

Reminder: Complete the IT Program Form prior to registration each semester

College of Business Web address:
<http://www.cob.mnsu.edu>

Click on the "IT Initiative Form" quick link.

College of Business

Requirements

2008-2009

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Admission Requirements

Admission to the College of Business Majors

Admission to a major in the College of Business typically occurs at the beginning of the student's junior year. Once admitted, the student may choose to pursue one or more of the following majors: Accounting, Finance, International Business, Management, or Marketing. Multiple criteria will be considered for admission to majors in the College of Business. Admission is competitive; meeting minimum requirements does not guarantee admission. Deadlines for application are: October 1 for Spring semester and March 1 for Fall semester.

Criteria Considered for Admission to the College of Business

1. Grade Point Average: minimum 2.70
 2. Credits: 33 completed credits of the 44 general education credit requirements
 3. Completion of the following courses: ISYS 101 (ISYS 110 for MIS majors) MATH 130*, ACCT 200, BLAW 200, MGMT 200, Second Year Experience 201, ECON 201, ECON 202, ECON 207, and ACCT 210
- *Students pursuing MIS are required to take MATH 180.

* See back page for additional requirements and policies.

Business Foundation Requirements

Required of all College of Business majors

Lower Division () Prerequisites that have to be met before registering for a class.

- ___ MGMT 200-3 Introduction to MIS (ISYS 101 or equivalent)
 - ___ ACCT 200-3 Financial Accounting (ISYS 101; MIS majors take ISYS 110, MATH 112)
 - ___ ACCT 210-3 Managerial Accounting (ACCT 200)
 - ___ ECON 201-3 Principles of Macroeconomics
 - ___ ECON 202-3 Principles of Microeconomics
 - ___ ECON 207-4 Business Statistics (MATH 112 or equivalent)
 - ___ BLAW 200-3 Legal, Political, and Regulatory Environment of Business (ISYS 101)
 - ___ * * * * 201-0 Second Year Experience
- (Register in the department of your major: ex. MGMT 201, ACCT 201)

Upper Division () Prerequisites that have to be met before registering for a class.

- ___ MGMT 305-1 Business Ethics Fundamentals
 - ___ MRKT 310-3 Principles of Marketing
 - ___ MGMT 330-3 Principles of Management
 - ___ FINA 362-3 Business Finance (ACCT 200)
 - ___ IBUS 380-3 Principles of International Business
 - ___ MGMT 346-3 Production and Operations Management (ECON 207)
 - ___ FINA 395-1 Personal Adjustment to Business
 - ___ MGMT 481-3 Business Policy and Strategy [Take Senior Year]
- (MGMT 330, FINA 362, MRKT 310, IBUS 380, MGMT 346)

Major in Accounting

A major in Accounting consists of the foundation courses in the College of Business and the completion of the following:

- _____ ACCT 300-3 Intermediate Financial Accounting I (210)
- _____ ACCT 301-3 Intermediate Financial Accounting II (300, MGMT 305)
- _____ ACCT 310-3 Management Accounting I (210)
- _____ ACCT 320-3 Accounting Information Systems (300, MGMT 305)
- _____ ACCT 400-3 Advanced Financial Accounting (301)
- _____ ACCT 410-3 Business Income Tax (ACCT 300, MGMT 305)
- _____ ACCT 420-3 Operational Auditing (320 or Concurrently)
- _____ BLAW 450-3 Contracts, Sales and Professional Responsibility (BLAW 200)
- _____ ACCT 470-3 Advanced Topics (301, 310, 410, 420)

Choose three of the following:

- _____ ACCT 311-3 Management Accounting II (310)
- _____ ACCT 411-3 Individual Income Tax
- _____ ACCT 421-3 Assurance Services (420)
- _____ ACCT 423-3 Fraud Examination (420)
- _____ ACCT 477-3 International Accounting (210)
- _____ BLAW 455-3 Legal Aspects of Banking and Finance (BLAW 200)

Accounting majors or minors must earn a grade of "C" or better in required accounting and business law classes.

It is **strongly recommended** that students who intend to take the Certified Public Accounting examination should also complete: ACCT 421 (Assurance Services), BLAW 455 (Legal Aspects of Banking and Finance), and ACCT 411 (Individual Income Tax).

() Prerequisites that have to be met before registering for a class.

