

# College of Business and Innovation

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Chair: Dr. Donald Saftner (419) 530-2327

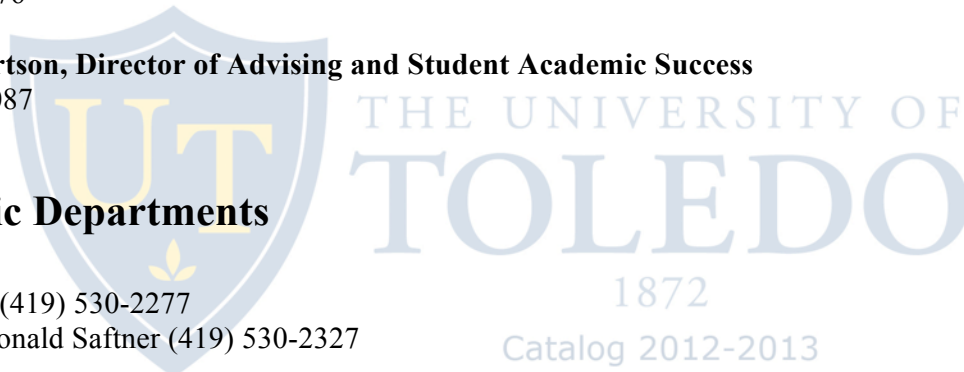
**Applied Organizational Technology** (419) 530-3246  
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**Finance** (419) 530-2436  
Chair: Dr. Mark Vonderembse (419) 530-4319

**Information Operations Technology Management** (419) 530-2420  
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**Marketing and International Business** (419) 530-2098  
Chair: Dr. Anthony Koh (419) 530-2264

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## Academic Support Services

### Office of Student Retention and Academic Success

Stranahan Hall North Room 3130

Phone: 419.530.2087

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**Deborah A. Jones, Transfer Student Specialist**

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## **Mission Statement** (adopted 10/02/07)

"Developing Lifelong Leaders for the World of Business.."

- Preparing a diverse body of students for life-long careers as leaders and contributing professionals
- Delivering influential research and publications
- Enhancing the world of business practice and serving as a resource for regional economic development

## **Accreditation**

The University of Toledo College of Business and Innovation has two undergraduate programs fully accredited at the undergraduate level by The Association to Advance Collegiate Schools of Business (AACSB International). These include the bachelor of business administration (BBA) and the bachelor of science in information technology (BSIT). In addition, the graduate programs are accredited by the AACSB.

## **Degrees Offered**

### **Bachelor of Business Administration**

The [Bachelor of Business Administration \(BBA\) undergraduate curriculum](#) includes a broad liberal arts background, a general core of business courses, and a specific area of specialization.

- Accounting
- Electronic Commerce
- Entrepreneurship, Family, & Small Business
- Finance
- Financial Services
- General Management
- Human Resource Management
- Information Systems
- International Business
- Marketing
- Operations Management / Supply Chain Management
- Organizational Leadership and Management
- Professional Sales



### **Bachelor of Science in Information Technology (BSIT)**

The Bachelor of Science in Information Technology (BSIT) program is offered jointly by the College of Engineering and the College of Business and innovation. The BSIT program features a hands-on education leading to careers in the management of the technology infrastructure of organizations of all types and sizes. The program specifically focuses on the technology side of information technology and emphasizes interfacing technologies and the management of technologies. The curriculum covers the operational support and administration of diverse computing systems and the integration of existing technologies, components and products. The program will provide students with a breadth of skills in the core information technologies including programming, computer hardware and networking, databases and Web technologies in order to prepare students for positions as information technologists providing operational and infrastructure support for computer and information systems in business, manufacturing, and institutional organizations.

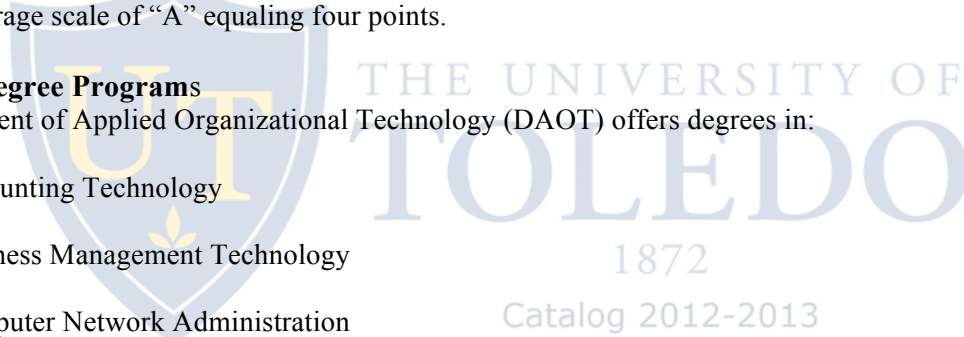
### **Bachelor of Applied Organizational Technology (BAOT)**

All transfer students must have a minimum GPA of 2.25 and have completed a technical associate degree to be accepted into the College of Business and Innovation for the bachelor of applied organizational technology. Transfer students' admission will be determined by the higher education (HEd) grade point average. The HEd GPA is based on all letter grades attained at all institutions of higher learning and uses the point average scale of "A" equaling four points.

### **Associate Degree Programs**

The Department of Applied Organizational Technology (DAOT) offers degrees in:

- Accounting Technology
- Business Management Technology
- Computer Network Administration
- Computer Software Specialist
- Graphic Design/Digital Imaging and Web Design (Technical Studies options)
- Health Information Technology (pending approval)
- Information Services and Support
- Intermodal Transportation Technology
- Pre-Business (2+2 with BBA)
- Programming and Software Development
- Technical Studies - General



# Admission Policies

## General Requirements

### **Bachelor of Business Administration (BBA)**

To be admitted to the bachelor of business administration program (BBA) at The University of Toledo, students need a minimum 2.80 cumulative high school grade point average (GPA) **or** a minimum 25 ACT composite or 1150 SAT composite. Students who do not qualify for direct admission into the College of Business and Innovation BBA may be admitted to the associate of arts, AA, pre-business degree program. The AA PREB program is a 2+2 program with the bachelor of business administration degree, but students may move into the BBA program any time after they have earned a 2.4 UT GPA.

### **Bachelor of Science in Information Technology (BSIT)**

To be admitted to the bachelor of science in information technology program (BSIT) at The University of Toledo, students need a minimum 2.4 cumulative high school grade point average (GPA) and a minimum 21 ACT composite or 980 SAT.

### **Bachelor of Applied Organizational Technology (BAOT)**

Students must have an earned technical associate degree and a minimum GPA of 2.25 to be admitted to the bachelor of applied organizational technology at The University of Toledo. Transfer students' admission will be determined by the higher education (HEd) grade point average. The HEd GPA is based on all letter grades attained at all institutions of higher learning and uses the point average scale of "A" equaling four points.

### **Associate Degree Programs**

To be admitted to an associate degree program in the College of Business and Innovation at The University of Toledo, students need a minimum 2.00 cumulative high school grade point average (GPA) **or** a minimum 18 ACT composite or 870 SAT composite. Students who do not qualify for admission to the College of Business and Innovation will be admitted to the University of Toledo Learning Collaborative and may transfer to the College of Business and Innovation when the minimum requirements are met.

### **Admission to Divisions - BBA**

The qualifications for admission to the undergraduate degree program and to the upper division, the prerequisites for courses, and all other requirements apply equally to full-time, part-time and transfer students. For purposes of internal admissions, the College of Business and Innovation has the following divisions:

- 1. The Lower Division** – Students admitted to the BBA enter this division upon admission to the University and to the college. In the lower division, students complete the pre-professional business and University Core/General Education Classes.
- 2. The Upper Division** – Undergraduate students in the BBA apply for admittance to the upper division also known as the professional division or sequence when their earned hours plus their registered hours total at least 60 hours. In addition to the 60 hours, a student must have earned a minimum GPA of 2.25 in the following courses: BUAD 1010, 1020, 2040, 2050, 2060, 2070 and 2080; as well as an overall minimum GPA of 2.25. A student not meeting the overall standards but

with a cumulative GPA of 2.0 upon appeal, will be reviewed by the college admission committee for admission to the upper division on an individual basis. Students may officially declare their major or area of specialization when applying to the upper division.

Students wishing to major in accounting have additional requirements which must be met to enter this major/area of specialization. To be admitted to the accounting area of specialization and to register for ACCT 3100, students must earn a minimum GPA of 2.50 in the introductory-level college accounting courses, including a grade of C (2.0) or higher in both BUAD 2040 and 2050 or equivalent courses, and an overall higher education minimum GPA of 2.50 in all prior college level courses. Any appeals are reviewed by the Accounting Department.

### **Transfer /Change of College Admission Requirement**

All transfer students must have a minimum GPA of 2.40 to be accepted into the College of Business and Innovation to pursue a Bachelor of Business Administration (BBA) or a Bachelor of Science in Information Technology (BSIT), a minimum GPA of 2.25 to pursue a Bachelor of Applied Organizational Technology (BAOT) and a minimum 2.00 GPA to pursue any associate degree in the College of Business. Transfer students' admission will be determined by the higher education (HE) grade point average. The HE GPA is based on all letter grades attained at all institutions of higher learning and uses the point average scale of an equaling four points.

The admission of students wishing to change from another college within The University of Toledo to the College of Business and Innovation to pursue a Bachelor in Business Administration or a Bachelor of Science in Information Technology must have a minimum 2.40 GPA based on their current UT cumulative GPA. To pursue any associate degree in the College of Business, a student must have a minimum 2.00 GPA based on their current UT cumulative GPA.

### **Transfer /Change of College Degree Requirements**

All College of Business and Innovation degree requirements are the same for students whether or not they begin at UT or transfer into a program at some point.

Transfer courses will be evaluated by the College of Business and Innovation after the student has submitted official transcripts from all colleges/universities attended and has been accepted by the college. The student must complete the evaluation process before the end of the first term of attendance at UT.

For purposes of determining the UT GPA, grades from another institution do not transfer. The GPA will be based on the course work taken while enrolled in The University of Toledo. For students transferring into the College of Business and Innovation from another college within The University of Toledo, all undergraduate hours attempted and earned, as well as the GPA, will transfer. To qualify for the bachelor of business administration degree, students must fulfill all College of Business and Innovation course and grade requirements.

Transfer students should note The University of Toledo will include all course work taken at all institutions of higher education in the calculation to determine if a student will graduate with honors. All college course work taken is computed in determining eligibility for graduation with honors, although no student will be awarded a level of honors above that indicated by The University of

Toledo cumulative GPA. The University of Toledo requires a minimum of 30 semester hours of standard letter-graded courses from UT in order to qualify for graduation with honors.

Students must complete at least 50% of all business courses, as well as 50% of major/area of specialization courses and 50% of business minor courses at the University of Toledo.

