

COLLEGE of BUSINESS and MANAGEMENT

2013 - 201

COLLEGE OF BUSINESS AND MANAGEMENT PROGRAMS

UNDERGRADUATE MAJORS

Accounting Finance General Business Administration Management Marketing

UNDERGRADUATE MINORS

Accounting Finance International Business Management Marketing

THE PROGRAM ADVISEMENT OFFICE

P-Advise@neiu.edu

<http://www.neiu.edu/~bschool.htm>

UNIVERSITY CENTER OF LAKE COUNTY

STUDENT ORGANIZATIONS AND ACTIVITIES

Would you like to further your professional and career knowledge in the field of business?

Participate in student clubs!

Business clubs offer opportunities to meet your professional counterparts, company representatives, and the community. The clubs bring many distinguished speakers to campus and sponsor special topics of interest to students.

Student Organizations within the College of Business and Management

The Business and Management Club



The Marketing Club

The Financial Management Association

Accounting Associates

APICS (American Production and Inventory Control Society)

SCHOLARSHIPS

GENERAL EDUCATION COURSES

FOUNDATION COURSES

OR

PRE-MAJOR TRANSITION SEMESTER

Guidelines for using this privilege: I

MAJOR/MI NOR REQUI RED COURSES

BUSI NESS ELECTI VES

COURSE PREREQUI SIT ES

TRANSFER AND RETURNING STUDENTS

Transfer Credits from Other Institutions

APPLYING COURSES FROM OTHER INSTITUTIONS

AGING OF COURSE WORK

COMPLETION OF MULTIPLE PROGRAMS

DUPLICATION OF COURSE CREDIT

ADDITIONAL POLICIES

Governing Standards

Academic Catalog

Class Attendance/Course Withdrawals

Enrolling in Multiple Institutions

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DEPARTMENT OF ACCOUNTING, BUSINESS LAW, AND FINANCE

Accounting

ACCOUNTING MAJOR

FOUNDATION COURSES	:	
CORE COURSES:		36 cr
REQUIRED MAJOR COURSES:		24 cr

TWO ELECTIVES FROM THE FOLLOWING:		6 cr
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TOTAL CREDIT HOURS FOR ACCOUNTING MAJOR		66 cr
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**Note: BLAW 380 and BLAW 381 are revised courses, formally BLAW 280 and BLAW 281 respectively*

MINOR IN ACCOUNTING

FOUNDATION COURSES	:	
REQUIRED COURSES:		15 cr

TWO COURSES FROM THE FOLLOWING:		6 cr
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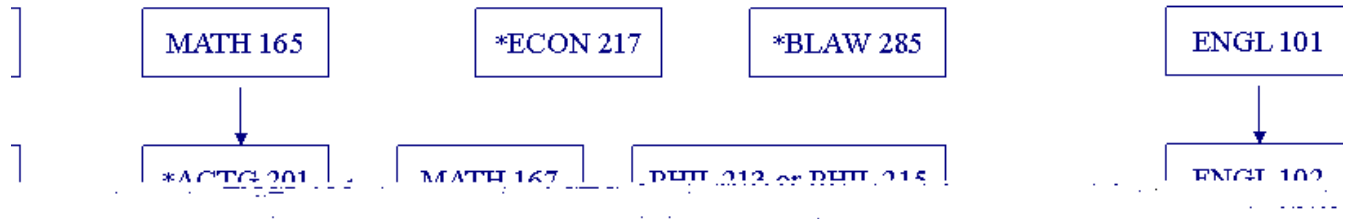
TOTAL CREDIT HOURS FOR ACCOUNTING MINOR		21 cr
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Recommended Professional Courses for Certification as a CPA, CMA, and CIA:

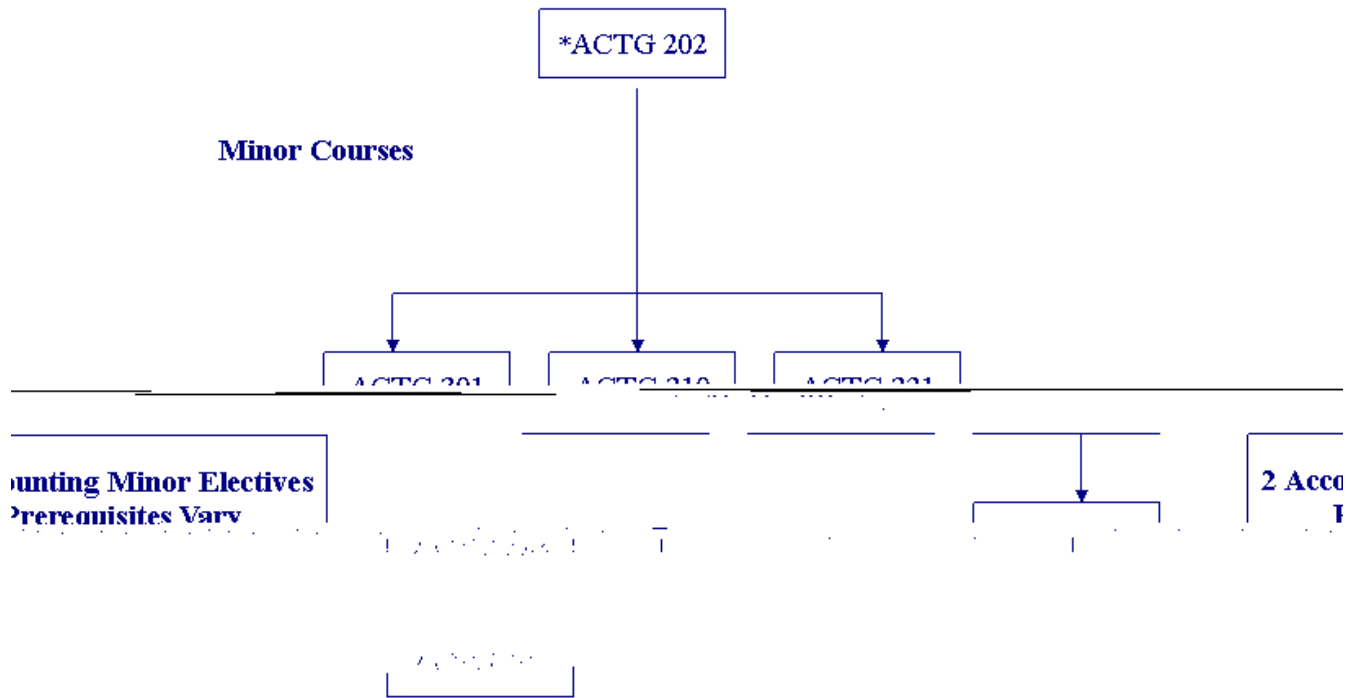
The program components leading to a minor in Accounting are:

Foundation Courses

*See Class Schedule



Minor Courses



Accounting Minor Electives

- 306
- ACTG 311
- ACTG 312
- ACTG 324
- ACTG 325
- ACTG 336

FINANCE MAJOR

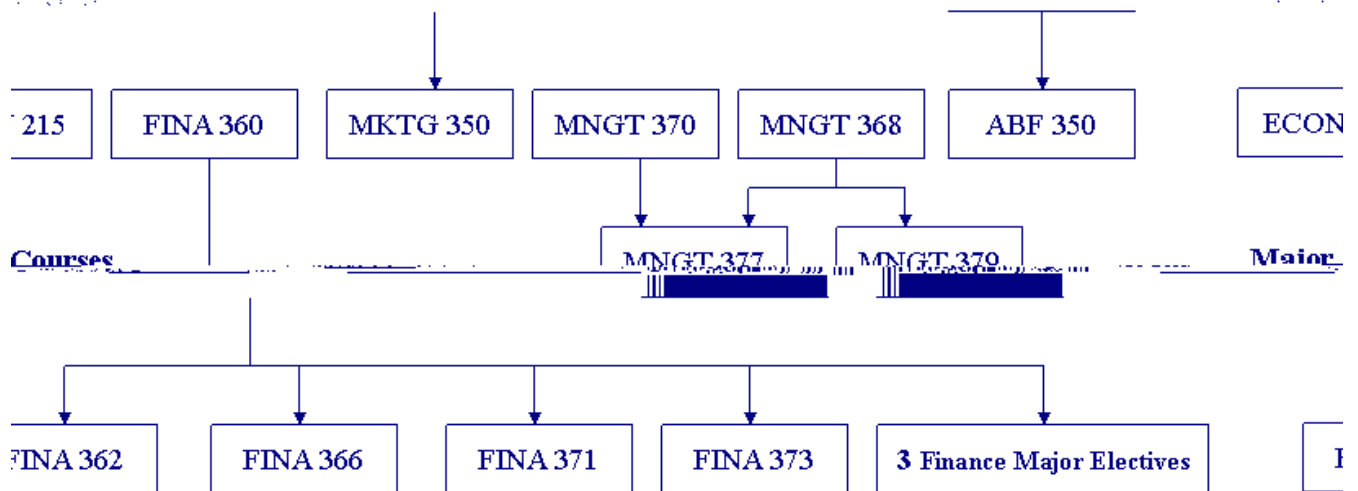
FOUNDATION COURSES	:	
CORE COURSES:		36 cr
REQUIRED MAJOR COURSES:		15 cr

Foundation Courses

*also Core Courses



Business Administration Major - Finance Concentration



stone Course

Cap

MNGT 393
 Final semester, all University Requirements and all business Core Courses complete,
 achieve Major AND Cumulative GPAs of 2.50 or higher