Minor in Accounting

A minor in Accounting consists of the following 21 credits:

- _____ ACCT 200-3 Financial Accounting (ISYS 101, MATH 112)
- _____ ACCT 210-3 Managerial Accounting (200)
- _____ ACCT 300-3 Intermediate Financial Accounting I (210)
- _____ ACCT 310-3 Management Accounting I (210)

Choose three of the following:

- _____ ACCT 301-3 Intermediate Financial Accounting II (300, MGMT 305)
- _____ ACCT 311-3 Management Accounting II (310)
- _____ ACCT 320-3 Accounting Information Systems (300, MGMT 305)
- _____ ACCT 400-3 Advanced Financial Accounting (301)
- _____ ACCT 410-3 Business Income Tax (300, MGMT 305)
- _____ ACCT 411-3 Individual Income Tax
- _____ ACCT 420-3 Operational Auditing (320 or Concurrently)
- _____ ACCT 421-3 Assurance Services (420)
- _____ ACCT 423-3 Fraud Examination (420)
- _____ ACCT 470-3 Advanced Topics (301, 310, 410, 420)
- _____ ACCT 477-3 International Accounting (210)

() Prerequisites that have to be met before registering for a class.

Major in Marketing

A major in Marketing consists of the foundation courses in the College of Business and the completion of the following:

- _____ MRKT 316-3 Consumer Behavior (310)
- _____ MRKT 317-3 Product and Pricing Strategy (310)
- _____ MRKT 318-3 Promotional Strategy (310, 316)
- _____ MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- _____ MRKT 339-3 Distribution Strategy (310)
- _____ MRKT 412-3 Professional Selling (310)
- _____ MRKT 490-3 Marketing Management (310, 316, 317, 318, 324, 339)

Choose two of the following:

- _____ MRKT 413-3 Industrial Marketing (310)
- _____ MRKT 415-3 Retailing Management (310, 316)
- _____ MRKT 420-3 Sales Management (310)
- _____ MRKT 428-3 International Marketing (310, IBUS 380)
- _____ MRKT 480-3 Seminar (310)
- _____ MRKT 491-1-4 In-service (by permission only)
- _____ MRKT 498-3 Internship (consent)

() Prerequisites that have to be met before registering for a class.

Minor in Marketing

A minor in Marketing consists of the following 18 credits:

Required Courses:

- _____ MRKT 100-3 Global Business Concepts (**Non-COB majors only**)
- _____ MRKT 310-3 Principles of Marketing
- _____ MRKT 316-3 Consumer Behavior (310)

Choose three classes if major is not in the COB.

Choose four classes if major is in the COB:

- _____ MRKT 317-3 Product and Pricing Strategy (310)
- _____ MRKT 318-3 Promotional Strategy (310, 316)
- _____ MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- _____ MRKT 339-3 Distribution Strategy (310)
- _____ MRKT 412-3 Professional Selling (310)
- _____ MRKT 413-3 Industrial Marketing (310)
- _____ MRKT 415-3 Retailing Management (310, 316)
- _____ MRKT 420-3 Sales Management (310)
- _____ MRKT 428-3 International Marketing (310, IBUS 380)

() Prerequisites that have to be met before registering for a class.

Major in Management

A Major in Management consists of:

1. College of Business foundation requirements.
2. One (or more) of the following areas of emphasis:

• GENERAL MANAGEMENT

- _____ MGMT 440-3 Human Resource Management
- _____ MGMT 444-3 Organization Design (330)
- _____ MGMT 459-3 Management Information Systems (200, 330)
- _____ MGMT 480-3 Human Behavior in Organizations (330)

Choose three of the following:

- _____ MGMT 385-3 Introduction to Management Science
- _____ MGMT 443-3 Entrepreneurship Management (330)
- _____ MGMT 447-3 Management: Special Topics (330)
- _____ MGMT 449-3 Quality Management (ECON 207)
- _____ MGMT 472-3 Project Management
- _____ MGMT 482-3 Business, Society and Ethics
- _____ MGMT 497-3 Internship
(See MGMT Internship Coordinator for prerequisites)
- _____ ACCT 310-3 Management Accounting I (ACCT 210)

() Prerequisites that have to be met before registering for a class.

• HUMAN RESOURCE MANAGEMENT

- _____ MGMT 440-3 Human Resource Management
- _____ MGMT 441-3 Staffing (440)
- _____ MGMT 442-3 Compensation Management (440)
- _____ MGMT 445-3 Training and Development (440)
- _____ MGMT 480-3 Human Behavior in Organizations (330)

Choose at least six credits of the following:

- _____ ECON 403-3 Labor Economics (201, 202)
- _____ FINA 466-3 Employee Benefits Planning (100 or 362)
- _____ ACCT 310-3 Management Accounting I (ACCT 210)
- _____ HLTH 488-3 Worksite Health Promotion
- _____ BLAW 452-3 Employment and Labor Law (200)
- _____ MET 423-4 Ergonomics and Work Measurement
- _____ MGMT 498-3 Internship
(See MGMT Internship Coordinator for prerequisites)

() Prerequisites that have to be met before registering for a class.

