# COLLEGE of BUSINESS and MANAGEMENT Undergraduate Program Guide

2013 - 201

## COLLEGE OF BUSINESS AND MANAGEMENT PROGRAMS

## **UNDERGRADUATE MAJORS**

Accounting Finance General Business Administration Management Marketing All major programs lead to the Bachelor of Science Degree.

The Accounting Degree Program is also offered at the University Center of Lake County.

#### UNDERGRADUATE MINORS

Accounting Finance International Business Management Marketing

Minor programs provide students with explorations into a second career and/or a concentration of courses which support and expand their major.

## THE PROGRAM ADVISEMENT OFFICE

The Program Advisement Office provides professionally staffed, centralized advisement to students who wish to enroll in undergraduate business courses

business course work, we encourage you to contact the Program Advisement Office i

to pursue a business major (pre-major declaration). Once you meet with a business advisor, the Program Advisement Office maintains records of your progress toward graduation and serves as a resource for information about University and College of Business and Management policies and requirements.

Contact the Program Advisement Office at:

College of Business and Management - Program Advisement Office

Room: CBM 159 Phone: (773) 442-6111 Fax: (773) 442-6110 E-mail: P-Advise@neiu.edu

http://www.neiu.edu/~bschool.htm to

obtain information regarding College of Business and Management programs and requirements. On the website you will find links to program guides that provide details regarding course requirements for major and minor sequences. You also will find information -mail listserver, which provides current

information about business courses and programs, club meetings, and other University events.

## UNIVERSITY CENTER OF LAKE COUNTY

Students interested in participating in the Accounting Degree Program at University Center should contact Ms. Laura Berry at (773) 442-5605 or by e-mail at <u>p-advise@neiu.edu</u> to obtain information on the program. Students will have the opportunity to schedule an advisement appointment at University Center of Lake County.

Northeastern also provides admission counseling in Lake County for guidance through the admission process. Contact the NEIU Transfer Coordinator at:

NEIU Transfer Center at the University Center 1200 University Center Drive Grayslake, IL 60030 Room: 220B

Phone: (847) 665-4173 or (773) 442-4076 Email: TransferSteps@neiu.edu

Appointments are strongly recommended to ensure a Northeastern representative is available to provide sufficient time to address your questions and concerns.

## 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 enables students to interact with practicing managers from the business world through a variety of activities and speakers which focus on "real world" management experience. The Business and Management Club sponsors three major events:

- The Annual International Business Conference Students organize a two to three day conference in which speakers disseminate information about global business careers.
- The Annual Business Etiquette Seminar and Dinner Students enjoy a fine dinner and have an opportunity to improve their business etiquette and table manners in preparation for advanced job interviews.
- The Annual "Dress for Success" Fashion Show Students observe their peers modeling business and leisure wear that demonstrates how to dress for success at the office, company outings, and corporate formal events.

The Marketing Club invites guest lecturers to campus, provides career opportunity sessions, and participates in other activities that reflect the interests of its members. The Marketing Club is affiliated with the American Marketing Association as a student chapter.

The Financial Management Association is the Northeastern Chapter of the Financial Management Association International. This organization creates awareness among students about careers and other opportunities in the field of finance. Eminent speakers who have distinguished themselves in a variety of financial arenas are invited to campus. The Association also arranges trips to the Chicago Board Options Exchange, the Chicago Board of Trade, and the Chicago Mercantile Exchange to enable students to gain acute insight into how these "frontiers of capitalism" function.

Accounting Associates sponsors lectures and other activities on campus. It is a useful forum for students to interact with each other as well as network with individuals in the accounting profession.

APICS (American Production and Inventory Control Society) provides educational peer support which promotes a meaningful start to a successful and challenging career in production and inventory management. Students have opportunities to participate in conferences and visits to production sites.

## SCHOLARSHIPS

## GENERAL EDUCATION COURSES

General Education Courses are those in the arts, humanities, and sciences, which are intended to provide a diverse education for all students. These requirements are outlined in the University Academic Catalog and in the Schedule of Classes each semester. The College of Business and Management requires students complete the General Education Requirement before enrollment in any upper division (300-level) business courses.

ECON 215, ECON 217, MATH 165, and PHIL 213 fulfill both College of Business and s General Education Requirement;

however, course credit hours are only recognized once toward graduation requirements.

## FOUNDATION COURSES

Foundation Courses are basic skills courses that must be completed prior to enrollment in upper division (300-level) business courses.