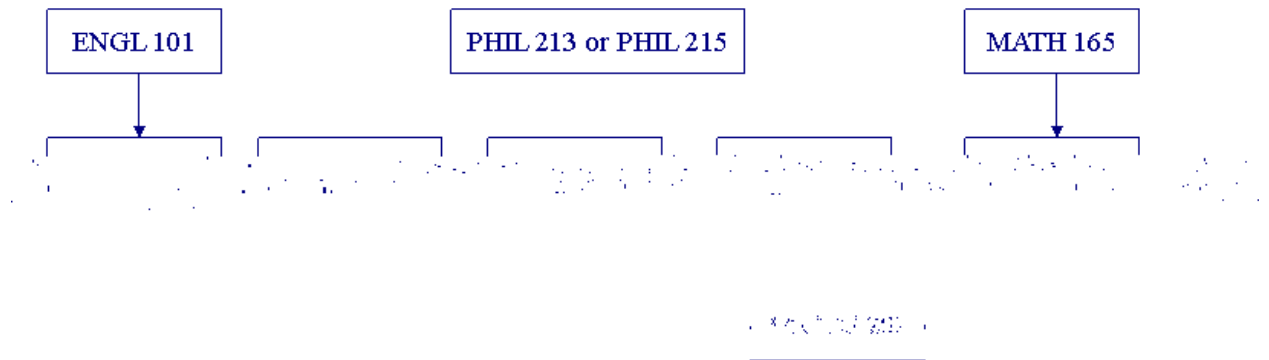
Finance Major Electives

- FINA 363
- FINA 364
- FINA 365
- FINA 367
- FINA 369
- FINA 370
- FINA 374
- FINA 377
- FINA 378

The program components leading to a minor in Finance are:

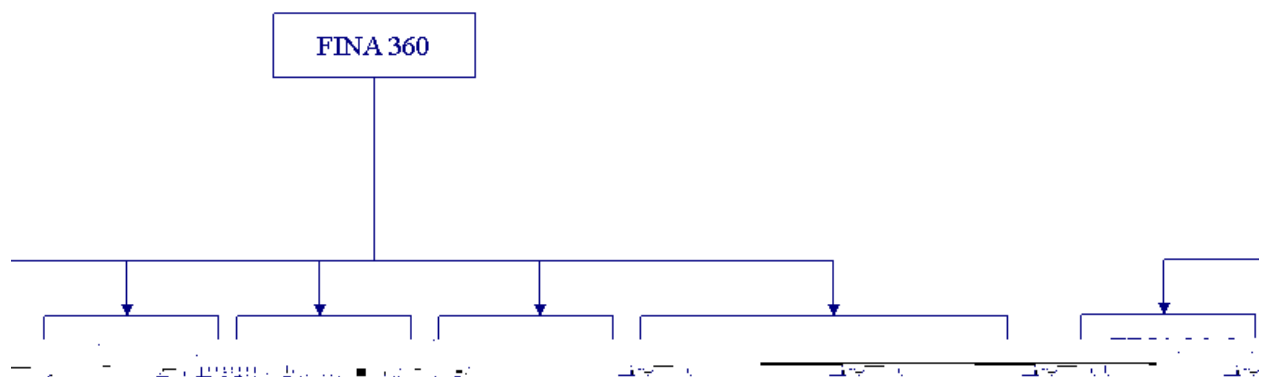
Foundation Courses

*also Core Courses



ES

Minor Course



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Finance Minor Ele

- FINA 369
- FINA 376
- FINA 377
- FINA 378
- FINA 370
- FINA 371
- FINA 364
- FINA 372
- FINA 367
- FINA 374
- FINA 368
- FINA 373

MANAGEMENT MAJOR

FOUNDATION COURSES	:	
CORE COURSES:		36 cr
REQUIRED MAJOR COURSES:		12 cr

FOUR ELECTIVES FROM THE FOLLOWING: 12 cr

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- *
- *
- *

TOTAL CREDIT HOURS FOR MANAGEMENT MAJOR 60 cr

**Up to two non-Management courses, as indicated by the asterisk (*) above, may be applied as electives towards the Major in Management for the Bachelor of Science Degree.*

MINOR IN MANAGEMENT

The program components leading to a Bachelor of Science Degree with a major in Management are:

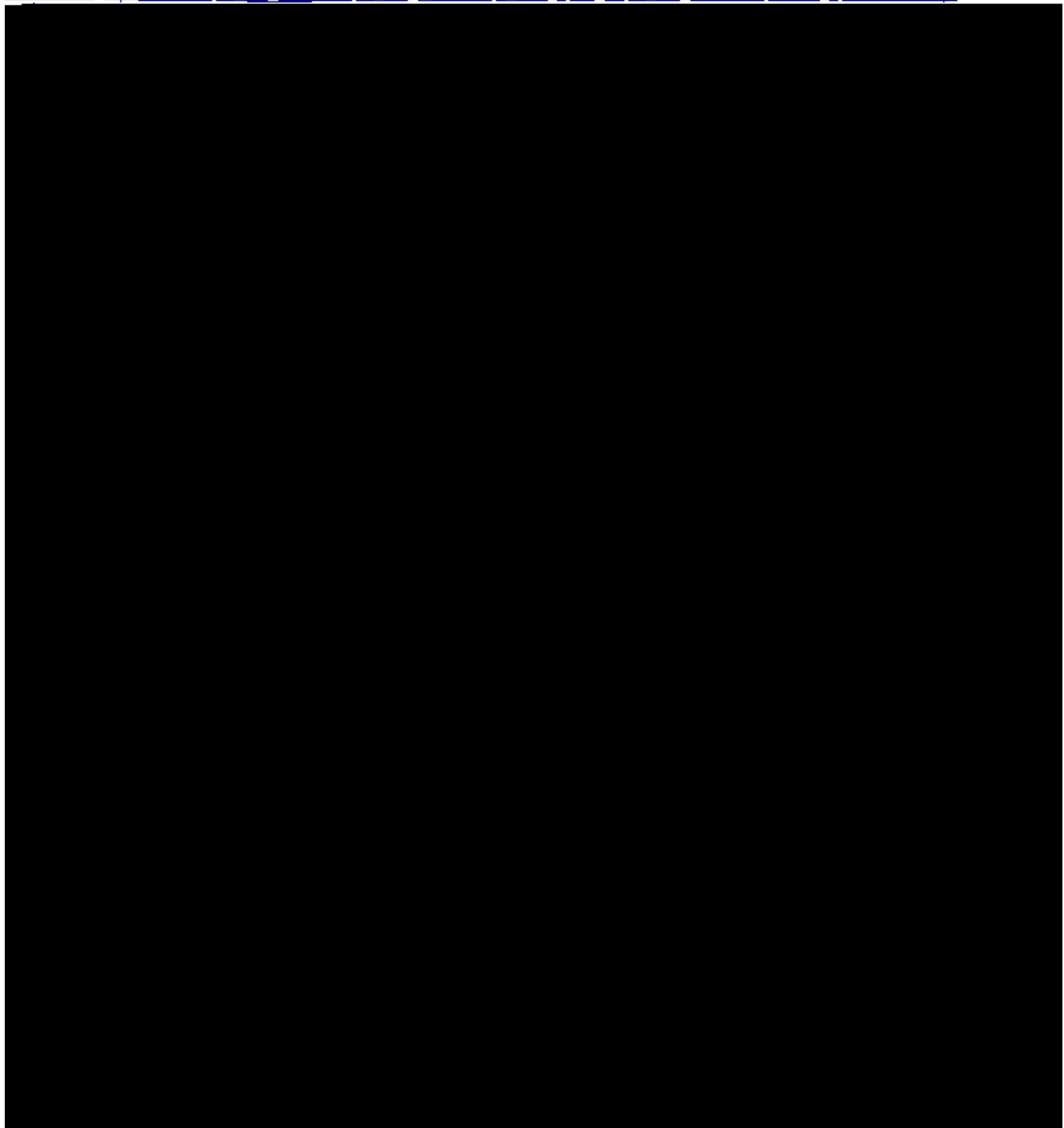
Foundation Courses

also Core Courses

ENGL 101

PHIL 213 or PHIL 215

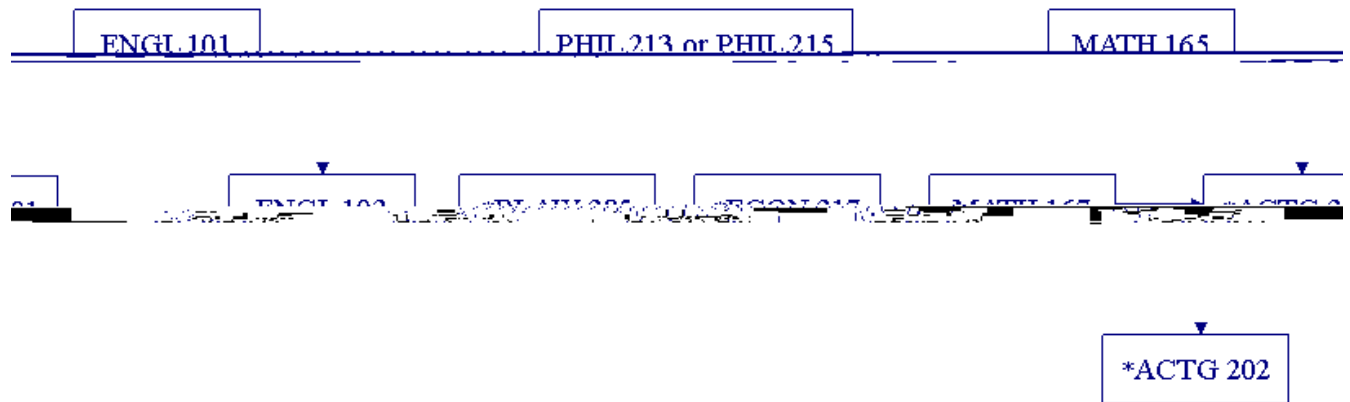
MATH 165



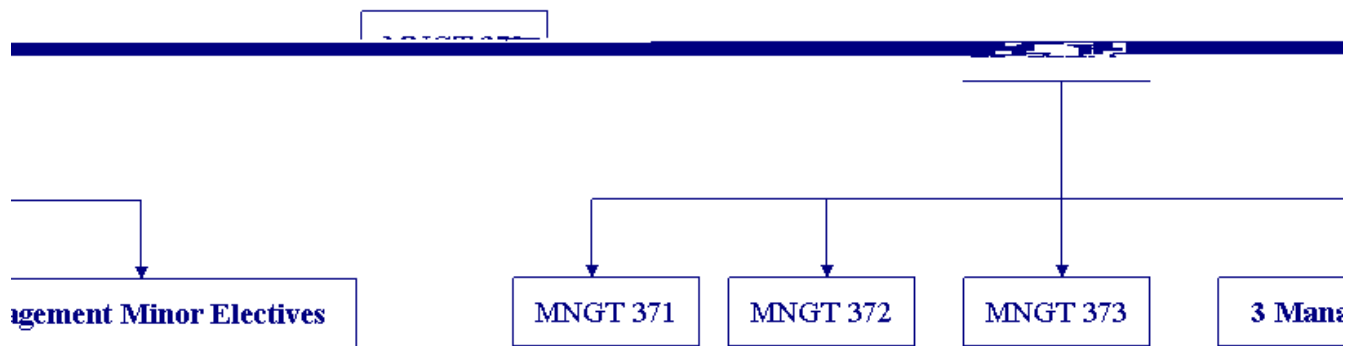
The program components leading to a minor in Management are:

Foundation Courses

also Core Courses



Minor Courses



Management Minor Electives

MNGT 378

[MNGT 378](#) [MNGT 378](#) [MNGT 378](#)

MNGT 354 MNGT 357 MNGT 375 MNGT 376

[MNGT 354](#) [MNGT 357](#) [MNGT 375](#) [MNGT 376](#)

MARKETING MAJOR

FOUNDATION COURSES	:	
CORE COURSES:		36 cr
REQUIRED MAJOR COURSES:		15 cr

THREE ELECTIVES FROM THE FOLLOWING: 9 cr

- *
- *
- *
- *
- *

TOTAL CREDIT HOURS FOR MARKETING MAJOR 60 cr

**Up to two non-Marketing courses, as indicated by the asterisk (*) above, may be applied as electives towards the Major in Marketing for the Bachelor of Science Degree.*