• MANAGEMENT INFORMATION SYSTEMS OPTIONS (MIS)

1. Required MGMT Courses:

- _____ MGMT 385-3 Introduction to Management Science
- _____ MGMT 440-3 Human Resource Management
- OR**
- _____ MGMT 444-3 Organization Design (330)
- _____ MGMT 458-3 Corporate Information Systems
- _____ MGMT 476-3 Decision Support Systems (385)

- _____ MGMT 477-3 Computer Performance Modeling (485)

OR

- _____ MGMT 473-3 Introduction to E-Commerce (200)

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- _____ MGMT 471-3 Wireless Networks (Senior in MIS)
OR
 _____ MGMT 472-3 Information Technology Project Management

2. Required Information Systems Courses

- _____ IT 214-4 Fundamentals of Software Development (ISYS 210, MATH 180)
 _____ ISYS 340-4 Database Application Systems (ISYS 210)
 _____ ISYS 380-4 Systems Analysis and Design (IT 214)

3. Choose two of the following:

- _____ IT 360-4 Introduction to Data Communications and Networking (ISYS 210)
 _____ ISYS 311-4 Business Application Programming (IT 214)
 _____ IT 440-4 Database Management Systems II (IT 214, ISYS 340)
 _____ IT 488-4 Rapid Application Development (ISYS 340 and 380)

() Prerequisites that have to be met before registering for a class.

Minor in Human Resource Management

Students must meet all course prerequisites and are strongly encouraged to complete College Algebra MATH 112 and ISYS 101.

Required:

- _____ MGMT 330-3 Principles of Management
 _____ MGMT 440-3 Human Resource Management
 _____ MGMT 441-3 Staffing (440)
 _____ MGMT 442-3 Compensation Management (440)
 _____ MGMT 445-3 Training and Development (440)
 _____ MGMT 480-3 Human Behavior in Organizations (330)_____

() Prerequisites that have to be met before registering for a class.

Minor in Business Administration

Required for Minor:

- _____ MGMT 200-3 Introduction to MIS (ISYS 101 or equivalent)
 _____ MGMT 330-3 Principles of Management
 _____ ACCT 200-3 Financial Accounting (ISYS 101 and MATH 112)
 _____ ACCT 210-3 Managerial Accounting (200)
 _____ ECON 201-3 Principles of Macroeconomics
 _____ ECON 202-3 Principles of Microeconomics
 _____ ECON 207-4 Business Statistics (MATH 112)
 _____ BLAW 200-3 Legal, Political and Regulatory Environment of Business (ISYS 101)
 _____ MRKT 310-3 Principles of Marketing
 _____ FINA 362-3 Business Finance (ACCT 200)

() Prerequisites that have to be met before registering for a class.

Major in Finance

A major in Finance consists of the foundation courses in the College of Business and the completion of the following:

FINA Core Requirements:

- _____ FINA 460-3 Investments (362)
 _____ FINA 462-3 Strategic Financial Management (362, MGMT 305)
 _____ FINA 464-3 Financial Institutions and Markets (362)
 _____ FINA 467-3 Insurance and Risk Management

Plus at least one of the following areas of emphasis:

A. Corporate Finance

- _____ FINA 461-3 Short-Term Financial Management (362)
 _____ ACCT 300-3 Intermediate Financial Accounting I (ACCT 210)
 _____ ACCT 310-3 Management Accounting I (ACCT 210)

And two courses from FINA 463, 480, 497*; or ACCT 301, 311, 320, 410, 411.

B. Financial Planning and Insurance

- _____ ACCT 411-3 Individual Income Tax
 _____ FINA 459-3 Personal Financial Planning (100 or 362, MGMT 305)
 _____ FINA 470-3 Life and Health Insurance

And two courses from FINA 458**, 463**, 466**, 477, 478, 480**, 497*; or ACCT 410**, or MRKT 412.

**Students who wish to sit for the Certified Finance Planner (CFP) are required to take ACCT410, FINA 458, FINA 463, FINA 466 and FINA 480 in addition to completing the Finance core required and the required courses in the Financial Planning and Insurance area of emphasis.