The Foundation Courses are:

ENGL 101	Writing I	3 cr.
ENGL 102	Writing II	3 cr.
MATH 165	Finite Math	3 cr.
MATH 167	Business Calculus	4 cr.
PHIL 213	Ethics	
OR		

## PRE-MAJOR TRANSITION SEMESTER

If you are completing the Foundation and/or General Education Requirement, you may enroll in select 300-level business courses during the same semester under the following conditions:

- 1. You must be able to complete the Foundation Requirement and the General Education Requirement within the semester.
- 2. You must be able to complete at least 60 credit hours (45 hours for business minors) of college-level course work by the end of the semester.
- You must have earned a 2.50 GPA for all completed and a 2.00 C Northeastern.

completed at

Guidelines for using this privilege: I

## MAJOR/MINOR REQUIRED COURSES

Major/Minor Required Courses are required by the department for major and minor programs. Course requirements for each major and minor program are listed under the Academic Catalog.

All business majors and minors must complete the Foundation Requirement. All business majors must also complete the Core Courses and MNGT 393 Strategic Management, the capstone course. (MNGT 393 is completed in the final semester at Northeastern.) See page 32 for course prerequisites for the Foundation Courses, Core Courses, and MNGT 393.

## **BUSINESS ELECTIVES**

Elective Courses are the courses you choose to match your own special interests and abilities. Specific elective choices for each major and minor program are listed under the Academic Catalog.

Electives must be chosen from the approved list.

## COURSE PREREQUISITES

The curriculum in the College of Business and Management is highly structured and carefully

## TRANSFER AND RETURNING STUDENTS

Transfer Credits from Other Institutions

Northeastern generally accepts courses completed at accredited colleges and universities. However,

### APPLYING COURSES FROM OTHER INSTITUTIONS

If the College accepts a course that you completed elsewhere as equivalent to a Foundation, Core, or Major Course, the grade you earned for that course and the credit hours for the equivalent Northeastern course will be used for calculating your Foundation and Major grade point average. Neither the University nor the College uses transferred course grades in determining your cumulative grade point average.

## AGING OF COURSE WORK

The College of Business and Management may evaluate business coursework for currency and may reject courses that are deemed to be dated/aged (completed six or more years prior to enrollment or re-enrollment at NEIU). Rejected courses must be repeated. This applies to all students - new, returning, and continuous.

## COMPLETION OF MULTIPLE PROGRAMS

Students who wish to complete a second business major must take a minimum of 30 additional credit hours beyond the course work required for the first major. These credit hours must consist of at least 24 credits in the second major discipline. The remaining 6 elective credits may be any courses offered by the College of Business and Management.

## DUPLICATION OF COURSE CREDIT

Courses may only apply to one degree program. You must complete separate courses to fulfill credit hour requirements for all programs when completing multiple additional major or minor programs. When the same course is required for multiple programs, the department

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## ADDITIONAL POLICIES

## Governing Standards

The requirements that govern business major and minor programs are those that were published in the *Academic Catalog* at the time you most recently officially declared a business major or minor. Changes in course prerequisites are an exception, becoming applicable as they are enacted.

If you are absent from the University for one year or longer, your student status is inactivated. Once you revert to undeclared status, you must re-apply for admission to the University and the College upon return, complete the application process prior to enrollment in any classes, and meet all current University, declaration, and business program requirements to qualify for a Bachelor Degree.

Class Attendance/Course Withdrawals

all

courses in which you are enrolled to confirm your registration. YOU must officially withdraw from the course through established University procedures (NEIUport) by the designated deadline to have your name removed from the grade list. Failure to officially withdraw from a course you stop attending - or never attend - for any reason, is the same as failing the course. A permanent grade of F will appear on your transcript.

## Enrolling in Multiple Institutions

Students interested in completing courses at alternate institutions after beginning enrollment at Northeastern must contact their advisor <u>PRIOR</u> to enrollment in the course(s) to confirm if the course(s) may apply to degree requirements. As a general rule, all upper division business course work (Core, Required, and Elective business courses) must be completed at Northeastern once you have been admitted or re-admitted to Northeastern. Failure to obtain permission to complete courses at an alternative institution prior to enrollment may result in rejection of the course by the University and/or the College.

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DEPARTMENT OF ACCOUNTING, BUSINESS LAW, AND FINANCE
Accounting is the language of business. Employees of small and large organizations must understand basic accounting principles. The knowledge of debits and credits,

## **ACCOUNTING MAJOR**

FOUNDATION CO	OURSES (not included in credit hour total):	28 cr
CORE COURSES:		36 cr
REQUIRED MAJO	R COURSES:	24 cr
ACTG 301	Cost Accounting I	3 cr
ACTG 307	Auditing Theory and Problems	3 cr
ACTG 310	Federal Income Tax (Individual)	3 cr
ACTG 321	Intermediate Financial Accounting I	3 cr
ACTG 322	Intermediate Financial Accounting II	3 cr
ACTG 324	Advanced Financial Accounting	3 cr
* BLAW 380	Business Law I	3 cr
MNGT 393	Strategic Management	3 cr
TWO ELECTIVES	FROM THE FOLLOWING:	6 cr
ACTG 306	Accounting for Non-Profit Organizations	3 cr
ACTG 311	Federal Income Tax (Corporate)	3 cr
ACTG 312	Cost Accounting II	3 cr
ACTG 325	Contemporary Financial Accounting Issues	3 cr
* BLAW 381	Business Law II	3 cr
TOTAL CREDIT H	IOURS FOR ACCOUNTING MAJOR	66 cr

