Pr.: MANGT 520, MANGT 531	3	6-8
MANGT 623	Compensation Mangt. (S)	Pr.: MANGT531	3	6-8

MANGT 630	Labor Rel. Law (S)	<b>Pr.:</b> Junior standing	3	5-8
MANGT 631	Collective Bargaining (Suff. Demand)	<b>Pr.:</b> MANGT 530, OR ECON 120 and MANGT 630	3	6-8
MANGT 633	Adv. Person. Mangt. (F, Suff Demand)	<b>Pr.:</b> MANGT 531	3	6-8
MANGT 690	International Mangt. (Suff. Demand)	<b>Pr.:</b> FINAN 450, MANGT 420, MKTG 400	3	6-8
<b>OR</b>				
MANGT 390	Business Law (F,S)	<b>Pr.:</b> Junior standing	3	5-8
<b>Major Field Emphasis</b>			15	5-8
Fifteen total credit hrs. Select 9 credit hours from emphasis areas.				
0	1. Personnel & Human Resource Management (3)			
0	2. Personnel Law (3)			
0	3.			
0	4.			
0	5.			
<b>Operations Management Emphasis</b>				
<u>Required:</u>				
MANGT 531	Personnel & HR Mangt. (F,S)	<b>Pr.:</b> MANGT 420	3	6-7
<b>Major Field Emphasis</b>				
<u>Select twelve credit hours from:</u>				
MANGT 522	Oper. Plan & Cont. (S)	<b>Pr.:</b> MANGT 421	3	6-8
MANGT 641	Mangt. of Quality (F)	<b>Pr.:</b> MANGT 421	3	5-8
MANGT 652	Appl. of Theory of Constraint (S or even yr)	<b>Pr.:</b> MANGT420 and MANGT 421 or MANGT 521	3	6-8
MANGT 653	Bus. Project Mangt. (F of odd yr)	<b>Pr.:</b> MANGT 421	3	5-8
MANGT 661	Logistics & Serv. Oper. Mangt. (S of odd yr)	<b>Pr.:</b> MANGT421	3	5-8
<i>Students wanting the operations management emphasis should take MANGT 421 no later than their sixth semester.</i>				
<b>Major Field Emphasis</b>			15	5-8
Fifteen total credit hrs. Select 12 credit hours from emphasis areas.				
0	1. Personnel & Human Resource Management (3)			
0	2.			
0	3.			
0	4.			
0	5.			

<b>Economics</b>						
o	ECON 520	Intermed. Microecon.	<b>Pr.:</b> ECON 110, ECON 120	3	5-8	
<b>OR</b>						
o	ECON 540	Managerial Econ.	<b>Pr.:</b> ECON 120, STAT 350, MATH 205	3	5-8	
o	Economics Elective			3	5-8	
<i>Economics electives must be selected from economics course offerings numbered 500 and above. Economics electives may not overlap with economics courses used as social science, restricted, or unrestricted electives. Human resource management majors are encouraged to take ECON 523 Human Resource Economics or ECON 620 Labor Economics.</i>						
<b>Unrestricted Electives</b>					9	1-8
o						
o						
o						
o						

## Sample Program of Study: Management

*This is a sample guide you may follow. Please check pre requisites carefully if you plan to take courses in a different order.*

<u>5<sup>th</sup> Semester</u>	<u>6<sup>th</sup> Semester</u>
θ Management Concepts	o Organizational Behavior
θ Marketing	o Quantitative Management
θ Intro. to Finance	o Personal & Human Resource Management
θ Business & Economic Statistics II	o Intro. to Operations Management
θ Intermediate Micro or Managerial Economics	o Restricted Elective
θ Restricted Elective	
<u>7<sup>th</sup> Semester</u>	<u>8<sup>th</sup> Semester</u>
θ Business, Government, and Society	θ Business Strategy
θ Major Field Emphasis course	θ Major Field Emphasis course
o Major Field Emphasis course	θ Major Field Emphasis course
θ Economics Elective	θ Unrestricted Elective
θ Unrestricted Elective	θ Unrestricted Elective

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### Program Planning Sheet

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<u>5<sup>th</sup> Semester</u>	<u>6<sup>th</sup> Semester</u>
Course Title	Course Title
<u>7<sup>th</sup> Semester</u>	<u>8<sup>th</sup> Semester</u>
Course Title	Course Title