C. General Finance

Choose any five of the following, two of which must be FINA courses:

- _____ FINA 458-3 Estate Planning (100 or 362)
 _____ FINA 459-3 Personal Financial Planning (100 or 362, MGMT 305)
 _____ FINA 461-3 Short-Term Financial Management (362)
 _____ FINA 463-3 Security Analysis (362 and 460, MGMT 305)
 _____ FINA 466-3 Employee Benefit Planning (100 or 362)
 _____ FINA 470-3 Life and Health Insurance
 _____ FINA 477-3 Real Estate (100 or 362)
 _____ FINA 478-3 Real Estate Investments (362)
 _____ FINA 480-3 Options and Futures (362)
 _____ FINA 482-3 Commercial Bank Management (362, MGMT 305)
 _____ FINA 497*-3 Internship
 _____ ACCT 300-3 Intermediate Financial Accounting I (210)
 _____ ACCT 301-3 Intermediate Financial Accounting II (300, MGMT 305)
 _____ ACCT 310-3 Management Accounting I (210)
 _____ ACCT 311-3 Management Accounting II (310)
 _____ ACCT 410-3 Business Income Tax (200, 300, MGMT 305)
 _____ ACCT 411-3 Individual Income Tax
 _____ MRKT 412-3 Professional Selling (310)

D. Institutional Finance

- _____ FINA 461-3 Short-Term Financial Management (362)
 _____ FINA 463-3 Security Analysis (362, 460, MGMT 305)
 _____ FINA 482-3 Commercial Bank Management (362, MGMT 305)
 And two courses from FINA 470, 477, 478, 480, 497*; or ACCT 300 or 301.

E. Investment Analysis

- _____ FINA 463-3 Security Analysis (362, 460, MGMT 305)
 _____ FINA 480-3 Options and Futures (362)
 _____ ACCT 300-3 Intermediate Financial Accounting I (ACCT 210)
 And two courses from FINA 459, 466, 470, 477, 478, 497*; or ACCT 301, 411.

() Prerequisites that have to be met before registering for a class

*Instructors permission required

Minor in Financial Planning

Required for Minor:

- _____ FINA 100-3 Personal Financial Management
OR
 _____ FINA 362-3 Business Finance (ACCT 200)
AND
 _____ FINA 459-3 Personal Financial Planning (FINA 100 or FINA 362, MGMT 305)
 _____ FINA 467-3 Insurance and Risk Management
AND at least three of the following:
 FINA 458, 460, 463, 464, 466, 470, 477, 478, 497*, ACCT 411 or MRKT 412

() Prerequisites that have to be met before registering for a class

*Instructors permission required

Major in International Business

A major in International Business consists of:

1. Business foundation requirements

2. International Business Core

- _____ IBUS 428-3 International Marketing (310, IBUS 380)
 _____ IBUS 448-3 International Business Management (380)
 _____ IBUS 469-3 International Business Finance (380)
 _____ IBUS 485-3 Export Administration (380)
 _____ IBUS 490-3 International Business Policy (428, 448, 469)

3. One from the following:

- _____ IBUS 419-3 International Business Seminar (380)
 _____ IBUS 486-3 Consulting for Export Business (consent)
 _____ IBUS 491-1-4 In-Service (permission required)
 _____ IBUS 499-3 Individual Study (permission required)
 _____ BLAW 453-3 International Legal Environment of Business (200)
 _____ ECON 420-3 International Economics (201, 202)

4. One from the following:

- _____ GEOG 341-3 World Regional Geography
 _____ POL 231-3 World Politics
 _____ POL 433-3 International Organization

5. Required Electives (Business Function, 9 credits)

Select three courses from **one** of the following business function areas:

OPTION A: Marketing

- _____ MRKT 316-3 Consumer Behavior (310)
- _____ MRKT 318-3 Promotional Strategy (310, 316)
- _____ MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- _____ MRKT 339-3 Distribution Strategy (310)
- _____ MRKT 412-3 Professional Selling (310)

OPTION B: Finance

- _____ FINA 460-3 Investments (362)
- _____ FINA 462-3 Strategic Financial Management (362, MGMT 305)
- _____ FINA 463-3 Security Analysis (362, 460, MGMT 305)
- _____ FINA 464-3 Financial Institutions and Markets (362)
- _____ ACCT 310-3 Management Account I (210)