MINOR IN MARKETING

FOUNDATION COURSES	:	
REQUIRED COURSES:		9 cr

ONE OF THE FOLLOWING: 3 cr

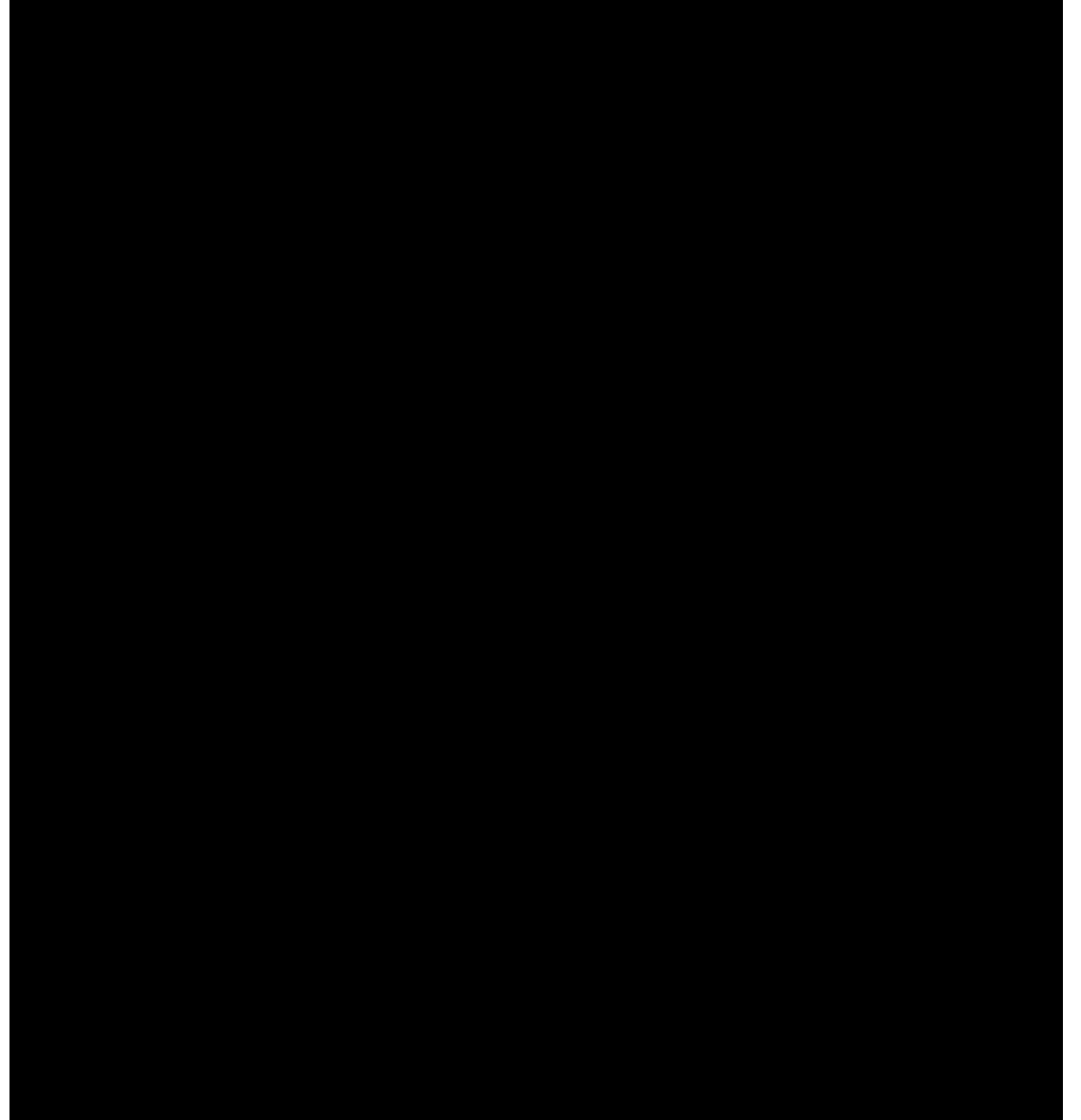
THREE OF THE FOLLOWING: 9 cr

TOTAL CREDITS FOR MARKETING MINOR 21 cr

or in Marketing are: [View Details](#) The program components leading to a Bachelor of Science degree with a major