## Requirements for Management Information Systems Major

Management Information Systems majors are required to complete the BAPP, Core, Restricted Electives and Unrestricted elective courses required of other Management majors. Their Major Field requirements and Economic requirement are presented below.				
<b>Required:</b>				
MANGT 367	Information System Fundamentals (F,S)	<b>Pr.:</b> MANGT 366 (may be taken concurrently)	3	4-6
MANGT 656	Systems Analysis (F, S, U)	<b>Pr.:</b> MANGT 366 or MANGT 367	3	5-8
MANGT 666	Appl. of Data Models in Bus. (F,U)	<b>Pr.:</b> MANGT 367	3	5-8
MANGT 670	Systems Design (S)	<b>Pr.:</b> MANGT 656, MANGT 666	3	6-8
MANGT 676	Mangt. of Local Area Networks (F,S)	<b>Pr.:</b> MANGT 367	3	5-8
MANGT 686	Data Admin. (F)	<b>Pr.:</b> MANGT 656, MANGT 666	3	6-8
<b>Economics</b>				
o ECON 520	Intermed. Microecon.	<b>Pr.:</b> ECON 110, ECON 120	3	5-8
<b>OR</b>				
o ECON 540	Managerial Econ.	<b>Pr.:</b> ECON 120, STAT 350, MATH 205	3	5-8
<b>Unrestricted Electives</b>			9	1-8
o				
o				
o				
o				<i>(If necessary)</i>
<i>An unrestricted elective may be any course numbered 100 or above offered for credit by a University department.</i>				
(MIS emphasis students are encouraged to take CIS 200 Fund. Comp. Prog., CIS 300 Algorithm/Data Strct., and MANGT 653 Bus. Project Mangt. as their unrestricted electives.)				

## Sample Program of Study: Management Information Systems

*This is a sample guide you may follow. Please check prerequisites carefully if you wish to take courses in a different order.*

**\* MANGT 367 Information Systems Fundamentals should be taken in your 4th Semester (Second Semester of Your Sophomore Year)**

<u>5<sup>th</sup> Semester</u>	<u>6<sup>th</sup> Semester</u>
θ Management Concepts	o Unrestricted Elective
θ Marketing	o Management of Local Area Networks
θ Application of Data Models in Business	o Intro. to Operations Management
θ Systems Analysis	o Introduction to Finance
θ Business & Economic Statistics II	o Restricted Elective
θ Unrestricted Elective	
<u>7<sup>th</sup> Semester</u>	<u>8<sup>th</sup> Semester</u>
θ Data Administration	θ Business Strategy
θ Organizational Behavior	θ Quantitative Management
o Intermediate Micro or Managerial Economics	θ Restricted Elective
θ Business, Government, and Society	θ System Design
θ Unrestricted Elective	

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### Program Planning Sheet

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<u>5<sup>th</sup> Semester</u>	<u>6<sup>th</sup> Semester</u>
Course Title	Course Title
<u>7<sup>th</sup> Semester</u>	<u>8<sup>th</sup> Semester</u>
Course Title	Course Title

## Secondary Major in Industrial & Labor Relations

The secondary major in industrial and labor relations is a 25-hour interdisciplinary program of study, offered jointly by the Department of Management in the College of Business Administration and the Departments of Economics, Psychology, Sociology, Anthropology, and Social Work in the College of Arts and Sciences. **Eighteen of the hours must be taken outside the student's primary major area.** MANGT/ECON/PSYCH 330 and four additional courses are required as shown in Group I below. In addition, two elective courses must be chosen from each of Groups II and III below.