OPTION C: Management

- _____ MGMT 385-3 Introduction to Management Science
- _____ MGMT 440-3 Human Resource Management
- _____ MGMT 444-3 Organization Design (330)
- _____ MGMT 452-3 Operations Strategy (346)
- _____ MGMT 459-3 Management Information Systems (200, 300)
- _____ MGMT 480-3 Human Behavior in Organizations (330)

() Prerequisites that have to be met before registering for a class

Minor in International Business

A minor in International Business consists of the following:

A. Business Requirements:

- _____ MRKT 310-3 Principles of Marketing
- _____ IBUS 380-3 Principles of International Business

B. International Business Requirements (choose four of the following courses):

- _____ IBUS 419-3 International Business Seminar (380)
- _____ IBUS 428-3 International Marketing (310, IBUS 380)
- _____ IBUS 448-3 International Business Management (380)
- _____ IBUS 469-3 International Business Finance (380)
- _____ IBUS 485-3 Export Administration (380)
- _____ IBUS 490-3 International Business Policy (428, 448, 469)
- _____ BLAW 453-3 International Legal Environment of Business (200)

() Prerequisites that have to be met before registering for a class.

Minor in Business Law

Required for Minor:

- _____ ACCT 200-3 Financial Accounting (ISYS 101, MATH 112)
- _____ ISYS 101-3 Personal Productivity with Information Systems
- _____ BLAW 200-3 Legal, Political and Regulatory Environment of Business (ISYS 101)
- _____ BLAW 450-3 Contracts, Sales and Professional Responsibility (200)
- _____ BLAW 452-3 Employment and Labor Law (200)

Choose two of the following:

- _____ BLAW 371-3 Computer and Technology Law
- _____ BLAW 453-3 The International Legal Environment of Business (200)
- _____ BLAW 455-3 Legal Aspects of Banking and Finance (200)
- _____ BLAW 474-3 Environmental Regulation and Land Use (200)
- _____ BLAW 476-3 Construction and Design Law (200)
- _____ BLAW 477-3 Negotiation and Conflict Resolution (200)
- _____ BLAW 483-3 Special Topics

() Prerequisites that have to be met before registering for a class.

Policies and Information

Academic Advising: Students will initially receive their advising from the professional advisors in the College of Business Advising Center. When a student applies to a College of Business major, they will be assigned a faculty advisor in the major area of study. Questions regarding the assignment of advisors can be answered in the College of Business Advising Center, 151 Morris Hall, 507-389-2963.

Information Technology Initiative: Students with a major or minor in the College of Business are required to purchase a notebook computer with a standard set of applications from the Campus Computer Store at Minnesota State Mankato. Students who are majoring in other colleges may be able to enroll in non-notebook classes as they are offered. For further information, please refer to the College of Business section in the Undergraduate Bulletin online: mnsu.edu/acadaf

College of Business Policies: Students who are business minors, non-business majors or those who are not seeking a four year degree may take up to 24 credits in the College of Business. Students must be admitted to a College of Business major to be granted a Bachelor of Science degree in any major within the College of Business.

Graduation Policies: To be eligible for graduation, students must complete 128 semester credits and have completed at least 40 semester credits of upper division (300-400 level) classes.

Residency: Transfer students pursuing a major within the College of Business must complete a minimum of 30 resident upper division credits (300-400 level) in the College of Business at Minnesota State Mankato.

Transfer students pursuing a major or minor in the College of Business must complete at least 50% (one-half) of their major or minor coursework at Minnesota State Mankato.

GPA Policy: Majors in the College of Business must earn a minimum grade point average of 2.0 (C) for the total courses taken in the College of Business and an overall 2.25 GPA to meet graduation requirements. (Accounting majors or minors must earn a grade of "C" or better in required accounting and business law classes.) Students pursuing a minor in the College of Business must earn a minimum grade point average of 2.0 in courses required for the minor.

P/N Grading Policy: No more than one-fourth of a student's major shall consist of P/N grades.

Assessment Policy: The College of Business believes that the ongoing assessment of its programs makes a vital contribution to the quality of those programs and to student learning. Student participation is an important and expected part of the assessment process.

Internships: Students are encouraged to participate in business and industrial organizations through internship programs. Internships are available during the junior and senior years. Students interested in internships should interview early with the internship coordinator for enrollment in this program.

For further information contact:
College of Business Advising Center
Minnesota State University, Mankato
151 Morris Hall
Mankato, MN 56001
507-389-2963 (V) 800-627-3529 or 711 (MRS/TTY)
www.cob.mnsu.edu Fax: 507-389-1318