### **Evaluation of Courses**

The College of Business and Innovation Office of Student Retention and Academic Success (OSRAS) will complete the evaluations based on course equivalencies determined by the appropriate academic unit. In many cases, courses from other universities/colleges have been pre-approved for equivalency and will transfer with confirmation. Equivalent courses from AACSB-accredited schools automatically transfer. When automatic transfer does not exist, it may be possible for a student to obtain course equivalency by petitioning to take a proficiency exam to validate the credit. Students should provide a course syllabus and/or any additional documentation with the petition. Students should contact the [OSRAS](#) for additional information.

### **U Select**

U Select is a statewide Web-based transfer information system supported by the Ohio Board of Regents. U Select shows course equivalencies between public and private two-year and four-year colleges and universities, along with college degree requirements.

### **Testing for Credit**

In the College of Business and Innovation, there are two distinct areas of testing for credit related to COBI courses – (1) testing to validate transfer or native coursework that was not applied at the desired level of credit based on accreditation or other issues for credit and (2) testing based on knowledge earned outside the classroom as defined by the university policy on credit for prior learning.

Students who have transfer or native credit that was not initially accepted for course credit or course credit at the desired level, possibly based on accreditation issues, may pursue testing for credit based on departmental approval and test availability to hopefully validate their transfer credit to the desired level. In many departments, testing for credit is only allowed for COBI CORE courses designated by a “BUAD/Business Administration” prefix. A maximum of 50% of major or minor courses as well as 50% of all business courses may be taken as transfer credit. Some departments/majors have transfer agreements in place with other Universities that set additional conditions or procedures which supersede this general college policy.

Students who feel they have significant knowledge in a COBI CORE subject area may pursue a “testing for credit” option through university procedures\*. COBI CORE subject areas are limited to BUAD courses and are not major specific. Please see the Credit By Exam Form located on the Registrar’s Office website for additional information: <http://www.utoledo.edu/offices/registrar/forms.html>

There are no fees associated with the validation of transfer course credit, but university fees do apply for other testing options. **All COBI testing procedures** are coordinated through the specific department chairs, the Office of Student Retention and Academic Success and the Dean’s Office. Any test for a course may only be attempted once.

\*This policy is currently under review by the college to consider testing for credit in major/minor courses outside the COBI CORE /BUAD area. Courses in the AOT department are currently not subject to these limitations and are open to any testing procedures as approved by the university.

## **College of Business and Innovation Honors Program**

### **College Honors**

The COBI Honors Program is an opportunity for students of high ability and achievement to enrich their regular program of college work. Admission is based on grades, scores on achievement tests and an essay. The College of Business and Innovation's Honors Program is offered as part of the University Honors College. Students take honors courses in the Honors College, as well as in the College of Business and Innovation. Enrollment in honors courses is limited. Up to 30 freshman students are admitted each fall to a program leading to receipt of the College of Business and Innovation honors citation upon graduation.

### **Departmental Honors**

Currently enrolled University of Toledo students and transfer students may apply during their last semester in the college's lower division for admission to the College of Business and Innovation departmental Honors Program if they have completed at least 45 semester hours of college work and have earned a minimum GPA of 3.3 (4.0 scale). Students are admitted to the departmental honors program on a space-available basis.

### **Program Requirements**

#### **College of Business and Innovation College Honors Program**

To be eligible for the College of Business and Innovation Honors Program citation, a student must:

1. Fulfill all requirements for an approved degree program within the college with a minimum overall GPA of 3.3.
2. Complete a minimum of 33 hours of honors courses, which must include the courses listed below.
3. If a student already has non-Honors credit for a required course, another honors course will be substituted.

#### **Lower Division Courses:**

BUAD 1010 Introduction to Business  
BUAD 2040 Financial Accounting Information  
HON 1010 Readings Conference I  
HON 1020 Readings Conference II  
HON 2020 Multicultural Literatures: The North American Experience

**Or**

HON 2030 Multicultural Literatures: The Non-European World

#### **Upper Division Courses:**

BUAD 3010 Principles of Marketing  
BUAD 3020 Principles of Manufacturing and Service Systems  
BUAD 3030 Managerial and Behavioral Processes in Organizations



BUAD 3040 Principles of Financial Management  
BUAD 4020 Senior Business Policy Forum - Honors Thesis

Plus a minimum of three hours earned by successful completion of one upper-division interdisciplinary seminar offered through the University Honors College.

### **College of Business and Innovation Departmental Honors Program**

To be eligible for the College of Business and Innovation departmental Honors Program citation, a student must:

1. Fulfill all requirements for an approved degree program within the college with a minimum overall GPA of 3.3.

2. Complete a minimum of 15 hours of honors courses that must include the following:

#### **Upper Division Courses:**

BUAD 3010 Principles of Marketing  
BUAD 3020 Principles of Manufacturing and Service Systems  
BUAD 3030 Managerial and Behavioral Processes in Organizations  
BUAD 3040 Principles of Financial Management  
BUAD 4020 Senior Business Policy Forum-Honors Thesis

3. If a student already has non-Honors credit for a required course, another honors course will be substituted.

#### **Honors Retention Standards**

To remain in good standing in the College of Business and Innovation Honors Program, a student must earn a minimum overall GPA of 3.0 by the end of the first year (typically at least 30 hours), 3.1 by the end of the second year (typically at least 60 hours), and 3.2 by the end of the third year (typically at least 90 hours), and make satisfactory progress toward fulfillment of the requirements for a degree “with honors” in the college.

## Study Abroad Opportunities for Business Majors

Participation in Study Abroad allows our students to gain hands-on, practical global experience for today's global marketplace. The University of Toledo has partnered with various consortia to include USAC (University Study Abroad Consortium) ISA (International Studies Abroad) GlobaLinks Learning Abroad – AustraLearn / AsiaLearn / EuroLearn, and Semester at Sea. These partnerships allow UT students the opportunity to study at top-ranked, international universities throughout the world. A few of our most popular sites include: Torino Italy, Bilbao Spain, Gold Coast Australia, Copenhagen Denmark, Shanghai China, Luneburg Germany, and Puntarenas Costa Rica.

All College of Business and Innovation students, regardless of their intended major(s), are strongly encouraged to study abroad throughout their undergraduate degree program. Study abroad programs assist students in the development of academic, intellectual, personal, professional, and cross-cultural skills. Students may choose to study abroad over a traditional fall or spring semester, over non-traditional, intensive summer sessions, or throughout the full academic year. Students typically enroll in a combination of upper-level business courses and core curricular courses (taught in English). Elementary, intermediate, and upper-level foreign language tracks are also available; multiple courses may be completed in only one semester (particular programs determine language requirements). Foreign language proficiency prepares students for international internship opportunities.

Additionally, the College of Business and Innovation offers 10-day, faculty-led, international intensive immersion trips to Eastern Europe, Western Europe, and Asia throughout the academic year (to include summer semester). Intensive immersion opportunities vary from year to year.

COBI students will meet with the COBI Study Abroad Specialist who works in conjunction with the Director of OSRAS and department chairs to identify which study abroad courses will transfer into their specific degree program.

Please note that current students are also eligible to receive a free travel grant from The University of Toledo's Office of Academic Engagement. For more information on any of the aforementioned programs, contact the College of Business and Innovation Study Abroad Specialist at [deborah.krohn@utoledo.edu](mailto:deborah.krohn@utoledo.edu) or the OSRAS at 419-530-2087 for a referral. Please note that early preparation (first-year planning) is imperative to successful study abroad opportunities!

## Academic Policies

### Academic Advising

Students receive advising concerning their academic program from the college professional advisers located in the Office of Student Retention and Academic Success in Stranahan Hall North Room 3130. Students may self-select which of the COBI advisers to work with or the office will make recommendations based on need and adviser level of expertise. Advisers are cross-trained in a variety of areas so that someone is always available to answer specific questions. Appointments and walk-in hours are available throughout the year. Students may also email general questions to the staff through [COBIadvising@utoledo.edu](mailto:COBIadvising@utoledo.edu). Degree audits (DARS) are available in the office and online through Student Self-Service through the myUT portal.

Although advisers assist students as needed, *the final responsibility for fulfilling all degree requirements rests with the student.*

### Declaring or Changing a Major and/or Minor

Forms for declaring or changing a college major and/or minor are available in the Office of Student Retention and Academic Success or online at [www.utoledo.edu/business](http://www.utoledo.edu/business).

### GPA Recalculation for Repeated Courses

Effective fall 2006, if a student repeats a UT course and receives a higher grade, a request to delete the original grade, as long as the original course grade was lower, can be made. Prior to fall 2006, if a student repeats a UT course and receives a grade of C (2.0) or higher, a request to delete the original grade, as long as the original course grade was a C- or lower, can be made. The request form is available in the Student Services Center. If the original grade was earned because of cheating or academic dishonesty, it will not be deleted. A maximum of 12 credit hours can be deleted by university policy.

### Academic Probation

When a student's cumulative GPA falls below 2.0, the student is automatically placed on probation. Students are recommended to reduce their enrolled hours and meet with an adviser to develop a plan of action to improve their GPA.

### Academic Suspension

Academic suspension means a student is not eligible to enroll in courses from The University of Toledo or any other college/university for a minimum period of one semester. A student is subject to academic suspension if he/she falls below the minimum requirements or fails to make sufficient progress toward attainment of the degree. No course work taken at any other educational institution during the student's suspension shall be accepted as transfer credit. However, students may remove incompletes while under suspension.

University standards for required minimum GPA associated with attempted quality hours

- Minimum 1.00 GPA, after attempting 10-19 semester hours
- Minimum 1.50 GPA, after attempting 20-29 semester hours
- Minimum 1.70 GPA, after attempting 30-39 semester hours
- Minimum 1.80 GPA, after attempting 40-49 semester hours
- Minimum 1.90 GPA, after attempting 50-59 semester hours

- Minimum 2.00 GPA, after attempting 60 semester hours

### **Readmission**

Suspended students cannot enroll at UT for at least one semester. A suspended student must submit an appeal in writing for readmission to the College of Business and Innovation Academic Standards Committee at [COBIadvising@utoledo.edu](mailto:COBIadvising@utoledo.edu). Students suspended for a second time cannot enroll at UT for at least one year. Appeals must be received at least one month prior to the beginning of the academic term.

### **Code of Student Academic Conduct and Student Academic Grievance Procedure**

Issues related to charges of student academic misconduct or disputes as to final course grades, and the procedures for resolving such issues are set forth by the specific language of the Code of Student Academic Conduct and the procedures for resolution of such issues in the Student Academic Grievance Procedure. Procedural guidelines may be located on the college's Web site at [www.business.utoledo.edu](http://www.business.utoledo.edu).