<u>Course Title</u>			<u>Cr. hrs.</u>	<u>Semester to Take</u>
<b>I. Required Courses</b>				5-8
θ MANGT/ECON/PSYCH 330	Introductory Seminar		1	
θ ECON 523	Human Resource Econ. (S)	<b>Pr.:</b> ECON 120, <i>or instructor consent</i>	3	
θ MANGT 530	Indust. & Labor Rel. (F)	<b>Pr.:</b> <i>Junior standing</i>	3	
θ MANGT 630	Labor Rel. Law (S)	<b>Pr.:</b> <i>Junior standing</i>	3	
θ PSYCH 560	Indust. Psych. (F,U)	<b>Pr.:</b> PSYCH 110	3	
<b>II. Restricted Electives</b> (select two courses)				5-8
θ ECON 540	Managerial Econ (F,S, some U)	<b>Pr.:</b> ECON 120, MATH 205, intro-level STAT course	3	
θ MANGT 535	Personnel Law (F,S)	<b>Pr.:</b> MANGT 531	3	
θ MANGT 537	Indust. Conflict Resolution (F) - odd years	<b>Pr.:</b> MANGT 530	3	
θ PSYCH 564	Psych. of Organ. (S)	<b>Pr.:</b> PSYCH 110	3	
θ SOCIO 546	Bureaucracy in Modern Societies (F)	<b>Pr.:</b> SOCIO 211	3	
<b>III. Group Electives</b> (Select two courses total from two different groups)				5-8
<b>Group A</b>				
θ MANGT 531	Personnel & Human Resource Mangt. (F,S)	<b>Pr.:</b> MANGT 420	3	
θ MANGT 639	Adv. Labor Rel. (suff. demand)	<b>Pr.:</b> MANGT 631 or ECON 620	3	
<b>Group B</b>				
θ ECON 507	The Japanese Econ (S)	<b>Pr.:</b> ECON 110	3	
θ ECON 620	Labor Econ(F,some U)	<b>Pr.:</b> ECON 120, <i>or instructor consent</i>	3	
θ ECON 627	Contemp. Labor Problems (some S)	<b>Pr.:</b> ECON 620, <i>or instructor consent</i>	3	
θ ECON 630	Intro. to Econometrics (F)	<b>Pr.:</b> ECON 120, MATH 205 or 220, STAT 351, 511, or 705	3	



<b>Group C</b>				
0	PSYCH 563	Gender Issues in the Workplace (F)	<b>Pr.:</b> PSYCH 110	3
0	PSYCH 559	Psych. Testing (S)	<b>Pr.:</b> PSYCH 110	3
<b>Group D</b>				
0	POLSC 616	Discrimination & the Law	<b>Pr.:</b> <i>One course in POLSC, US History, or legal or political philo.</i>	3
0	SOCIO 450	Intro. to Social Interaction (F)	<b>Pr.:</b> SOCIO 211	3
0	SOCIO 647	Sociology of Work (S)	<b>Pr.:</b> SOCIO 211	3
0	SOCIO 570	Race & Ethnic Rel. in the USA (F,S)	<b>Pr.:</b> SOCIO 211	3

## Requirements for Marketing Majors

<u>Course Title</u>			<u>Cr. hrs.</u>	<u>Semester to Take</u>
<b><u>Core Courses</u></b>				
θ STAT 351	Bus. & Econ Stats II	Pr.: STAT 350	3	4-5
θ FINAN 450	Intro. to Finance	Pr.: ECON 120, STAT 350, ACCTG 231	3	5-6
θ MANGT 420	Mangt. Concepts	Pr.: Junior standing	3	5-6
θ MANGT 421	Intro. to Op. Mangt.	Pr.: MATH 205, STAT 350	3	5-6
θ MKTG 400	Marketing	Pr.: ECON 110, ECON 120, Jr. stand	3	5-6
o MANGT 595	Bus. Strategy	Pr.: FINAN 450, MANGT 420, MKTG 400, Senior standing	3	7-8
o MANGT 596	Bus., Government, and Society	Pr.: FINAN 450, MANGT 420, MKTG 400	3	7-8
<b><u>Major Field Requirements</u></b>				
θ MKTG 450	Consumer Behav.	Pr.: MKTG 400	3	6-7
θ MKTG 544	International Mktg	Pr.: MKTG 400	3	6-8
θ MKTG 642	Mktg Research (F,S)	Pr.: STAT 351, MKTG 450, CIS 101,102,103	3	7-8
θ MKTG 690	Mktg Management	Pr.: MKTG 642 <i>or concurrent enroll</i>	3	7-8
<b><u>Major Field Electives</u> (Select three courses)</b>			9	6-8
θ MKTG 442	Personal Selling (F,S)	Pr.: MKTG 400	3	6-8
θ MKTG 541	Retailing (F,S)	Pr.: MKTG 450	3	7-8
θ MKTG 542	Sales Mangt. (S)	Pr.: MKTG 400	3	6-8
θ MKTG 543	Integrated Mktg Comm. (F,S)	Pr.: MKTG 450	3	7-8
θ MKTG 545	Mktg Channels (F)	Pr.: MKTG 400	3	6-8
θ MKTG 546	Services Mktg (F,S)	Pr.: MKTG 400	3	6-8
θ MKTG 547	International Bus. upon suff. demand	Pr.: ACCTG 241, FINAN 450, MANTG 420, MKTG 400	3	6-8
θ MKTG 548	Sports Marketing (U), upon suff. demand	Pr.: MKTG 400	3	6-8
θ MGTG 549	Electronic Marking (U), upon suff. demand	Pr.: MKTG 400	3	6-8
θ MKTG 550	Bus. Mktg (F)	Pr.: MKTG 400	3	6-8
<b><u>Restricted Electives</u></b>			9	1-8
Humanities, Natural Science, Quantitative, or Social Science courses				
θ				
θ				
θ				
θ				<i>(If necessary)</i>
	<u>Humanities:</u>	<i>see page 13</i>		
	<u>Natural Sciences:</u>	<i>see page 13</i>		
	<u>Quantitative:</u>	*CIS	All courses numbered 300 and above	