Foundational Courses	
150	150

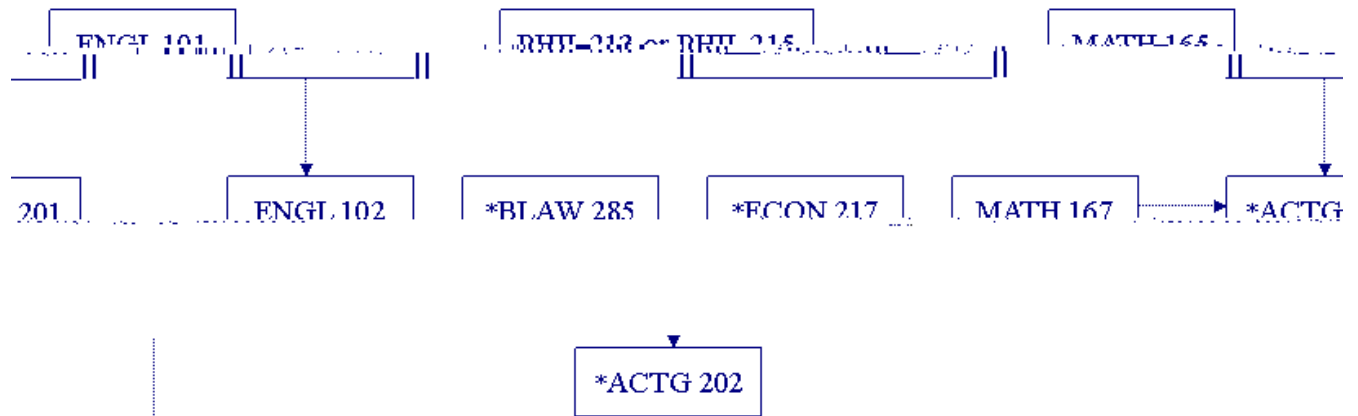
150	150	150
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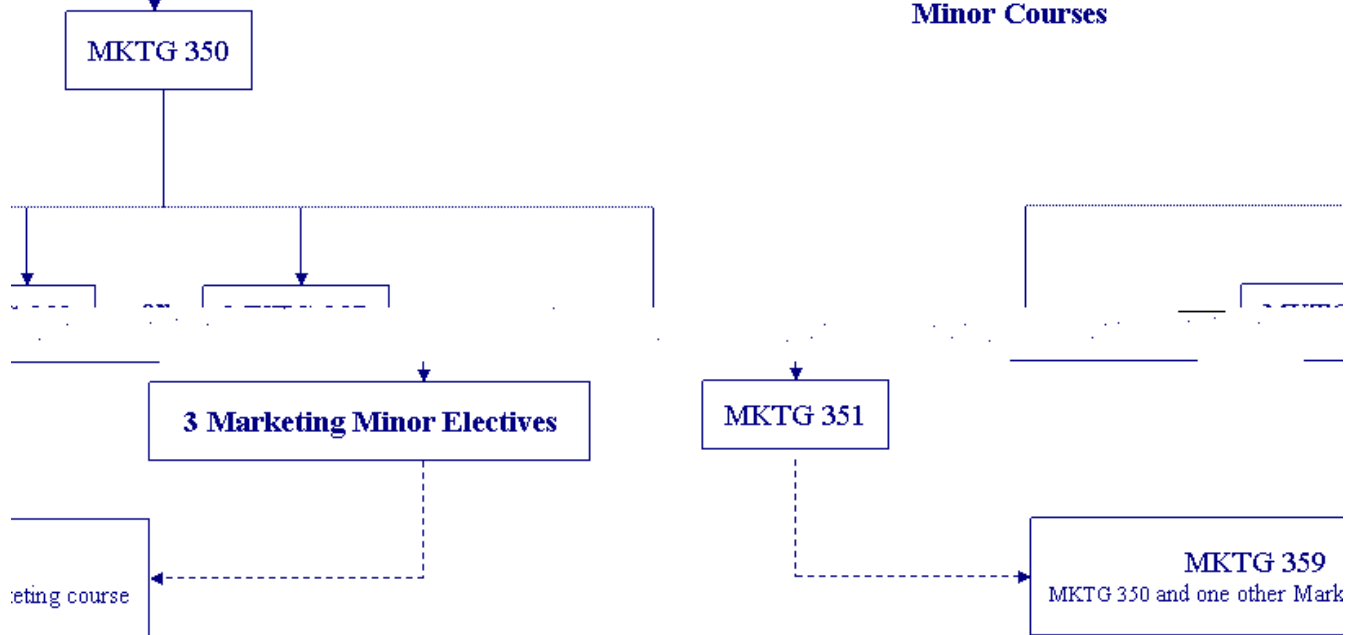
The program components leading to a minor in Marketing are:

Foundation Courses

*also Core Courses



Minor Courses



Minor Electives

MKTG 358 MKTG 360 MKTG 366

Completed to fulfill course requirements.
 May be used as a required OR elective course.

Marketing Minor

MKTG 353 MKTG 354 MKTG 356 MKTG 357

Both MKTG 352 and MKTG 357 may be completed.
 Each course will be recognized once; either MKTG 352 or MKTG 357.

GENERAL BUSINESS ADMINISTRATION MAJOR

Option I - General Business Administration for Second Majors

FOUNDATION COURSES	:	
CORE COURSES:		36 cr
REQUIRED MAJOR COURSES:		3 cr
CHOOSE ONE OF THE FOLLOWING:		3 cr
CHOOSE TWO COURSES FROM ONE AREA:		6 cr
TOTAL CREDIT HOURS FOR OPTION I		48 cr

Option II - General Business Administration as a Primary Major

FOUNDATION COURSES	:	
CORE COURSES:		36 cr
REQUIRED COURSE:		3 cr

**SELECT *ONE* 300-LEVEL COURSE FROM *EACH* OF THE FOLLOWING BUSINESS DISCIPLINES: 12 cr

The program components leading to a Bachelor of Science Degree with a major in General Business Administration are:

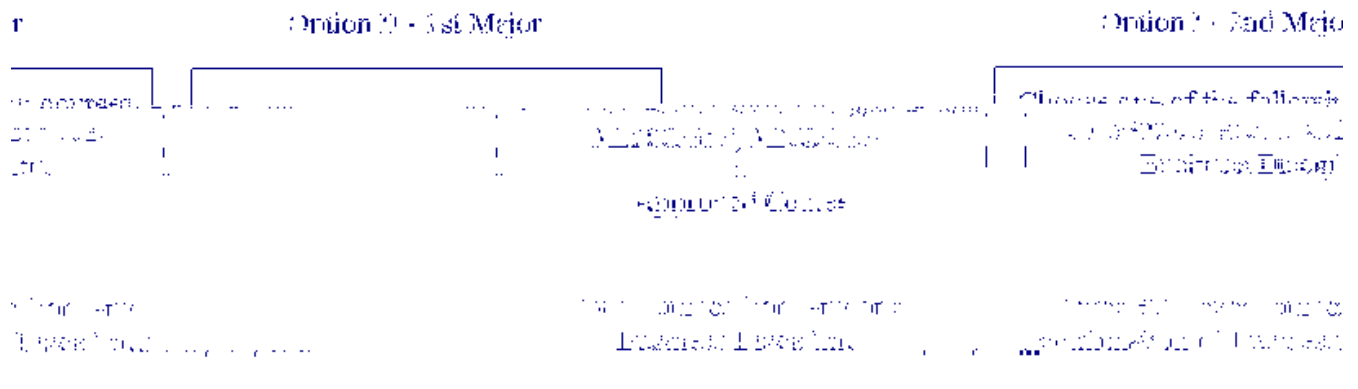
Foundation Courses



PHIL 213 and PHIL 215 are required for the Bachelor of Science Degree with a major in General Business Administration. MATH 165, ENGL 101, *BI.LAW 285, *ECON 215, *ACTG 201, *ACTG 202, *MATH 167, and *MGT 101 are required for the Bachelor of Science Degree with a major in General Business Administration.



Major Courses



Capstone Course



COLLEGE OF BUSINESS AND MANAGEMENT

A grade of C or better must be earned in all course prerequisites PRIOR to enrollment in the course.

FOUNDATION COURSES - *Required for all majors and minors*

ENGL 101 Writing I

ENGL 102 Writing II

MATH 165 Finite Math

MATH 167 Business Calculus

PHIL 213 Ethics OR PHIL 215 Business Ethics

*ECON 217 Principles of Microeconomics

*ACTG 201 Introduction to Financial Accounting

*ACTG 202 Introduction to Managerial Accounting

*BLAW 285 Legal Environment of Business

**Courses that are also part of the Business Core*

ADDITIONAL CORE COURSES - *Required for all majors*

ECON 215 Principles of Macroeconomics

ABF 350 Management Information Systems

FINA 360 Principles of Financial Management I

MKTG 350 Principles of Marketing

MNGT 368 Business Statistics

MNGT 370 Managing Global Business Organizations

MNGT 377 Production/Operations Management

MNGT 379 Introduction to Operations Research and Management Science

CAPSTONE COURSE - *Required for all majors*

MNGT 393 Strategic Management

ACCOUNTING COURSES

ACTG 301 Cost Accounting I

ACTG 306 Accounting for Non-Profit Organizations

ACTG 307 Auditing Theory and Problems

ACTG 308 Advanced Auditing

ACTG 310 Federal Income Tax (Individual)

ACTG 311 Federal Income Tax (Corporate)

ACTG 312 Cost Accounting II

ACTG 313 Internal Auditing and Management Control

ACTG 321 Intermediate Financial Accounting I

ACTG 322 Intermediate Financial Accounting II

ACTG 324 Advanced Financial Accounting

ACTG 325 Contemporary Financial Accounting Issues

ACTG 380 International Accounting

BUSINESS LAW COURSES

BLAW 380 Business Law I (*formally BLAW 280*)

BLAW 381 Business Law II (*formally BLAW 281*)

FINANCE COURSES

FINA 362 Investment

FINA 363 Security Analysis

FINA 364 Problems in Business Finance

FINA 365 Personal Financial Planning

FINA 366 Financial Institutions and Markets

FINA 367 Short-Term Financial Management

FINA 369 Speculative Markets

FINA 370 Option Pricing: Theory and Strategic Applications

FINA 371 International Financial Management

FINA 373 Intermediate Financial Management

FINA 374 Futures Trading Strategies

FINA 377 Real Estate Finance

FINA 378 Introduction to Risk Management and Insurance

MANAGEMENT COURSES

MNGT 354 Logistics Management

MNGT 357 Purchasing Management

MNGT 371 Organizational Behavior

MNGT 372 Organization Theory and Design

MNGT 373 Human Resource Management

MNGT 375 Management and Organization Communications

MNGT 376 Small Business Management

MNGT 378 Managing Diversity in Organizations

MNGT 380 Entrepreneurship

MNGT 381 International Business and Management

MNGT 392 Business, Technology, and Society

MNGT 396 Industrial and Labor Relations and Collective Bargaining

MNGT 399 Management of Change

MARKETING COURSES

MKTG 351 Consumer Behavior

MKTG 352 Advertising

MKTG 353 Marketing Research

MKTG 354 Personal Selling

MKTG 355 Electronic Commerce

MKTG 356 Retail Management

MKTG 357 Sales Management

MKTG 358 International Marketing

MKTG 359 Marketing Management

MKTG 360 Marketing Channels

MKTG 366 Business to Business Marketing