### **Degree Audit Requirement (DARS)**

The Degree Audit Reporting System is an automated record that contains all of a student's graduation requirements and tracks that student's progress toward meeting those requirements. Degree audits are available to students upon request from the Office of Student Retention and Academic Success and online through the myUT portal Student Self-Service. Students are encouraged to keep current degree audits for their personal use and to discuss their degree audits with their academic advisers.

## **Degree Requirements for the Bachelor of Business Administration (B.B.A.)**

### **Grade and Hour Requirements**

In order to earn a B.B.A. degree, students must complete a minimum of 126 hours of course work, with a minimum cumulative 2.0 GPA on a 4.0 scale. All General Education/University Core, lower division and upper division requirements must be satisfied. Students must earn a minimum of a C (2.0) grade in each course in the major/area of specialization, in COMM 3880, and in each course in a business minor (if one is completed). The departmental chair has the prerogative of substituting an additional course in the area of specialization or minor, rather than requiring the student to repeat the course in which a grade below C was received. The student must earn a C or higher in the substituted course for it to satisfy the requirements of the specialization or minor.

### **Lower Division Curricular Requirements**

Students earning bachelor degrees in all colleges and programs are required to complete 36 credit hours of courses that comprise the General Education/University Core Curriculum. The courses are distributed in the areas of English composition, humanities/fine arts, social sciences, natural sciences, mathematics and multicultural studies.

Lower Division courses that each student is required to take in the College of Business and Innovation, regardless of area of specialization, are identified below. Students must earn a minimum 2.25 GPA in the subset courses (\*) to meet graduation requirements.

BUAD 1000	Orientation for Business Students
BUAD 1010	Introduction to Business (*)
BUAD 1020	Microcomputer Applications (*)
BUAD 2000	Career Development I
BUAD 2040	Financial Accounting Information (*)
BUAD 2050	Accounting for Business Decision Making (*)
BUAD 2060	Data Analysis for Business (*)
BUAD 2070	Application of Statistics in Business Decision Making (*)
BUAD 2080	Global Environment of Business (*)

### Upper Division Curricular Requirements

All students must make formal application for admission to the upper division one semester before the semester in which they earn 60 hours.

The core junior and senior years of the curriculum consist of the following upper division business requirements, an area of specialization, and a minor or business elective courses and COMM 3880. Students must earn a minimum 2.25 GPA in the subset courses (\*) to meet graduation requirements. Students must also earn a grade of “C” (2.00) or higher in all major and minor courses as well as COMM 3880.

BUAD 3000	Career Development II
BUAD 3010	Principles of Marketing (*)
BUAD 3020	Principles of Manufacturing and Service Systems (*)
BUAD 3030	Managerial and Behavioral Processes in Organizations (*)
BUAD 3040	Principles of Financial Management (*)
BUAD 3050	Information Technology Management (*)
BUAD 3470	Legal and Ethical Environment of Business (*)
BUAD 4020	Senior Business Policy Forum (*)
COMM 3880	Professional Business Communication

#### The University of Toledo College of Business and Innovation

Generic BBA Degree Requirements Beginning With MATH 1730

#### Sample Full-Time Plan of Study

		Fall Semester				Spring Semester			
Freshman	Year	BUAD	1000	Orientation	1	BUAD	1020	Micro-Computer Applications	3
		BUAD	1010	Intro. To Business	3	ENGL	2960	Organizational Report Writing	3
		ENGL	1110	College Composition 1	3	ECON	1200	Intro to Micro Economics	3
		Math	1730	Calculus w/ Apps to Bus. And Fin.	5	*		Natural Science Lecture	3
		ECON	1150	Intro to Macro Economics	3	*		Natural Science Lab	1
							*		Humanities
<b>Total Hours</b>					<b>15</b>	<b>Total Hours</b>			<b>16</b>
Sophomore	Year	BUAD	2060	Data Analysis for Business	3	BUAD	2050	Accounting for Decision Making	3
		BUAD	2040	Financial Accounting Info	3	BUAD	2070	Applications of Statistics	3
		BUAD	2000	Career Development I	1	BUAD	2080	Global Environment of Business	3
		*		Social Science	3	*		Multicultural U.S. Diversity	3
		*		Natural Science Lecture	3	*		General Education/Elective	3
		*		Humanities	3	*		Elective	1

		<b>Total Hours</b>			<b>Total Hours</b>				
		<b>16</b>			<b>16</b>				
Junior	Year	BUAD	3010	Principles of Marketing	3	BUAD	3470	Legal Environment of Business	3
		BUAD	3020	Principles of Manuf-Service Systems	3			Major /Area of Specialization	3
		BUAD	3030	Managerial and Behav. Processes	3			Major /Area of Specialization	3
		BUAD	3040	Principles of Financial Mgmt.	3			Minor/ Business Elective	3
		BUAD	3050	Information Technology Mgmt.	3	Comm	3880	Prof. Business Communication	3
		BUAD	3000	Career Development II	1			Elective	1
		<b>Total Hours</b>			<b>Total Hours</b>				
		<b>16</b>			<b>16</b>				
Senior	Year			Major /Area of Specialization	3			Major /Area of Specialization	3
				Major /Area of Specialization	3			Major /Area of Specialization	3
				Major /Area of Specialization	3			Minor/ Business Elective	3
				Minor/ Business Elective	3	BUAD	4020	Senior Business Policy	3
		*		Multicultural Non Western	3			Elective	3
				Elective	1				
		<b>Total Hours</b>			<b>Total Hours</b>				
		<b>16</b>			<b>15</b>				

Notes: \* Select from approved General Education/University Core course work, see Degree Audit for course selections.

Sample plans beginning with Math 1200 or Math 1320, possible prerequisites to Math 1730 based on placement, may be found on the COBI homepage. These plans may still be completed within the minimum 126 credit hours required for the BBA.

Requirements for areas of specialization and minors are identified by functional area in the following pages. Students in the College of Business and Innovation wishing to pursue a second area of specialization can count up to two relevant courses (6 hours) taken in their first specialization toward a second specialization. Relevance of the courses is at the discretion of the two departments. Such a program may require taking more than the minimum of 126 hours for the B.B.A. degree.

### Residence Requirement

To earn a degree from the College of Business and Innovation, a student must complete at least 50 percent of business credits from the college as well as 50 percent of their major and minor course work. The senior year (final 30 semester hours) in the baccalaureate program must be taken in residence at UT by all business students. Under certain circumstances, appeals to this rule are approved for up to 15 semester hours.

### Additional Degrees / Course work

While students may return to complete additional course work or degrees after an initial bachelor degree is awarded, a second BBA will not be awarded if the initial degree was also a BBA or an equivalent degree in Business.

### Class Ranks

In the College of Business and Innovation, class rank is determined as follows:

<b>Rank</b>	<b>Hours Earned</b>
Freshman	0-29.99
Sophomore	30-59.99
Junior	60-89.99

Senior 90+

## **Programs of Study - BBA**

### **Areas of Specialization / Majors**

Students must take a minimum of 10 courses between their area of specialization/major and either a business minor, second specialization or other 3000/4000 level business electives. Courses in the area of specialization may consist of required and or elective courses and an internship opportunity. Students should consult their degree audit for specific degree and major requirements.

### **Accounting**

#### ***Donald Saftner, adviser***

The department of accounting offers courses in the areas of financial accounting, management accounting, auditing, accounting systems and taxation. Completion of an accounting area of specialization leads to professional careers in public accounting, business and government and begins the preparation for the Certified Public Accountant (CPA), Certified Management Accountant (CMA) and Certified Internal Auditor (CIA) examinations.

The specialization in accounting is designed to enable students to advance more rapidly to positions of responsibility and leadership in their chosen fields. In the state of Ohio, all candidates taking the CPA exam must have completed 150 credit hours. Accounting career fields other than public accounting have not adopted the 150-hour requirement. Students should discuss additional CPA requirements with their Accounting faculty members.

The department of accounting offers a graduate degree, the MS in Accounting, that can be pursued after completion of the bachelor's degree.

### **Program Requirements**

No junior-level accounting courses may be attempted until a student is admitted to the upper division and the Accounting major by the College of Business and Innovation.

#### **Required Course: 18 hours**

ACCT 3100 Financial Accounting & Systems  
ACCT 3110 External Financial Reporting I  
ACCT 3210 Individual Taxation  
ACCT 3310 Accounting Information Systems and Controls  
ACCT 4120 External Financial Reporting II  
ACCT 4310 Internal Reporting

#### **Electives: Choose one of the following - 3 hours:**

ACCT 4130 External Financial Reporting III  
ACCT 4410 Government and Not-For-Profit Accounting  
ACCT 4420 Auditing

Students wishing to register for ACCT 3100 must meet the following prerequisites: a GPA of 2.50 or better in all introductory level college accounting courses, including a grade of C (2.0) or higher in BUAD 2040 and 2050 or equivalent courses, and an overall higher education GPA of 2.50 or higher in all prior college-level courses. A permit must be entered to allow a student to register for ACCT

3100.

## **Electronic Commerce**

*Thuong Le, adviser*

The electronic commerce (e-commerce) specialization provides students with the managerial and technical skills for successful careers in the Internet economy. E-commerce competencies are essential for business professionals in fields such as marketing, financial services, international business, purchasing, information systems, operations management and professional sales.

### **Program Requirements**

#### **Required Courses: 12 hours**

EBUS 3090 E-Commerce and the Networked Economy  
EBUS 3180 Web Design for Business Communication  
EBUS 4040 E-Commerce Intelligence Management  
EBUS 4150 E-Commerce Business Models & Project Management

#### **Electives – Choose one of the following career tracks: 6 hours**

##### **Information Technology for Electronic Commerce**

Any 2 - 3000-4000 level INFS electives

**Or**

##### **Electronic Commerce Business Applications**

MKTG 3280 Internet Marketing

(required in this career track)

and either

MKTG 3260 Global Framework for E-commerce

or

FINA 4090 Financial Markets and Institution

And for both career tracks:

MKTG 4940, Internship, or 3000/4000 level business elective as the 7<sup>th</sup> course in the major requirement.

## **Entrepreneurship, Family, & Small Business**

*Sonny Ariss, advisor*

### **Program Requirements**

#### **Required Courses: 18 hours**

EFSB 3590 Entrepreneurship and Small Business Management  
EFSB 4010 Growing Family and Entrepreneurial Businesses  
EFSB 3480 Entrepreneurial Finance  
BLAW 3570 Laws of Structuring and Operating a Business  
PSLS 3440 Professional Sales  
FINA 3480 Investments *or*  
EFSB 4690 Innovation and Technology Commercialization

Also EFSB 4940, Internship, or 3000/40000 level business elective as the 7<sup>th</sup> course in the major requirement.

## **Finance**





***FINA departmental adviser***

For this area of specialization, students must earn a grade of C (2.0) or higher in BUAD 3040 and complete a total of 21 hours, consisting of four required courses (12 hours) beyond BUAD 3040, and three finance electives (9 hours).