		<i>**MIS majors are encouraged to take CIS 300 &amp; 362</i>	
		MATH 221	Analytic Geometry and Calculus II
		MATH 222	Analytic Geometry and Calculus III
		STAT	All courses numbered 500 and above
	<u>Social Sciences:</u>	<i>see page 12</i>	
<b><u>Economic Electives</u></b>			6      5-8
o			
o			
One course <u>must</u> be selected from the following five courses:			
	ECON 507	The Japanese Economy	
	ECON 510	Intermediate Macroeconomics	
	ECON 520	Intermediate Microeconomics	
	ECON 523	Human Resource Economics	
	ECON 530	Money & Banking	
	ECON 540	Managerial Economics	
	ECON 681	International Economics	
The second course may be selected from the first five or from the following:			
	ECON 555	Urban & Regional Economics	
	EOCN 631	Principles of Transportation	
	ECON 633	Public Finance	
	ECON 682	Economics of Underdeveloped Countries	
<i>Economics electives may not overlap with economics courses used as social science, restricted, or unrestricted electives.</i>			
<b><u>Unrestricted Electives</u></b>			6      1-8
o			
o			
o			<i>(If necessary)</i>
<i>An unrestricted elective may be any course numbered 100 or above offered for credit by a University department.</i>			

## Sample Program of Study: Marketing

*This is a sample guide you may follow. Please check pre requisites carefully if you plan to take courses in a different order.*

<u>5<sup>th</sup> Semester</u>	<u>6<sup>th</sup> Semester</u>
0 Marketing	o Intro. to Operations Management
0 Management Concepts	o Consumer Behavior
0 Introduction to Finance	o International Marketing
0 Business & Economic Statistics II	o Major Field Elective
0 Economics Elective	o Unrestricted Elective
0 Restricted Elective	
<u>7<sup>th</sup> Semester</u>	<u>8<sup>th</sup> Semester</u>
0 Business, Government, and Society	0 Business Strategy
0 Marketing Research	0 Marketing Management
o Major Field Elective	0 Restricted Elective
0 Economics Elective	0 Unrestricted Elective
0 Restricted Elective	

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### **Program Planning Sheet**

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<u>5<sup>th</sup> Semester</u>	<u>6<sup>th</sup> Semester</u>
Course Title	Course Title
<u>7<sup>th</sup> Semester</u>	<u>8<sup>th</sup> Semester</u>
Course Title	Course Title

## Requirements for Agribusiness Option in Marketing

o BAPP

*Complete the BAPP with the following Natural Science Electives - 8 cr. hrs.:  
BIOL 198 Principles of Biology (4), CHM 110 General Chemistry (3) and  
CHM 111 Gen. Chemistry Lab (1).*