\*Note: BLAW 380 and BLAW 381 are revised courses, formally BLAW 280 and BLAW 281 respectively

#### MINOR IN ACCOUNTING

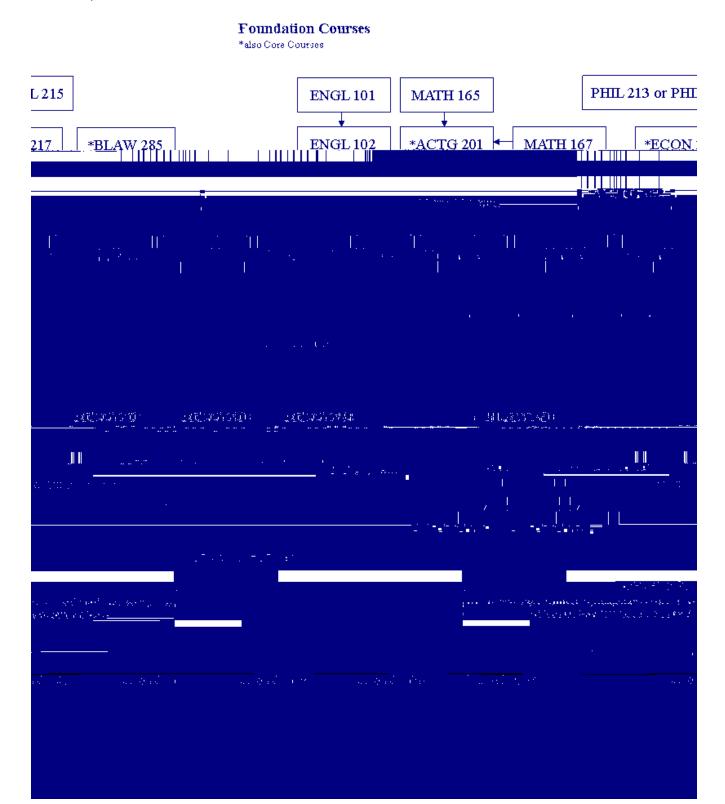
This minor provides the background for professional entry level positions in accounting.

FOUNDATION CO REQUIRED COUR	OURSES (not included in credit hour total): RSES:	<b>28 cr</b> 15 cr
ACTG 301	Cost Accounting I	3 cr
ACTG 307	Auditing Theory and Problems	3 cr
ACTG 310	Federal Income Tax (Individual)	3 cr
ACTG 321	Intermediate Financial Accounting I	3 cr
ACTG 322	Intermediate Financial Accounting II	3 cr
TWO COURSES F	ROM THE FOLLOWING:	6 cr
ACTG 306	Accounting for Non-Profit Organizations	3 cr
ACTG 311	Federal Income Tax (Corporate)	3 cr
ACTG 312	Cost Accounting II	3 cr
ACTG 324	Advanced Financial Accounting	3 cr
ACTG 325	Contemporary Financial Accounting Issues	3 cr
TOTAL CREDIT H	HOURS FOR ACCOUNTING MINOR	21 cr

<sup>\*\*</sup> Minors require completion of the nine Foundation Courses. See page 9 for details.

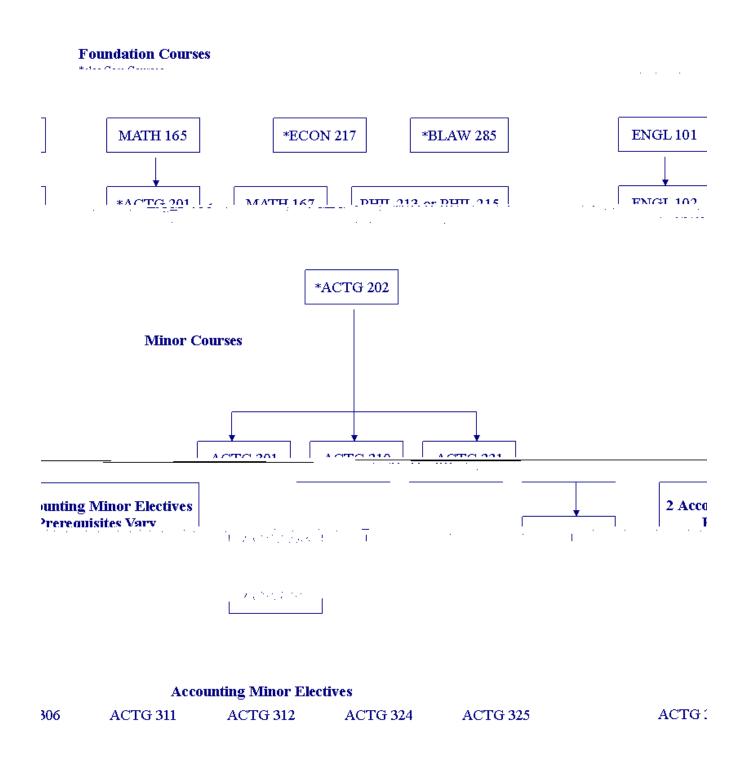
Recommended Professional Courses for Certification as a CPA, CMA, and CIA: Baccalaureate degree-holders with sufficient college credit who wish to prepare for professional certification examinations may register as students-at-large in selected accounting courses in order to supplement previous academic work. Contact the Coordinator of the MSA program for information and course enrollment authorization. Recommended professional certification courses include:

ACTG 306 Accounting for Non-Profit Organizations
ACTG 311 Federal Income Tax (Corporate)
ACTG 312 Cost Accounting II



The Accounting degree completion program at University Center in Lake County requires all the same program components as the Accounting degree program at the main campus (see Accounting major flowchart above).

The program components leading to a minor in Accounting are:

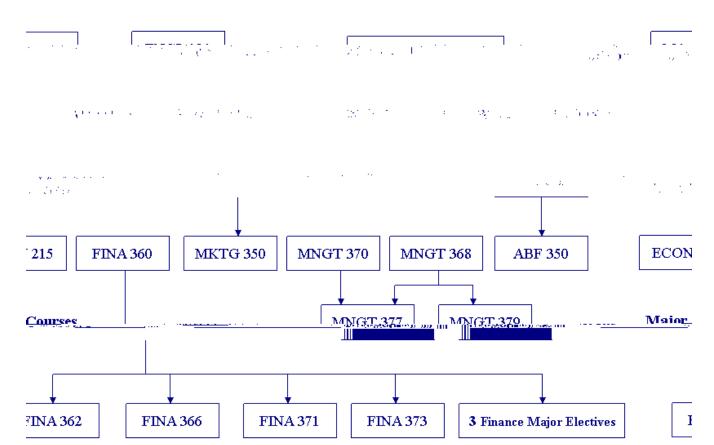


## FINANCE MAJOR

FOUNDATION COURSES (not included in credit hour total): CORE COURSES:	<b>28 cr</b> 36 cr
REQUIRED MAJOR COURSES:	15 cr
FINA 362 Investment	3 cr
FINA 366 Financial Institutions and Markets	3 cr
FINA 371 International Financial Management	3 cr
FINA 373 Intermediate Financial Management	3 cr
MNGT	

#### **Foundation Courses**

\*also Core Courses



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

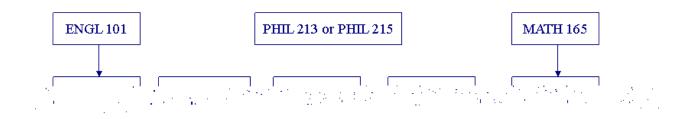
## Finance Major Electives

FINA 363 FINA 364 FINA 365 FINA 367 FINA 369

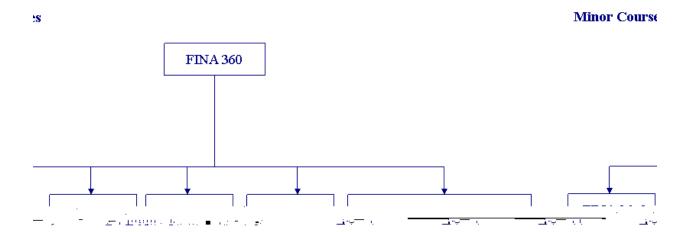
The program components leading to a minor in Finance are:

## **Foundation Courses**

\*also Core Courses



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ctiv	ves						Finance N	Iinor Ele
}	FINA 369					FINA 364	FINA 367	FINA 368
:75	FINA 376	FINA 377	FINA 378	FINA 370	FINA 371	FINA 372	FINA 374	FINA 3

## DEPARTMENT OF MANAGEMENT AND MARKETING

## MANAGEMENT MAJOR

FOUNDATION CO	OURSES (not included in credit hour total):	28 cr
CORE COURSES:		36 cr
REQUIRED MAJO	R COURSES:	12 cr
MNGT 371 MNGT 372 MNGT 381 MNGT 393	Organizational Behavior Organization Theory and Design International Business and Management Strategic Management	3 cr 3 cr 3 cr 3 cr
FOUR ELECTIVES	FROM THE FOLLOWING:	12 cr
MNGT 354	Logistics Management	3 cr
MNGT 357	Purchasing Management	3 cr
MNGT 373	Human Resource Management	3 cr
MNGT 375	Management and Organization Communications	3 cr
MNGT 376	Small Business Management	3 cr
MNGT 378	Women in Management	3 cr
MNGT 380	Entrepreneurship	3 cr
MNGT 392	Business, Technology, and Society	3 cr
MNGT 396	Industrial & Labor Relations	3 cr
MNGT 399	Management of Change	3 cr
*MKTG 353	Marketing Research	3 cr
*MKTG 354	Personal Selling	3 cr
*MKTG 357	Sales Management	3 cr
*MKTG 360	Marketing Channels	3 cr