**Program Requirements**

**Required Courses: 12 hours**

- FINA 3480 Investments
- FINA 4080 Intermediate Corporate Finance
- FINA 4090 Financial Markets and Institutions
- FINA 4670 Advanced Financial Management

**Electives: 9 hours**

Any three finance electives with the **exception** of FINA 2000, 3060, 4610 and 4880.

**Financial Services**

***FINA departmental adviser***

**Program Requirements**

**Required Courses: 15 hours**

1 course from:

- FINA 3600 Risk Management, or
- FINA 3610 Life and Health Insurance, or
- FINA 4890 Financial and Estate Planning

1 course from:

- FINA 3660 Real Estate Principles, Practices and Finance, **or**
  - FINA 3670 Real Estate Valuation, **or**
  - FINA 3680 Real Estate Law, Insurance and Taxes
- and
- FINA 3480 Investments
  - FINA 4090 Financial Markets and Institutions
  - PSLS 3440 Professional Sales

**Electives: Select two courses not used as required courses above - from the following – 6 hours**

- FINA 3600    FINA 3660    FINA 3680    FINA 4870
- FINA 4940    FINA 3610    FINA 3670    FINA 4100
- FINA 4890    FINA 4480    FINA 3080(BANS 3060)    FINA 3070(BANS 3070)

**General Management**

***Sonny Ariss, adviser***

This area is designed to be more of a General Business option for students possibly interested in completing their degree. Students seeking the complete array of course work in an **intense** Management curriculum should select the Organizational Leadership and Management area of specialization/major listed later in this section.



## Program Requirements

### Required Departmental Courses: 12 hours

Select four courses from with a maximum two courses from each alpha code:

BLAW 3550	Legal and Safety Compliance
BLAW 3570	The Laws of Structuring and Operating a Business
BLAW 3670	International Business Law
BLAW 4570	Legal and Ethical Aspects of Managing Innovation and Technology
BLAW 4580	Detection and Prevention of Deceptive Business Practices
EFSB 3590	Entrepreneurship and Small Business Management
EFSB 4010	Growing Family and Entrepreneurial Businesses
EFSB 3480	Entrepreneurial Finance
EFSB 4690	Innovation and Technology Commercialization
HURM 3220	Human Resource Management
HURM 3630	Conflict Management: Mediation and Negotiations
HURM 4640	Benefits, Health and Wellness
HURM 4650	Compensation
HURM 4660	Planning, Selection & Recruitment
HURM 4710	Training and Evaluation
MGMT 3770	Ethics in Leadership and Management
MGMT 4210	Leading and Managing Organizational Improvement
MGMT 4250	Performance Management for Individuals and Teams
MGMT 4330	Organizational Leadership and Management Practicum
MGMT 4780	Leadership & Managerial Competencies
MGMT 4940	Management Internship

### Electives: choose three additional courses from the following – 9 hours

Any 3000/4000 Business level courses not used in a major or minor from:

ACCT	BANS	BLAW	EBUS	EFSB
FINA	HURM	IBUS	INFS	MGMT
MKTG	OPMT	PSLS		

## Human Resource Management

*Sonny Ariss, adviser*

Human resource management is designed to prepare candidates to assume positions as human resource practitioners in domestic and international business organizations, hospitals, nonprofit organizations, and local, state and federal government agencies.

### Program Requirements

#### Required Courses: 21 hours

BLAW 3550	Legal and Safety Compliance
HURM 3220	Human Resource Management
HURM 3630	Conflict Management: Mediation and Negotiations
HURM 4640	Benefits, Health and Wellness
HURM 4650	Compensation
HURM 4660	Planning, Selection & Recruitment
HURM 4710	Training and Evaluation

## Information Systems

*T.S. Ragu-Nathan, adviser*

Information systems provides the student with the managerial and technical skills required to enter the challenging and dynamic field of computers and information systems. The student acquires knowledge involving a variety of topics, including widely used business programming languages, the design and implementation of management information systems, networking and communications, the managerial aspects of system development and the latest technological developments in database management, computer software and information technology. The proposed changes to the major recommend that student double major within the College of Business and select another functional area in addition to Information Systems. The additional non-INFS elective course work will allow students to double count those courses between the two majors.

### Program Requirements

#### Required Courses: 12 hours

INFS 3380 Web Application Development I  
INFS 3770 Data Base Management Systems  
INFS 4510 Systems Analysis & Design  
INFS 3980 Contemporary Topics (Functional Information Systems)

#### Electives: choose two from the following – 6 hours

INFS 3150 INFS 3160 INFS 3240 INFS 3250 INFS 3370 INFS 3780  
INFS 3980 INFS 4300 INFS 4320 INFS 4620 INFS 4810

Elective options for double majors only:

FINA 4080 FINA 4670 MKTG 3880 MKTG 4130 PSLS 3080 PSLS 3450  
ACCT 3310 ACCT 4310 OPMT 3340 OPMT 3610

Also INFS 4940, Internship, or and 3000/4000 level business elective as the 7<sup>th</sup> course in the major requirement.

## International Business

*Thomas Sharkey and Sam Okoroafo, advisers*

The international business area of specialization plays a key role in preparing future business managers for today's dynamic global marketplace. The program provides training for careers in small, mid-sized and large companies and government and international agencies with a global orientation, particularly multinational corporations, export-import firms, banks, transportation and logistics firms, and government and international agencies involved in international trade, finance and economic development.

### Program Requirements

#### Required Courses: 12 hours

FINA 3500 International Finance  
IBUS 3600 International Management  
IBUS 4360 Global Business Strategies  
MKTG 3140 International Marketing

#### Electives: Select any two – 6 hours

BLAW 3670	International Business Law
IBUS 4490	Global Management Systems
IBUS 3150	Understanding Cultural Differences for Business
IBUS 4180	North American Business Practice
MKTG 3260	Global Framework for E-Commerce
MKTG 4220	International Sourcing, Logistics and Transportation

Other courses subject to approval as electives, including study abroad courses and IBUS 4100.

Plus IBUS 4940 or 3000/4000 level business elective as the 7<sup>th</sup> course in the major requirement.

### **Foreign Language Requirements for International Business Area of Specialization**

Students with an area of specialization in international business must demonstrate foreign language proficiency by satisfying one of the following requirements:

- a) Completing four years of one foreign language in high school with a grade of B or higher in each course; or
- b) Completing a university-level fourth semester (2150 or Intermediate II) foreign language course; or
- c) Have a proficiency in a native language other than English.

### **Marketing**

**Anthony Koh, adviser**

The marketing specialization provides the student with the skills to make decisions about product design and quality, pricing, channels of distribution, advertising and personal selling in ways that enhance consumer satisfaction and further the goals of the organization. The student learns to approach problems with a clear understanding of the relationship between marketing and other business functions.

### **Program Requirements**

**Required Courses: 9 hours (3 courses)**

MKTG 3850	Buyer Behavior and Relationship Marketing
MKTG 3880	Marketing Research & Data-Based Management
MKTG 4130	Marketing Analysis & Decision Making

**Electives: Select 6 hours (2 courses) from module I and and an additional 6 hours (2 courses) from either module 1 or module II to equal 12 hours (4 courses)**

*Module I:*

MKTG 3140	International Marketing
MKTG 3280	Internet Marketing
MKTG 3690	Principles of Marketing Communication
MKTG 4540	Business Marketing
MKTG 4940	Internship
PSLS 3440	Professional Sales

*Module II:*

MKTG 3130	Supply Chain Management
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MKTG 3260	Global Framework for E-Commerce
MKTG 3870	Advertising Strategy
MKTG 3910	Direct Marketing
MKTG 4110	Sports Marketing
MKTG 4120	Marketing Channels Management
MKTG 4220	International Sourcing, Logistics & Transportation
MKTG 4520	Advanced Market Analysis
MKTG 4570	Product & Pricing Management
MKTG 4980	Special Topics
MKTG 4990	Independent Study
PSLS 3080	Purchasing & Business Relationship Mgmt
PSLS 4710	Sales Force Leadership

## **Operations / Supply Chain Management**

*Paul Hong, adviser*

Operations & Supply Chain Management is designed for students who are interested in the revitalization and enhancing the competitiveness of America's industrial base or who want to pursue careers in the rapidly expanding service sector. Students select either the Operations or Supply Chain track. In operations management, students acquire the knowledge and skills to manage people and resources. Students are given a broad overview of operations from product design, process selection, TQM, production planning and scheduling. In supply chain management, the emphasis will lie in sourcing, industrial marketing, logistics, transportation, quality, information systems, emerging practices in supply chain management and e-commerce. A student cannot have areas of specializations in operations management and supply chain management.

### **Program Requirements**

#### **Operations Mgmt Required Courses: 18 hours**

OPMT 3340	Quality Management
OPMT 3610	Production Planning and Control
OPMT 3660	Materials Management and Purchasing
MKTG 4220	International Sourcing, Logistics, and Transportation
OPMT 4420	Service Operations Management
OPMT 4760	Simulation Modeling and Analysis of Manufacturing/Service Systems

Plus OPMT 4940 or 3000/4000 level business elective as the 7<sup>th</sup> course in the major requirement.

#### **Supply Chain Mgmt Required Courses: 18 hours**

OPMT 3340	Quality Management
OPMT 3610	Production Planning and Control
OPMT 3660	Materials Management and Purchasing
MKTG 4220	International Sourcing, Logistics, and Transportation
MKTG 3130	Supply Chain Management
EBUS 3090	E-Commerce and the Networked Economy

Plus OPMT 4940 or 3000/4000 level business elective as the 7<sup>th</sup> course in the major requirement.

## **Organizational Leadership and Management**

***Sonny Ariss, adviser***

The area of specialization in organizational leadership and management prepares students to enter a variety of organizations, both for profit and not-for-profit. Graduates of this program receive assessment and training in a number of areas that are crucial to a manager's success – planning, ethical decision-making, interpersonal skills, team-building, performance development and evaluation, conflict management, motivation and leading change.

**Program Requirements**

**Complete the following courses: 21 hours**

- HURM 3220 Human Resource Management
- HURM 3630 Conflict Management: Mediation and Negotiations
- MGMT 3770 Ethics in Leadership and Management
- MGMT 4210 Leading and Managing Organizational Improvement
- MGMT 4250 Performance Management for Individuals and Teams
- MGMT 4330 Organizational Leadership and Management Practicum
- MGMT 4780 Leadership & Managerial Competencies

**Professional Sales**

***Ellen Pullins, adviser***

The professional sales area of specialization prepares students for distinguished careers in business-to-business selling.