<u>Course Title</u>			<u>Cr. hrs.</u>	<u>Semester to Take</u>
<b>Core Courses</b>				
θ STAT 351	Bus. & Econ Stats II	<b>Pr.:</b> STAT 350	3	4-5
θ FINAN 450	Intro. to Finance	<b>Pr.:</b> ECON 120, STAT 350, ACCTG 231	3	5-6
θ MANGT 420	Mangt. Concepts	<b>Pr.:</b> Junior standing	3	5-6
θ MANGT 421	Intro. to Op. Mangt.	<b>Pr.:</b> MATH 205, STAT 350	3	5-6
θ MKTG 400	Marketing	<b>Pr.:</b> ECON 110, ECON 120, Jr. stand	3	5-6
o MANGT 595	Bus. Strategy	<b>Pr.:</b> FINAN 450, MANGT 420, MKTG 400, Senior standing	3	7-8
o MANGT 596	Bus., Government, and Society	<b>Pr.:</b> FINAN 450, MANGT 420, MKTG 400	3	7-8
θ MKTG 450	Consumer Behav.	<b>Pr.:</b> MKTG 400	3	6-7
θ MKTG 544	International Mktg	<b>Pr.:</b> MKTG 400	3	6-7
θ MKTG 642	Mktg Research (F,S)	<b>Pr.:</b> STAT 351, MKTG 450, CIS 101,102,103	3	7-8
θ MKTG 690	Mktg Management	<b>Pr.:</b> MKTG 642 <i>or concurrent enroll</i>	3	7-8
θ AGECE 318	Food & Agbus. Mangt.	<b>Pr.:</b> AGECE 120 or ECON 120	3	5-8
θ AGECE 500	Production Econ	<b>Pr.:</b> AGECE 120 or ECON 120, MATH 205	3	5-8
θ AGECE 505	Agricultural Market Structures	<b>Pr.:</b> AGECE 110 or ECON 110, AGECE 500	3	6-8
<b>Economic Electives</b>				
o 1.			3	5-8
Select one course from the following list:				
	ECON 510	Intermediate Macroeconomics		
	ECON 530	Money & Banking		
	ECON 555	Urban & Regional Economics		
	EOCN 631	Principles of Transportation		
	ECON 633	Public Finance		
	ECON 681	International Economics		

<b>Agribusiness Option Elective</b>				16	1-8
<u>Agribusiness Courses</u>				6	
o 1.					
o 2.					
o 3.					
o 4.				<i>(If necessary)</i>	
Select six credit hours from the following list of courses:					
	AGEC 410	Agricultural Policy (3) (F)	AGEC 515	Food & Agribusiness Marketing (3) (F,S)	
	AGEC 416	Ag. Law & Economics (3) (F,S)	AGEC 525	Nat. Res. & Environ. Econ. (3) (F)	
	AGEC417	Rural Banking	AGEC 598	Farm Management Strategies (3) (F)	
	AGEC 420	Commodity Futures Markets (3) (F,S)	AGEC 605	Price Anal. & Forecast (3) (S)	
	AGEC 421	Livestock & Meat Marketing (2)	AGEC 610	Ag. Nat. Res. Policy (3) (S)	
<b>OR</b>	AGEC 422	Grain Marketing (2)			
	AGEC 513	Agricultural Finance (3) (F,S)	AGEC 623	Intl. Ag. Trade (3) (F)	
<u>Agricultural Sciences and/or Product Technology</u>					
o 1.					6-8
o 2.					
o 3.				<i>(If necessary)</i>	
Select 6-8 credit hours from the following list of courses:					
	AGRON 220	Crop Science (4) (F,S)	ASI 361	Conv. Fd Anm to Carc. (2)	
<b>OR</b>	HORT 201	Intro. Hort Science (4) (F,S)	ASI 405	Fund. of Milk Proc. (3) (F)	
	AGRON 305	Soils (4) (F,S)	ASI 430	Food Products Eval (3) (S)	
	AGRON 340	Grain Grading (2) (F)	ASI 694	Food Plant Management (3) (F)	
	AGRON 501	Range Management (3) (F)	ENTOM 300	Econ. Entomology (3) (S)	
	ASI 102	Prin. of Animal Science (3) (F,S)	ENTOM 305	Livestock Entomology (2) (F)	
<b>AND</b>	ASI 106	Dairy/Poultry Science (1) (F,S)	FN 132	Basic Nutrition (3) (F,S)	
<b>OR</b>	ASI 105	Animal Science & Indus. Lab (1) (F,S)	FN 301	Food Trends, Leg, Reg. (3) (S)	
	ASI 320	Prin. of Feeding (3) (F,S)	FOR 285	Intro. to Forestry (3) (S)	
	ASI 302	Intro. to Food Science (3) (F,S)	GENAG 500	Food Science Seminar (1)	
	ASI 305	Fund. of Food Proc. (3) (F,S)	GRSC 100	Prin. of Milling (3) (F,S)	
	ASI 350	Meat Science (3) (F,S)	PLPTH 500	Prin. of Plant Path (3) (S)	
<u>Agribusiness Option Unrestricted Electives (two-four credit hours to total 126 hours)</u>					
o 1.					
o 2.				<i>(If necessary)</i>	
<i>Select additional courses from Agribusiness Option Electives and Agricultural Sciences and/or Product Technology or Unrestricted Electives to total 126 credit hours.</i>					