TOTAL CREDIT HOURS FOR MANAGEMENT MAJOR te\* 5ileve13.F:2(13.F:2(1(m)6(unN-12(13.0 -28.08cy3(m)-4(i)1e98 TD[rU12(T)-33(s)-3eIN)s7 \*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

This minor is designed for students interested in entry-level management (a)3-3(l)13(ev)3(e)-12

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

## **Foundation Courses**

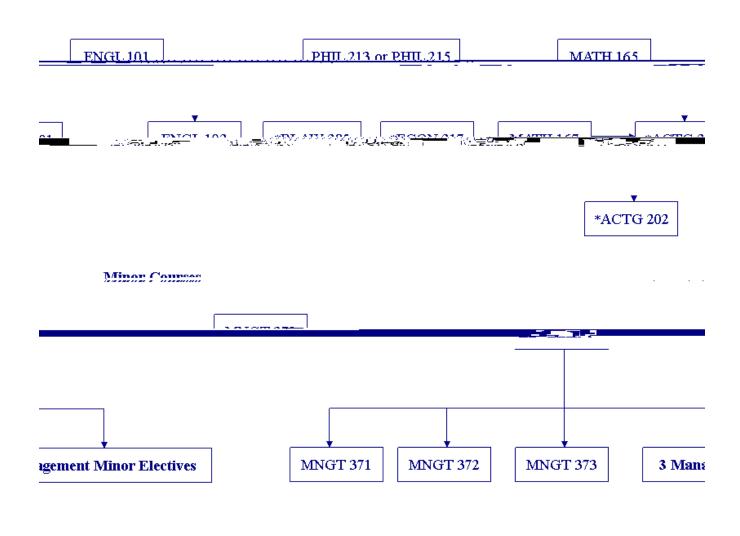
also Core Courses

ENGL 101	PHIL 213 or PHIL 215	 MATH 165	

The program components leading to a minor in Management are:

## **Foundation Courses**

also Core Courses



## **Management Minor Electives**

## MARKETING MAJOR

FOUNDATION CO	DURSES (not included in credit hour total):	28 cr
CORE COURSES:		36 cr
REQUIRED MAJO	OR COURSES:	15 cr
MKTG 351	Consumer Behavior	3 cr
MKTG 353	Marketing Research	3 cr
MKTG 358	International Marketing	3 cr
MKTG 359	Marketing Management	3 cr
MNGT 393	Strategic Management	3 cr
THREE ELECTIVE	ES FROM THE FOLLOWING:	9 cr
MKTG 352	Advertising	3 cr
MKTG 354	Personal Selling	3 cr
MKTG 355	Electronic commerce	3 cr
MKTG 356	<b>5</b>	3 cr
MKTG 357	Sales Management	3 cr
MKTG 360	Marketing Channels	3 cr
MKTG 366	Business to Business Marketing	3 cr
*MNGT 378	Women in Management	3 cr
*MNGT 354	Logistics Management	3 cr
*MNGT 357	Purchasing Management	3 cr
*MNGT 380	·	3 cr
*MNGT 399	Management of Change	3 cr
TOTAL CREDIT H	OURS FOR MARKETING MAJOR	60 cr

<sup>\*</sup>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.