**Program Requirements**

**Required professional sales and business courses: 21 hours**

- MKTG 4540 Business Marketing
- PSLS 3080 Purchasing & Business Relationship Management
- PSLS 3440 Professional Sales
- PSLS 3450 Account & Territory Management
- PSLS 4710 Sales Force Leadership
- PSLS 4740 Advanced Sales
- PSLS 4940 Sales Internship

**Recommended courses to fulfill General Education/University Core requirements:**

- COMM 1010 Communication Principles and Practices
- PHIL 1020 Critical Thinking
- PSY 1010 Introduction to Psychology
- SOC 1010 Introduction to Sociology

## Minors

### **Business Minor or Business Electives for Business Students – 9 hours**

Students complete 3 junior/senior level Business electives or a 3 courses toward an approved Business minor as part of their degree requirements.

The following minors are **ONLY** available for College of Business and Innovation students. Students cannot duplicate credit in their minor, area of specialization and upper division core. The minor consists of three courses (9 hours), unless otherwise noted. Business minors for non-business majors are listed later in this section.

### **Accounting**

- ACCT 3000 Financial Statement Analysis
- ACCT 3010 Cost Accounting for Non-Accounting Majors
- ACCT 3030 Tax for Non-Accounting Majors

Students may make substitutions for the above courses with the permission of the chair of the department of accounting. Any ACCT major courses may be substituted.

### **Business Analysis**

- FINA 3070 Business Fluctuations and Outlooks (BANS 3070)

**Or**

- FINA 3080 Managerial Economics (BANS 3060)

- INFS 3250 Software Applications in Business

- OPMT 4450 Forecasting

### **Business Economics**

- FINA 3070 Business Fluctuations & Economic Outlook (BANS 3070)

- FINA 3080 Managerial Economics (BANS 3060)

- OPMT 4450 Forecasting

**Or**

- FINA 3500 International Finance

### **Business Law**

**Complete any three of the following:**

- BLAW 3550 Legal & Safety Compliance Issues in Human Resource Management

- BLAW 3570 The Laws of Structuring and Operating a Business

- BLAW 3670 International Business Law

- BLAW 4570 Legal and Ethical Aspects of Managing Innovation and Technology

- BLAW 4580 Detection and Prevention of Deceptive Business Practices

- MGMT 3770 Ethics in Leadership and Management

### **Commercial Real Estate**

- FINA 3660 Real Estate Principles, Practices and Finance

- FINA 3670 Real Estate Valuation

- FINA 3680 Real Estate Law, Insurance and Taxes

## **Decision Sciences:**

**Complete any three of the following courses:**

OPMT 3310   OPMT 3760   OPMT 3750   OPMT 4450  
OPMT 4760   OPMT 4750   MKTG 3880

## **Electronic Commerce**

**Required Courses:**

EBUS 3090   E-Commerce & the Networked Economy  
EBUS 3180   Web Design for Business Communications

**Elective: Choose one of the following**

EBUS 4040   E-Commerce Intelligence Management  
EBUS 4150   E-Commerce Business Models & Project Management (with dept approval)  
INFS 3150   Principles of Structural Computer Programming & Problem Solving  
MKTG 3280   Internet Marketing

## **Entrepreneurship, Family, & Small Business**

**Required Courses:**

EFSB 3590   Entrepreneurship and Small Business Management  
EFSB 4010   Growing Family and Entrepreneurial Businesses  
EFSB 3480   Entrepreneurial Finance  
OR  
FINA 4840   Small Business Financial Policies and Practices

**Finance Required Courses:**

FINA 3480   Investments  
FINA 4080   Intermediate Corporate Finance  
FINA 4090   Financial Institutions and Markets

## **Financial Services**

**Complete three of the following:**

FINA 3480   FINA 3660   FINA 4090   FINA 3600  
FINA 3670   FINA 4870   FINA 3610   FINA 4100  
FINA 4890   (PSLS 3440 with dept approval)

## **Information Systems**

**Required:**

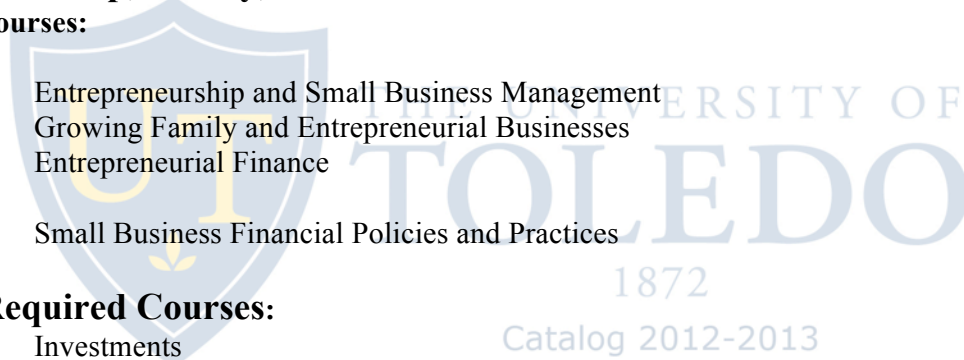
INFS 3250   Software Applications in Business

**Or**

INFS 3770   Database Management Systems

**Any two additional electives:**

INFS 3150   INFS 3160   INFS 3240   INFS 3250  
INFS 3370   INFS 3770   INFS 3980   INFS 4300  
INFS 4320   INFS 4620   INFS 4810





### **Insurance and Risk Management:**

- FINA 3600 Risk Management
- FINA 3610 Life and Health Insurance
- FINA 4890 Financial and Estate Planning

### **International Business:**

Select three courses, taking into consideration any prerequisites

- BLAW 3670 International Business Law
- FINA 3500 International Finance
- IBUS 3600 International Management
- IBUS 4360 Global Business Strategies
- IBUS 4490 Global Management Systems
- IBUS 3150 Understanding Cultural Differences for Business
- IBUS 4180 North American Business Practice
- MKTG 3140 International Marketing
- MKTG 3260 Global Framework for E-Commerce
- MKTG 4220 International Sourcing, Logistics and Transportation

### **Management**

**Complete three of the following:**

- HURM 3220 Human Resource Management
- HURM 3630 Conflict Management: Mediation and Negotiations
- MGMT 3770 Ethics in Leadership and Management
- MGMT 4210 Leading and Managing Organizational Improvement
- MGMT 4250 Performance Management for Individuals and Teams
- MGMT 4780 Leadership and Managerial Competencies

### **Marketing:**

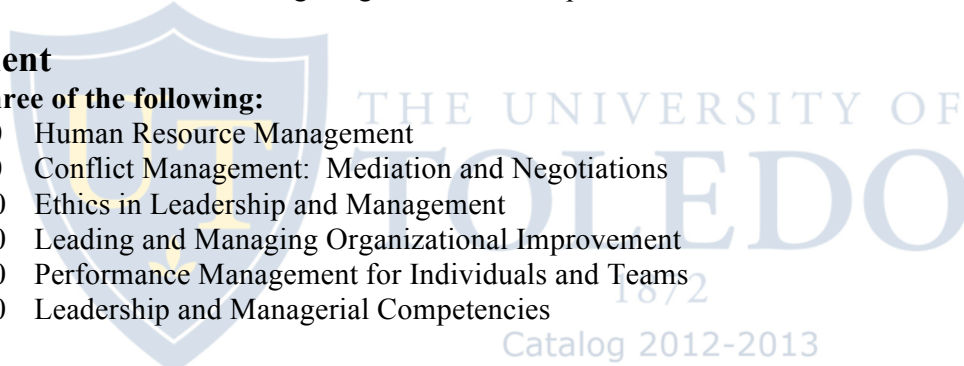
**Required:**

- MKTG 3850 Buyer Behavior and Relationship Management
- or**
- MKTG 3880 Marketing Research and Data-Based Management

**Electives:**

Select two courses (6 hours)

- MKTG 3140 International Marketing
- MKTG 3280 Internet Marketing
- MKTG 3690 Principles of Marketing Communication
- MKTG 4540 Business Marketing
- MKTG 3130 Supply Chain Management
- MKTG 3260 Global Framework for E-Commerce
- MKTG 3870 Advertising Strategy
- MKTG 3910 Direct Marketing
- MKTG 4110 Sports Marketing
- MKTG 4120 Marketing Channels Management
- MKTG 4220 International Sourcing, Logistics & Transportation
- MKTG 4520 Advanced Market Analysis
- MKTG 4570 Product & Pricing Management



MKTG 4980 Special Topics  
MKTG 4990 Independent Study  
PSLS 3080 Purchasing & Business Relationship Mgmt  
PSLS 3440 Professional Sales  
PSLS 4710 Sales Force Leadership

## **Operations Management**

### **Select three courses:**

OPMT 3340 Quality Management  
OPMT 4760 Simulation Modeling  
OPMT 3610 Production Planning and Scheduling  
OPMT 3660 Materials Management and Purchasing

## **Professional Sales:**

### **Required:**

PSLS 3440 Professional Sales

### **Electives: Select two from the following**

PSLS 3080 Purchasing and Business Relationship Management  
PSLS 3450 Account and Territory Management  
PSLS 4710 Sales Force Leadership  
PSLS 4740 Advanced Sales  
MKTG 4540 Business Marketing

## **Small Business Financial Management**

### **Required Courses: 6 hours**

FINA 4080 Intermediate Corporate Finance  
FINA 4840 Small Business Financial Policies and Practices

### **Elective: Choose one of the following – 3 hours**

FINA 3670 EFSB 3590 EFSB 4010 FINA 4090

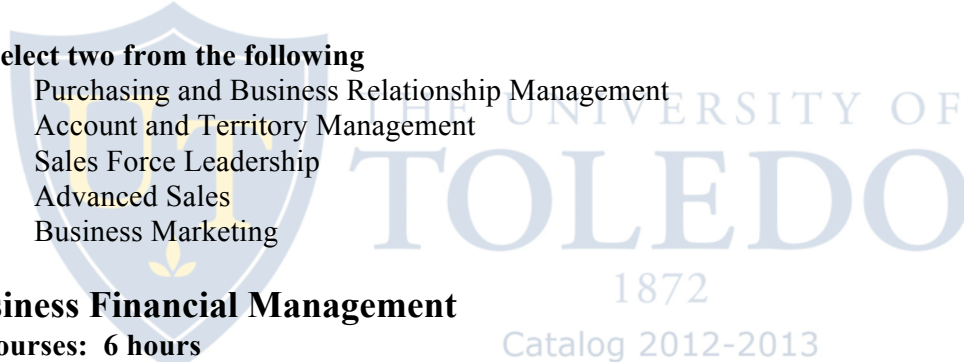
## **Supply Chain Management:**

### **Required:**

MKTG 3130 Intro to Supply Chain Management

### **Electives: Select two from the following**

OPMT 3340 Quality Management  
OPMT 3660 Materials Management & Purchasing  
MKTG 4220 International Sourcing, Logistics, Transportation



# Degree Requirements for the Bachelor of Science in Information Technology (BSIT)

## Grade and Hour Requirements

In order to earn the B.S. degree, students must complete a minimum of 128 hours of course work, with a minimum cumulative 2.0 GPA on a 4.0 scale. All General Education/University Core requirements must also be satisfied.