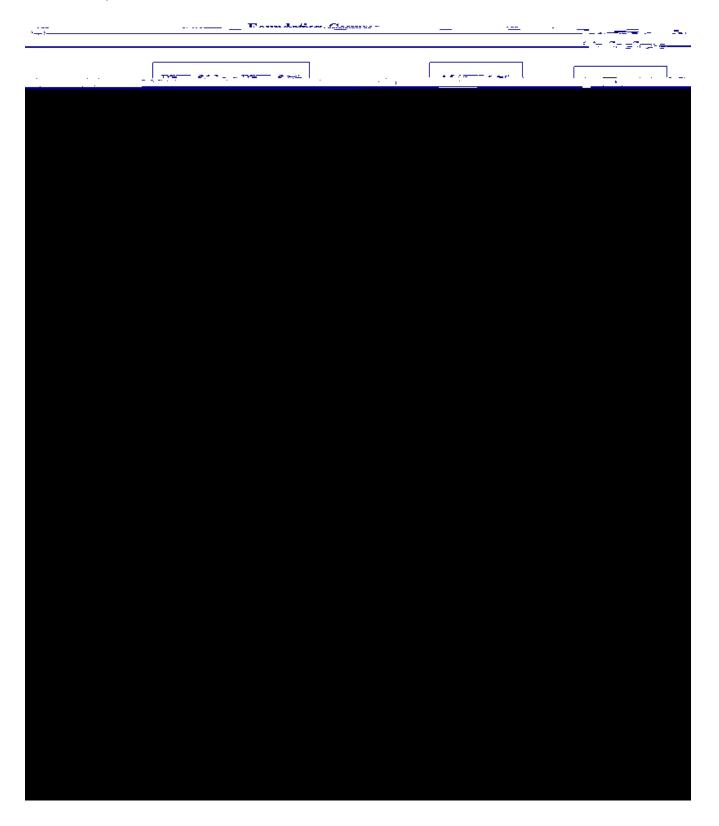
## MINOR IN MARKETING

This minor is for students interested in complementing a major discipline with marketing studies.

FOUNDATION CO	DURSES (not included in credit hour total):	28 cr
REQUIRED COUF	RSES:	9 cr
MKTG 350	Principles of Marketing	3 cr
MKTG 351	Consumer Behavior	3 cr
MKTG 359	Marketing Management	3 cr
ONE OF THE FOL	LOWING:	3 cr
MKTG 352	Advertising	3 cr
MKTG 357	Sales Management	3 cr
THREE OF THE F	OLLOWING:	9 cr
* MKTG 352	Advertising	3 cr
MKTG 353	Marketing Research	3 cr
MKTG 354	Personal Selling	3 cr
MKTG 356	Retail Management	3 cr
* MKTG 357	Sales Management	3 cr
MKTG 358	International Marketing	3 cr
MKTG 360	Marketing Channels	3 cr
MKTG 366	Business to Business Marketing	3 cr
* Can only co	ount once in Marketing Minor	

TOTAL CREDITS FOR MARKETING MINOR

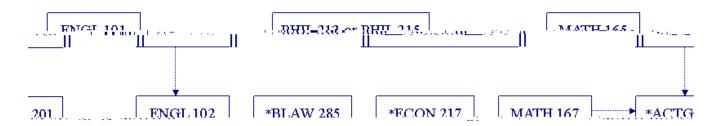
<sup>\*\*</sup> Minors require completion of the nine Foundation Courses. See page 9 for details.

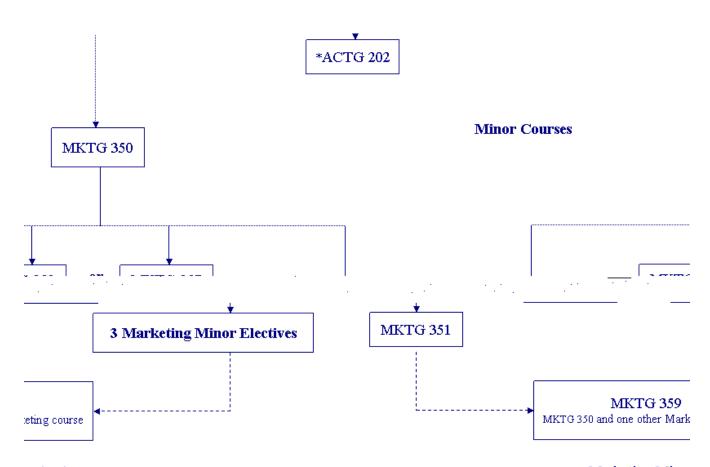


The program components leading to a minor in Marketing are:

## **Foundation Courses**

\*also Core Courses





## r Electives

KTG 358 MKTG 360 MKTG 366

npleted to fulfill course requirements. er as a required OR elective course.

## Marketing Mino:

MKTG 353 MKTG 354 MKTG 356 M

Both MKTG 352 and MKTG 357 may be cor

Each course will be recognized once; eithe

## GENERAL BUSINESS ADMINISTRATION MAJOR

This program offers students a broad, interdisciplinary orientation to modern business theory and practice. It is especially suitable for those who desire to pursue entrepreneurship or work in a small or medium sized enterprise where employees and managers will be required to exhibit a broad range of business competencies. As a general business major, you will study each facet of business, but to a lesser degree than one majoring in a specific field. This provides extensive preparation for a variety of jobs in many sectors of business administration.