The University of Toledo College of Business and Innovation  
BS in Information Technology Degree Requirements 2012-2013

### Sample Full-Time Plan of Study

		Fall Semester				Spring Semester			
Freshman	Year	BUAD	1000	Orientation	1	ENGL	2960	Organizational Report Writing	3
		ENGL	1110	College Composition I	3	MATH	1730	Calculus w/Appl. to Business	5
		*		Humanities	3	ITEC	1200	GUI Programming	3
		CSET	1100	Intro to CSET	3	ECON	1200	Intro to Micro Economics	3
		ECON	1150	Intro to Macro Economics	3	*		Natural Science Lecture	3
		*		Social Science Elective	3				
		<b>Total Hours</b>		<b>16</b>		<b>Total Hours</b>		<b>17</b>	
Sophomore	Year	ENGT	2500	Tech Project Mgmt	3	BUAD	2050	Accounting for Decision Making	3
		BUAD	2040	Financial Accounting Info	3	ENGT	3050	Fundamentals of Electricity	4
		ITEC	2100	Small Computer Systems	4	CSET	2200	PC & Industrial Networks	4
		*		Multicultural U.S. Diversity	3	*		Humanities/MC Non- Western	3
		*		Communication Elective	3				
		<b>Total Hours</b>		<b>16</b>		<b>Total Hours</b>		<b>14</b>	
Junior	Year	ENGT	3010	Appl Statistics and DOE	4	CSET	3250	Client Side Scripting	3
		CSET	3100	Adv Website Design	3	CSET	3300	Database Driven Websites	4
		CSET	3200	Client Server Computing	3	CSET	3400	Unix System Administration	3
		INFS	3770	Database Mgmt Systems	3	BUAD	3030	Managerial & Behavioral Processes	3
		BUAD	3050	Information Technology Mgmt.	3	*		Natural Science Lecture	3
								Natural Science Lab	1
		<b>Total Hours</b>		<b>16</b>		<b>Total Hours</b>		<b>17</b>	
Senior	Year	CSET	4100	CGI Prog w/ Perl & Java	3	INFS	4510	Systems Analysis & Design	3
		CSET	4150	Web Server Administration	3	CSET	4250	Applied Program Languages	3
		CSET	4750	Computer Network & Data Comm	4	INFS	4300	Dist. Sys & Web Design	3
		BUAD	3020	Manufacturing and Service Systems	3	BUAD	3470	Legal & Ethical Environments of Bus.	3
		BUAD	3010	Principles of Marketing	3	CSET	4850	Computer Network Security	4
				<b>Total Hours</b>		<b>16</b>		<b>Total Hours</b>	

Notes: \* Select from approved University Core, see Degree Audit for course selections.

# Bachelor of Applied Organizational Technology (BAOT)

## Grade and Hour Requirements

In order to earn the B.A.T. degree, students must complete a minimum of 126 hours of course work, with a minimum cumulative 2.0 GPA on a 4.0 scale. The total hours include transfer hours as well as hours completed at The University of Toledo. Requirement categories are listed below. Additional grade requirements are listed below. All General Education /University Core requirements must also be satisfied.

## Degree requirements

Because each Associate Degree may contain courses that transfer in to a variety of requirements in the program, degree requirements are evaluated on an individual basis. Because of this, it is impossible to list a plan of study for the remaining requirements. Below is a listing of the overall degree requirements prior to transfer evaluations.

### 1. General Education/University Core (36 credit hours) including:

English Composition	6 hrs
Core Math (excluding Statistics)	3 hrs
Humanities/Fine Arts	6 hrs
Social Science	6 hrs
Natural Sciences (including lab)	7 hrs
Multicultural:	
Diversity of U.S.	3 hrs
Non-western	3 hrs

### 2. General Business Minor

#### A. Prerequisites:

A minimum cumulative GPA of 2.25 is required in the following prerequisite courses or their equivalents.

ECON 1150 and 1200, or equivalent	3-6 hrs
Any Core MATH	3-5 hrs
BUAD 2060 or equivalent	3 hrs
BUAD 1020 or equivalent	3 hrs

Eighteen (18) hours are required beyond the prerequisite courses above. A grade of C (2.0) or better is required in each of the following courses (maximum of 2 courses may transfer towards minor)

#### B. Required Foundation Course:

BUAD 2040** Financial Accounting Information	3 hrs
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#### C. Additional Requirements:

Select three (3) courses from the following (one must be 3000 level to avoid additional course work):

BUAD 1010 Introduction to Business	3 hrs
BUAD 2050** Accounting for Business Decision Making	3 hrs
BUAD 2070 Application of Statistics in Bus Decision Making	3 hrs

BUAD 2080 Global Environment of Business	3 hrs
BUAD 3010** Principles of Marketing	3 hrs
BUAD 3020** Principles of Manufacturing and Service Systems	3 hrs
BUAD 3030 Managerial and Behavioral Processes in Organization	3 hrs
BUAD 3040** Principles of Financial Management	3 hrs
BUAD 3050 Information Technology Management	3 hrs
BUAD 3470 Legal & Ethical Environment of Business	3 hrs

Select two (2) additional courses from the eight listed above or select two courses at the 3000- or 4000-level from ACCT, FINA, INFS, MGMT, EFSB, IBUS, EBUS, OPMT, HURM, PSLS, BANS, BLAW, or MKTG to complete the additional requirements. (Prerequisites for selected courses must be fulfilled.) Prerequisites for an MBA can also be fulfilled by completing any of the indicated (\*\*\*) courses with a minimum grade of C (2.0).

### 3. Upper Level Courses

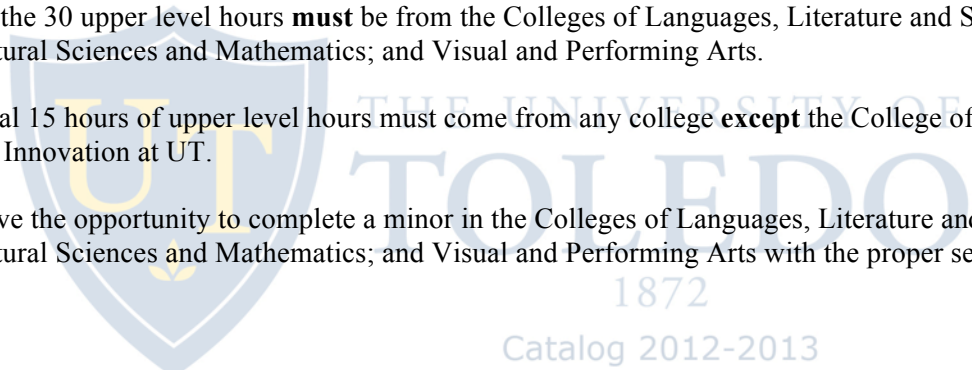
30 hours must be taken as upper division courses (numbered 3000-4000) from a college outside the College of Business and Innovation at UT. All prerequisites must be met.

- 15 hours of the 30 upper level hours **must** be from the Colleges of Languages, Literature and Social Sciences; Natural Sciences and Mathematics; and Visual and Performing Arts.
- An additional 15 hours of upper level hours must come from any college **except** the College of Business and Innovation at UT.
- Students have the opportunity to complete a minor in the Colleges of Languages, Literature and Social Sciences; Natural Sciences and Mathematics; and Visual and Performing Arts with the proper selection of classes.

### 4. Additional courses/ credit hours may be necessary to make up the difference toward the minimum 126 hours required for the degree program.

#### Additional Notes:

- Approximately 60-63 hours will be transferred in from the Associate Degree. This may include some General Education core and business classes as well as technical courses. These technical courses will be at the 1000-2000 level and credit will be counted under Additional Courses.



## Programs of Study – Associate Degrees

In order to earn any associate degree, students must complete a minimum of 60 hours of course work, with a minimum cumulative 2.0 GPA on a 4.0 scale. Please consult the Office of Student Retention and Academic Success and Fall 2012 Degree Audits for additional information.

### Accounting Technology – 60 hours

ABA Degree Requirements for Accounting Technology  
Sample Full-Time Plan of Study

		Fall Semester				Spring Semester			
Freshman	Year	BUAD	1000	Orientation	1	ENGL	2960	Organizational Report Writing	3
		ENGL	1110	College Composition I	3	ACTG	1050	Managerial Accounting	3
		MATH		1180/1200/1320	3-4	BMGT	1500	Workplace Communications	3
		BMGT	1010	Business Principals	3	CMPT	1100	Computer Information Application	3
		ACTG	1040	Financial Accounting	3	CMPT	1410	Microsoft Excel	2
		*		Social Science Elective	3				
		<b>Total Hours</b>				<b>Total Hours</b>			
		<b>16</b>				<b>14</b>			
Sophomore	Year	ACTG/CMPT	1200	QuickBooks	3	ACTG	2100	Intermediate Accounting	3
		ACTG	2300	Cost Accounting	3	ACTG	2400	Fundamentals of Taxation	3
		BMGT	2110	Managing in a Global Economy	2	BMGT	2310	Legal Environments of Business	3
		BMGT	2700	Managing Diversity in the Workplace	3	*		Natural Science Elective	3
		*		Technical Elective	3	*		Humanities Elective	3
				<b>Total Hours</b>				<b>Total Hours</b>	
		<b>15</b>				<b>15</b>			

Catalog 2012-2013

### Business Management Technology – 60 hours

ABM Degree Requirements for Business Management Technology  
Sample Full-Time Plan of Study

		Fall Semester				Spring Semester			
Freshman	Year	BUAD	1000	Orientation	1	ENGL	2960	Organizational Report Writing	3
		ENGL	1110	College Composition I	3	BMGT	1500	Workplace Communications	3
		MATH		1180/1200/1320	3-4	BMGT	1540	Organizational Behavior	3
		BMGT	1010	Business Principals	3	CMPT	1430	Microsoft Word	2
		CMPT	1100	Computer Information Applications	3	*		Humanities Elective	3
		*		Social Science Elective	3				
		<b>Total Hours</b>				<b>Total Hours</b>			
		<b>16</b>				<b>14</b>			
Sophomore	Year	BMGT	2010	Workplace Management	3	ACTG	1050	Managerial Accounting	3
		ACTG	1040	Financial Accounting	3	BMGT	2020	Human Resource Development	3
		BMGT	2110	Managing in a Global Economy	3	BMGT	2310	Legal Environments of Business	3
		BMGT	2700	Managing Diversity in the Workplace	3	MARS	1010	Marketing Principles	3
		*		Natural Science Elective	3	*		Humanities Elective	3
				<b>Total Hours</b>				<b>Total Hours</b>	
		<b>15</b>				<b>15</b>			