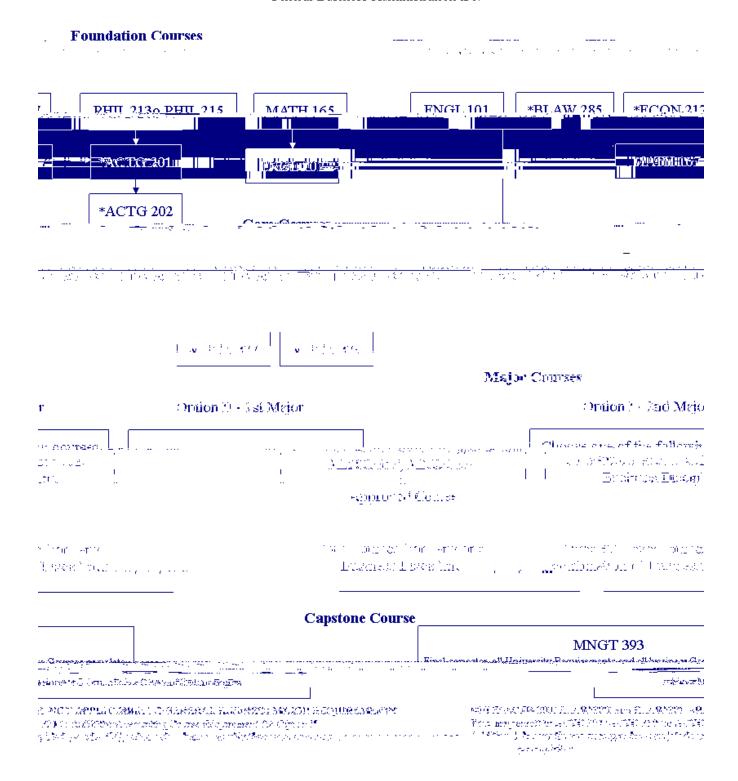
The General Business Administration degree has two options.

## Option I - General Business Administration for Second Majors

This program is designed for students who wish to combine course work in a non-business discipline with a solid foundation in business administration. Students with an interest in International Business may use this option in conjunction with a major in the Department of World Languages and Cultures. Other combinations of majors with this option are possible. Students completing this option must fulfill the College of Business and Management Foundation and Core Curriculum, along with twelve other credit hours in business.

FOUNDATION COURSES (not included in credit hour total):	28 cr
CORE COURSES:	36 cr
REQUIRED MAJOR COURSES:	3 cr
MNGT 393 Strategic Management	3 cr
CHOOSE ONE OF THE FOLLOWING:	3 cr
MKTG 358 International Marketing	3 cr
MNGT 381 International Management	3 cr
Approved Elective	3 cr
CHOOSE TWO COURSES FROM ONE AREA:	6 cr
Management or Marketing or Finance or Accounting	
TOTAL CREDIT HOURS FOR OPTION I	48 cr
Option II - General Business Administration as a Primary Major	
FOUNDATION COURSES (not included in credit hour total):	28 cr
CORE COURSES:	36 cr
REQUIRED COURSE:	3 cr
MNGT 393 Strategic Management	3 cr
**SELECT ONE 300-LEVEL COURSE FROM EACH OF THE FOLLOWING DISCIPLINES:  ACCOUNTING	BUSINESS 12 cr 3 cr

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



# COLLEGE OF BUSINESS AND MANAGEMENT UNDERGRADUATE COURSES AND PREREQUISITES

The prerequisite information listed below is current as of the date of publication for this program guide. Please consult the Office of Program Advisement or the University Academic Catalog for any changes. A checklist that may be utilized to assist with tracking your progress follows on page 38.

A grade of C of 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

Prerequisite: English Language Placement Test

ENGL 102 Writing II
Prerequisite: ENGL 101
MATH 165 Finite Math
Prerequisite: MATH 163

MATH 167 Business Calculus

Prerequisite: MATH 163

PHIL 213 Ethics OR PHIL 215 Business Ethics

Prerequisite: None

\*ECON 217 Principles of Microeconomics

Prerequisite: MATH 091 with a grade of "C" or Intermediate Algebra placement

\*ACTG 201 Introduction to Financial Accounting

Prerequisites: MATH 165 and MATH 167 (MATH 167 may be taken concurrently)

\*ACTG 202 Introduction to Managerial Accounting

Prerequisites: MATH 165, MATH 167, and ACTG 201 \*BLAW 285 Legal Environment of Business

Prerequisite: 30 hours of college-level work

\*Courses that are also part of the Business Core

ADDITIONAL CORE COURSES - Required for all majors

ECON 215 Principles of Macroeconomics

Prerequisite: MATH 091 with a grade of "C" or Intermediate Algebra placement

ABF 350 Management Information Systems Prerequisite: All Foundation courses, especially ACTG 202 FINA 360 Principles of Financial Management I Prerequisite: All Foundation courses, especially ACTG 201

MKTG 350 Principles of Marketing

Prerequisite: All Foundation courses, especially ECON 217

MNGT 368 Business Statistics

Prerequisites: All Foundation courses, especially Math 165 and Math 167

MNGT 370 Managing Global Business Organizations

Prerequisite: All Foundation courses

MNGT 377 Production/Operations Management

Prerequisites: MNGT 368 and MNGT 370

MNGT 379 Introduction to Operations Research and Management Science

Prerequisites: MNGT 368

CAPSTONE COURSE - Required for all majors

MNGT 393 Strategic Management

Prerequisites: Enrolled in final semester, applied for graduation, completed all Core Courses, achieved a Major and Cumulative GPA of 2.50 or higher, will meet all University graduation requirements by the end of the semester - MNGT 379 may be completed concurrently.