## Computer Network Administration – 60 hours

AAB Requirements for Computer Network Administration  
Sample Full-Time Plan of Study

		Fall Semester				Spring Semester			
Freshman	Year	BUAD	1000	Orientation	1	MATH	1180/1200/1320		3-4
		ENGL	1110	College Composition I	3	ENGL	2960	Organizational Report Writing	3
		CMPT	1110	PC Operating Systems	3	CNET	2400	Network Operating Systems Support	4
		CMPT	1020	Computer Concepts	4	CNET	2200	Network Technologies	4
		*		Social Science Elective	3	*		Technical Elective	1
		<b>Total Hours</b>				<b>14</b>	<b>Total Hours</b>		
Sophomore	Year	CNET	2100	Microsoft Operating Systems	3	ACTG	1050	Managerial Accounting	3
		ACTG	1040	Financial Accounting	3	BMGT	1500	Workplace Communications	3
		CNET	2300	Linux Operating Systems	4	CNET	2410	Network Services and Infrastructure	3
		BMGT	2700	Managing Diversity in the Workplace	3	CNET	2150	Computer Hardware	3
		*		Humanities Elective	3	*		Natural Science Elective	3
		<b>Total Hours</b>				<b>16</b>	<b>Total Hours</b>		

## Computer Software Specialist – 60 hours

AAB Requirements for Computer Software Specialist  
Sample Full-Time Plan of Study

		Fall Semester				Spring Semester			
Freshman	Year	BUAD	1000	Orientation	1	ENGL	2960	Organizational Report Writing	3
		ENGL	1110	College Composition I	3	BMGT	2010	Workplace Management	3
		MATH		1180/1200/1320	3-4	BMGT	2700	Managing Diversity in the Workplace	3
		BMGT	1010	Business Principles	3	CMPT	1440	Microsoft PowerPoint	2
		CMPT	1430	Microsoft Word	2	CMPT	1410	Microsoft Excel	2
		*		Social Science Elective	3	*		Humanities Elective	3
<b>Total Hours</b>				<b>15</b>	<b>Total Hours</b>				<b>16</b>
Sophomore	Year	CMPT	1420	Microsoft Access	2	CMPT	2410	Adobe InDesign	3
		ACTG	1040	Financial Accounting	3	ADOT	1110	PC Keyboarding II	3
		CMPT	1600	Internet Design and Publishing	3	CMPT	2460	Advanced Microsoft Excel	2
		CMPT	1320	Internet and WWW	1	ACTG	1050	Managerial Accounting	3
		BMGT	1500	Workplace Communications	3	*		Natural Science Elective	3
		*		Technical Elective	3				
<b>Total Hours</b>				<b>15</b>	<b>Total Hours</b>				<b>14</b>

## Information Services and Support – 60 hours

AAB Degree Requirements for Information Services and Support  
Sample Full-Time Plan of Study

		Fall Semester				Spring Semester			
Freshman	Year	BUAD	1000	Orientation	1	ENGL	2960	Organizational Report Writing	3
		ENGL	1110	College Composition I	3	BMGT	2700	Managing Diversity in the Workplace	3
		MATH		1180/1200/1320	3-4	CMPT	1100	Computer Information Applications	3
		BMGT	1010	Business Principles	3	CMPT	1120	Visual Basic Programming	4
		CMPT	1020	Computer Concepts	3	*		Humanities Elective	3
		<b>Total Hours</b>				<b>14</b>	<b>Total Hours</b>		
Sophomore	Year	ACTG	1040	Financial Accounting	3	ACTG	1050	Managerial Accounting	3
		CMPT	1410	Microsoft Excel	2	CNET	2200	Network Technologies	4
		CMPT	1440	Microsoft PowerPoint	2	CNET	1320	Internet and WWW	1
		BMGT	1500	Workplace Communications	3	*		Natural Science Elective	3
		CMPT	1420	Microsoft Access Database and Design	2	*		Technical Elective	1
		CNET	2150	Computer Hardware	3	*		Social Science Elective	3
		<b>Total Hours</b>				<b>15</b>	<b>Total Hours</b>		

## Pre-Business Administration – 60 hours

AA Degree Requirements for Pre-Business Administration  
Sample Full-Time Plan of Study

		Fall Semester				Spring Semester			
Freshman	Year	BUAD	1000	Orientation	1	ENGL	2960	Organizational Report Writing	3
		ENGL	1110	College Composition I	3	*		Humanities Elective	3
		MATH	1320	College Algebra	3	MATH	1730	Calculus for Business with Applications	5
		BMGT	1010	Business Principles	3	ECON	1150	Principles of Macroeconomics	3
		CMPT	1100	Microsoft Office Applications	3				
		*		Social Science Elective	3				
<b>Total Hours</b>				<b>16</b>	<b>Total Hours</b>				<b>14</b>
Sophomore	Year	ECON	1200	Principles of Microeconomics	3	BMGT	2110	Managing in a Global Economy	3
		ACTG	1040	Financial Accounting	3	ACTG	1050	Managerial Accounting	3
		BUAD	2060	Data Analysis for Business	3	BUAD	2070	Applications of Statistics	3
		BMGT	2700	Managing Diversity in the Workplace	3	*		Natural Science Elective	3
		*		Natural Science Elective	3	*		Humanities Elective	3
		<b>Total Hours</b>				<b>15</b>	<b>Total Hours</b>		



## Programming and Software Development – 60 hours

AAB Degree Requirements for Programming and Software Development  
*Sample Full-Time Plan of Study*

		Fall Semester				Spring Semester			
Freshman	Year	BUAD	1000	Orientation	1	ENGL	2960	Organizational Report Writing	3
		ENGL	1110	College Composition I	3	BMGT	1500	Workplace Communications	3
		MATH		1180/1200/1320	3-4	CMPT	1100	Computer Information Applications	3
		BMGT	1010	Business Principles	3	CMPT	1120	Visual Basic Programming	4
		CMPT	1020	Computer Concepts	4	*		Humanities Elective	3
		<b>Total Hours</b>				<b>14</b>	<b>Total Hours</b>		
Sophomore	Year	CMPT	1420	Microsoft Access	2	CNET	2200	Network Technologies	4
		ACTG	1040	Financial Accounting	3	CNET	2150	Computer Hardware	3
		CMPT	2030	C Family Programming	4	ACTG	1050	Managerial Accounting	3
		*		Technical Elective	2	BMGT	2700	Managing Diversity in the Workplace	3
		*		Natural Science Elective	3	*		Social Science Elective	3
		<b>Total Hours</b>				<b>14</b>	<b>Total Hours</b>		

## Intermodal Transportation Technology – 60 hours

AAB Degree Requirements for Intermodal Transportation Technology  
*Sample Full-Time Plan of Study*

		Fall Semester				Spring Semester			
Freshman	Year	BUAD	1000	Orientation	1	ENGL	2960	Organizational Report Writing	3
		ENGL	1110	College Composition I	3	ACTG	1040	Financial Accounting	3
		BMGT	1010	Business Principles	3	BMGT	2010	Workplace Management	3
		CMPT	1100	Microsoft Office Apps	3	TPDT	1010	Principles of Transportation	3
		*		Humanities Elective	3	MATH	1200	Mathematical Modeling /Algebra	4
		*		Social Science Elective	3	<b>Total Hours</b>			
<b>Total Hours</b>				<b>16</b>	<b>Total Hours</b>				<b>16</b>
Sophomore	Year	TPDT	2010	Regulation of Transportation	3	TPDT	2130	Warehousing & Terminal Mgmt	3
		TPDT	2070	Technology Uses in Logistics	3	TPDT	2210	Mgmt of Commercial Transportation	3
		BMGT	1500	Workplace Communications	3	TPDT	2990	Intermodal Transportation Capstone	3
		*		Technical Elective	3	BMGT	2700	Managing Diversity in the Workplace	3
		*		Natural Science Elective	3	BUAD	2000	Career Development I	1
		<b>Total Hours</b>				<b>15</b>	<b>Total Hours</b>		

## Technical Studies - minimum 60 hours

COBI's interdisciplinary program in technical studies is useful for students who want

to gain technical expertise in more than one discipline. Students must have an approved educational plan in order to be eligible for any A.T.S. program. Students explore their interests in a variety of technical areas, achieve specific career goals and have the opportunity to apply their credits to a bachelor's degree in Applied Organizational Technology through The College of Business and Innovation.

Degree Requirements minimum 60 hrs.

English Composition 6 hrs.

General Education/University CORE Requirements 15 hrs.

- including Humanities, Social Science, Natural Science, Multicultural and Math areas

Technical Field #1 15 hrs.

Technical Field #2 12 hrs.

Occupational Objective/additional Technical Competence 12hrs

**Technical Fields and Occupational Objectives must be planned in coordination with an academic adviser in the College of Business and Innovation.**

Sample Plan of Study Technical Studies – Web Design

ATS Degree Requirements for Technical Studies – Focus Web Design  
Sample Full-Time Plan of Study

		Fall Semester			Spring Semester				
Freshman	Year	BUAD	1000	Orientation	1	ENGL	2960	Organizational Report Writing	3
		ENGL	1110	College Composition I	3	BMGT	1500	Workplace Communications	3
		*		Social Science Elective	3	CMPT	1400	Dreamweaver Web Page Devel.	3
		BMGT	2700	Managing Diversity in the Workplace	3	CMPT	1500	Flash Web Animation	3
		CMPT	1100	Computer Information Appl	3	*		Humanities Elective	3
		CMPT	1320	Internet & WWW	1				
		<b>Total Hours</b>			<b>13</b>	<b>Total Hours</b>			<b>16</b>
Sophomore	Year	MATH	1180/1200/1320		3-4	CMPT	2410	Adobe InDesign	3
		CMPT	1530	Beginning Adobe Photoshop	3	CMPT	2620	Website Redesign	3
		CMPT	1600	Internet Design & Publishing	3	ACTG	1040	Financial Accounting	3
		BMGT	2010	Workplace Management	3	*		Natural Science Elective	3
		CMPT	1700	Blogging & Social Networking	3			Technical Elective	1
		BMGT	2310	Legal Environment of Business	3				
		<b>Total Hours</b>			<b>15</b>	<b>Total Hours</b>			<b>16</b>

Note:

**Associate Degree Program Pending Final Approval/Modification:**

Health Information Technology – 62 hours

Contact the Office of Student Retention and Academic Success for more information.



## **Business Minors for Non-Business Students at The University of Toledo**

The College of Business and Innovation offers a general minor and seven specialty minors (accounting; business analysis; electronic commerce/information technology; entrepreneurship, family and small business; international business; professional sales and operations/supply chain management) for students in non-business programs at The University of Toledo. These minors are recommended for students who want to enhance their academic programs with business-related course work. Students taking courses in the business minor must meet course prerequisite requirements. These minors are designed specifically for non-business students and should not be confused with the individual minors offered for College of Business and Innovation students. Students can complete a maximum of two minors and may take no more than one course that fulfills the requirements of both minors. Students should contact advisers in their college and in the College of Business and Innovation for additional details about the minors.

### **General Minor for Non-Business Students**

#### **Requirements for the General Minor in Business for Non-Business Students**

1. A minimum cumulative GPA of 2.25 is required in the following prerequisite courses or their equivalents. A student who does not meet the minimum standards but has at least a cumulative 2.0 in the prerequisites will be reviewed by the College of Business and Innovation on an individual basis.

#### **Economics**

Select from ECON 1150 and 1200, MIME 2600 or equivalent

#### **Mathematics**

Select from any UT CORE Math course except statistics

#### **Computing**

Select from BUAD 1020, CMPT 1100 or approved equivalent

#### **Business Statistics**

Select from BUAD 2060, MATH 2630, 2600, or equivalent

2. Eighteen hours are required beyond the prerequisite courses above. A grade of C (2.0) or higher is required in each of the following courses, at least one of which must be at the 3000 level to avoid additional course work:

#### **Required Foundation Course**

BUAD 2040      Financial Accounting Information  
OR  
ACTG 1040      Principles of Financial Accounting

#### **Additional Requirements**

A. Select 3 courses from the following with at least one course at 3000 level to avoid additional coursework. Approved associate degree equivalent courses are shown in ( ). (Prerequisites for selected courses must be fulfilled.) :

BUAD 1010      Introduction to Business (or BMGT 1010)

BUAD 2050	Accounting for Business (or ATCG 1050)
BUAD 2070	Application of Statistics in Business Decision Making
BUAD 2080	Global Environment of Business (or BMGT 2110)
BUAD 3010	Principles of Marketing
BUAD 3020	Principles of Manufacturing and Service System
BUAD 3030	Managerial and Behavioral Processes in Organizations
BUAD 3040	Principles of Financial Management
BUAD 3050	Information Technology Management
BUAD 3470	Legal & Ethical Environment of Business

B. Select **two** additional 3000 or 4000 level courses from the 6 listed above or select two courses at the 3000 or 4000 level from ACCT, FINA, INFS, MGMT, EFSB, IBUS, EBUS, OPMT, HURM, PSLS, BANS, BLAW or MKTG to complete the additional requirements. (Prerequisites for selected courses must be fulfilled.)

C. At least three of the five courses selected to fulfill the additional minor in business requirements must be at the 3000 or 4000 level.

### **Accounting Minor for Non-Business Students**

#### **Program Requirements**

The accounting minor for non-business students requires 15 credit hours. A grade of C (2.0) or higher is required in all courses used to fulfill the accounting minor requirements. Prerequisites for all courses must be fulfilled.

#### **Required Course:**

ACCT 3100      Financial Accounting and Systems

Prerequisite: Junior standing; a higher education GPA of 2.50 or higher and a 2.50 or higher GPA in BUAD 2040 and 2050 (or equivalent courses), which must include a grade of C (2.0) or higher in BUAD 2040 and 2050 (or equivalent courses).

#### **Electives: Select four courses from the following: 12 hours**

ACCT 3000      Financial Statement Analysis  
Prerequisite: BUAD 2050

ACCT 3110      External Financial Reporting I  
Prerequisite: ACCT 3100 with a grade of C (2.0) or better

ACCT 3310      Accounting Information Systems and Controls  
Prerequisite: ACCT 3100 with a grade of C (2.0) or better

ACCT 3030      Tax Accounting for Non-accounting Majors  
Prerequisite: BUAD 2050

OR

ACCT 3210      Income Taxation of Individuals  
Prerequisite: ACCT 3100 with a grade of C (2.0) or better

ACCT 3010      Cost Accounting for Non-accounting Majors  
Prerequisite: BUAD 2050

OR

ACCT 4310      Internal Reporting  
Prerequisite: ACCT 3100 with a grade of C (2.0) or better

FINA 4080      Intermediate Financial Management  
Prerequisite: BUAD 3040

Note: Students may apply ACCT 3030 or 3210 toward the accounting minor but not both. Students may apply ACCT 3010 or 4310 toward the accounting minor, but not both.

### **Business Analysis Minor for Non-Business Students**

#### **Program Requirements**

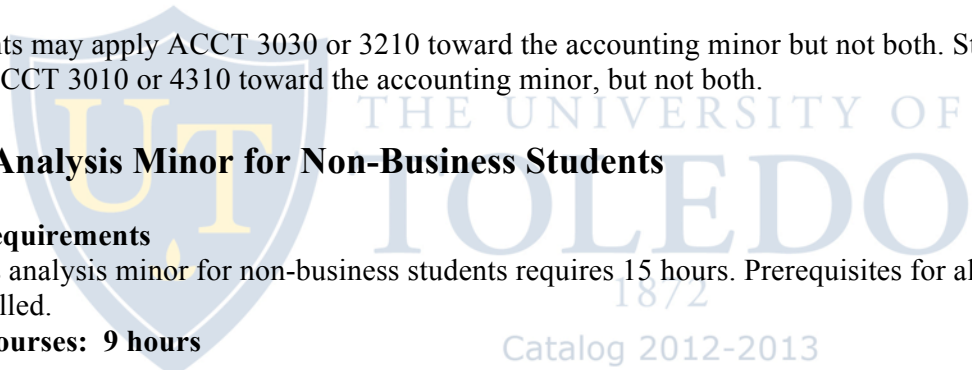
The business analysis minor for non-business students requires 15 hours. Prerequisites for all courses must be fulfilled.

**Required Courses: 9 hours**

FINA 3080      Managerial Economics (pending change from : BANS 3060)  
FINA 3070      Business Fluctuations and Economic Outlooks (pending change from : BANS 3070)  
OPMT 4450      Forecasting

**Electives: Select two courses from the following: 6 hours**

EBUS 3090      OPMT3310  
FINA 3480      OPMT 3750  
FINA 3890      OPMT 4750  
FINA 4090      MKTG3880  
INFS 3250      PSL3080



## **E-Business and Information Technology Applications Minor for Non-Business Students**

### **Program Requirements**

The e-business and information technology applications minor requires basic business computer proficiency (e.g., BUAD 1020, CMPT 1100 or equivalent); MIME 2600 or ECON 1150 and 1200, or equivalent; and 15 credit hours from selected EBUS- and INFS-related courses.

### **Required: 6 hours**

- EBUS 3090      E-Commerce and the Networked Economy Prerequisite: junior standing
- INFS 3250      Software Applications in Business Prerequisite: junior standing and BUAD 1020 or equivalent

### **Electives: 9 hours**

- INFS 3770      Database Management Systems Prerequisite: junior standing
- EBUS 3180      Web Design for Business Communication Prerequisite: junior standing
- INFS 3370      Business Data Communications Prerequisite: BUAD 3050
- MKTG 3260      Global Framework for E-Commerce Prerequisite: BUAD 2080
- MKTG 3280      Internet Marketing Prerequisite: BUAD 3010
- BUAD 3050      Information Technology Management Prerequisite: junior standing and BUAD 1020 or equivalent
- INFS 3980      Special Topics in Information Systems

## **Entrepreneurship, Family, and Small Business Minor for Non-Business Students**

Prerequisites for all courses must be fulfilled.

### **Required Business Courses: 15 hours**

- EFSB 3500      Introduction to Entrepreneurship
- BUAD 2040      Financial Accounting OR ACTG 1040 Principles of Financial Accounting
- EFSB 3480      Entrepreneurial Finance
- EFSB 3590      Entrepreneurship & Small Business Management

EFSB 4010 Growing Family & Entrepreneurship Business

**Business Elective: Select one from the following: 3 hours**

BUAD 3010 Principles of Marketing  
EFSB 4690 Technology Commercialization

## **International Business Minor for Non-Business Students**

### **Program Description:**

The international business minor for non-business students requires 18 to 21 hours of business courses (including international business electives). Prerequisites for all courses must be fulfilled.

### **I. Required Course in Economics:**

Select from ECON 1150 and ECON 1200 OR MIME 2600 or equivalent  
(These are not business course hours and do not count toward the 18 to 21 hours of business courses required in the program)

### **II. Required Business Courses: 9 hours**

BUAD 2080 Global Environment of Business  
Prerequisite: Sophomore standing

AND

### **Select two courses from the following: 6 hours**

BUAD 3010 Principles of Marketing  
Prerequisites: ECON 1150 and 1200, Or MIME 2600, Junior standing  
BUAD 3030 Managerial and Behavioral Processes in Organizations  
Prerequisite: Junior standing  
BUAD 3040 Principles of Financial Management  
Prerequisite: BUAD 2040 Financial Accounting Information

### **III. International Business Electives: 9 hours**

#### **Select at least two courses from the following:**

IBUS 3600 International Management  
Prerequisite: BUAD 3030, Junior standing  
MKTG 3140 International Marketing  
Prerequisite: BUAD 3010  
FINA 3500 International Finance  
Prerequisite: BUAD 3040

#### **If needed, select additional hours from the following:**

IBUS 3150 Understanding Cultural Differences in Business  
Prerequisite: Junior standing  
IBUS 4100 Study Abroad Program\*  
Prerequisite: Permission of Chair and Faculty  
IBUS 4180 North American Business Practices



MKTG 3260	Prerequisite: Junior standing Global Framework for E-commerce
MKTG 4220	Prerequisite: Junior standing International Sourcing, Logistics, and Transportation
BLAW 3670	Prerequisite: BUAD 2080 International Business Law Prerequisite: BUAD 3030

\* Subject to approval of departmental chair or IB faculty adviser

## Professional Sales Minor for Non-Business Students

### Required Courses:

#### Economics: 3-6 hours

Select from MIME 2600 **or** ECON 1150 **and** ECON 1200 3-6

#### Required Business Courses: 12 hours

BUAD 3010	Principles of Marketing
PSLS 3440	Sales
PSLS 3450	Account and Territory Management
PSLS 4740	Advanced Sales

#### Business Elective: Select one from the following: 3 hours

PSLS 3080	Purchasing and Business Relationship Management
PSLS 4710	Sales Force Leadership

## Operations Management/Supply Chain Management for Non-Business Students

### Program Requirements

Students must complete BUAD 3020 or equivalent as prerequisite and 15 credit hours.

MKTG 3130	Introduction to Supply Chain Management
EBUS 3090	E-Commerce and the Network Economy
OPMT 3660	Materials Management and Purchasing
OPMT 3340	Quality Management
OPMT 3610	Production Planning and Control
MKTG 4220	Logistics and Transportation
OPMT 4420	Service Operations Management

Recommended for operations management track: OPMT 3340, 3610 and 3660 and any other two courses from above list

Recommended for supply chain management track: MKTG 3130, EBUS 3090, OPMT 3660 and 4220, and one other course from above list