ACCOUNTING COURSES

ACTG 301 Cost Accounting I

Prerequisite: ACTG 202

ACTG 306 Accounting for Non-Profit Organizations

Prerequisite: ACTG 322

ACTG 307 Auditing Theory and Problems

Prerequisite: ACTG 322

ACTG 308 Advanced Auditing

Prerequisite: ACTG 307

ACTG 310 Federal Income Tax (Individual)

Prerequisite: ACTG 202

ACTG 311 Federal Income Tax (Corporate)

Prerequisite: ACTG 310

ACTG 312 Cost Accounting II

Prerequisite: ACTG 301

ACTG 313 Internal Auditing and Management Control

Prerequisite: ACTG 307 and ABF 350

ACTG 321 Intermediate Financial Accounting I

Prerequisite: ACTG 202

ACTG 322 Intermediate Financial Accounting II

Prerequisite: ACTG 321

ACTG 324 Advanced Financial Accounting

Prerequisite: ACTG 322

ACTG 325 Contemporary Financial Accounting Issues

Prerequisite: ACTG 322

ACTG 380 International Accounting

Prerequisite: ACTG 322

**BUSINESS LAW COURSES** 

BLAW 380 Business Law I (formally BLAW 280)

Prerequisite: BLAW 285

BLAW 381 Business Law II (formally BLAW 281)

Prerequisite: BLAW 285

FINANCE COURSES

FINA 362 Investment Prerequisite: FINA 360

FINA 363 Security Analysis

Prerequisite: FINA 360

FINA 364 Problems in Business Finance Prerequisite: FINA 360 and Senior status

FINA 365 Personal Financial Planning

Prerequisite: FINA 360

FINA 366 Financial Institutions and Markets

Prerequisite: FINA 360

FINA 367 Short-Term Financial Management

Prerequisite: FINA 360

FINA 369 Speculative Markets

Prerequisite: FINA 360

FINA 370 Option Pricing: Theory and Strategic Applications

Prerequisite: FINA 360

FINA 371 International Financial Management

Prerequisite: FINA 360

FINA 373 Intermediate Financial Management

Prerequisite: FINA 360

FINA 374 Futures Trading Strategies

Prerequisite: FINA 360

FINA 377 Real Estate Finance

Prerequisite: FINA 360

FINA 378 Introduction to Risk Management and Insurance

Prerequisite: FINA 360

MANAGEMENT COURSES

MNGT 354 Logistics Management

Prerequisite: MNGT 377

MNGT 357 Purchasing Management Prerequisite: MNGT 370 and MNGT 377

MNGT 371 Organizational Behavior

Prerequisite: MNGT 370

MNGT 372 Organization Theory and Design

Prerequisite: MNGT 370

MNGT 373 Human Resource Management

Prerequisite: MNGT 370

MNGT 375 Management and Organization Communications

Prerequisite: MNGT 370

MNGT 376 Small Business Management

Prerequisite: MNGT 370, MKTG 350, and FINA 360

MNGT 378 Managing Diversity in Organizations

Prerequisite: MNGT 370

MNGT 380 Entrepreneurship

Prerequisite: MNGT 370, MKTG 350, and FINA 360

MNGT 381 International Business and Management

Prerequisite: MNGT 370, MKTG 350, and FINA 360

MNGT 392 Business, Technology, and Society

Prerequisite: MNGT 370

MNGT 396 Industrial and Labor Relations and Collective Bargaining

Prerequisite: MNGT 370 and MNGT 373

MNGT 399 Management of Change

Prerequisite: MNGT 370

## MARKETING COURSES

MKTG 351 Consumer Behavior

Prerequisite: MKTG 350

MKTG 352 Advertising Prerequisite: MKTG 350

MKTG 353 Marketing Research

Prerequisite: MKTG 350 and MNGT 368

MKTG 354 Personal Selling

Prerequisite: MKTG 350

MKTG 355 Electronic Commerce

Prerequisite: MKTG 350

MKTG 356 Retail Management

Prerequisite: MKTG 350

MKTG 357 Sales Management

Prerequisite: MKTG 350, MNGT 370 recommended

MKTG 358 International Marketing

Prerequisite: MKTG 350

MKTG 359 Marketing Management

Prerequisite: MKTG 350 plus one other Marketing course and ACTG 201

MKTG 360 Marketing Channels

Prerequisite: MKTG 350

MKTG 366 Business to Business Marketing

Prerequisite: MKTG 350