



BBA Planning Sheet

Bachelor of Business Administration



Effective Fall 2010 (updated for Spring 2011)

(course pre-requisites are in parentheses; c/ means concurrent enrollment allowed)

General Education (Basic Knowledge and Skills)

Writing-Based Inquiry Seminars	WBIS 188	3	___
Business Composition (45 cr.)	ENG 309	3	___
Problem-Based Inquiry Seminar	See Math 204/206	___	___
Physical Education	PHY ED 105	2	___
Non Western Culture (NW)	___	3	___
Fundamentals of Speech Communications	COMM 111	3	___
Ethnic Studies (ES)	___	3	___
Humanities (HU) (9 credits in 2 areas)			
Humanities	___	3	___
Humanities	___	3	___
Humanities	___	3	___
Natural Science (NS) (8 credits needed)			
Lab Science	___	4/5	___
Lab Science	___	4/5	___
Social Science (SS) (9 credits in 2 areas)			
Social Science	___	3	___
Social Science	ECON 204	3	___
Social Science	ECON 206	3	___

Minimum of 42 Gen. Ed. credits required

*Note- English 100, Math 100/103 or Intrdscp 100 will not count toward the 120 graduation credits.

Other Requirements

Global Knowledge Requirement (GKR)

See GKR handout, College of Business website and/or a Business Advisor for a supplementary list.

Minimum 6 credits

1. _____ 2. _____

Degree Requirements

- 60 credits of the 120 required to graduate must be non Business and non 300 or 400 level Economics credits.
- To graduate, students must earn a minimum of 2.0 GPA in:
 - all upper level Business and Economics courses
 - courses required in the major area (2.5 for Accounting)
 - across all 300/400 level courses

Remember:

- Check UW Oshkosh email regularly
- Attend mandatory group advising
- Review COB website: <http://www.business.uwosh.edu>
- See an advisor regularly
- See undergraduate bulletin at <http://www.uwosh.edu/registrar/bulletins-> for policies such as drop, repeat, probation/suspension, and academic amnesty.

College of Business 1st Day Drop Policy

Students absent the first class meeting of a College of Business class will be administratively dropped from that class.

College of Business Residency Requirement

50% of the business credits needed for the business degree must be earned in residence at UW Oshkosh.

Business Pre-Core

24 credits

Freshmen/Sophomore students

Pre-admitted College of Business students

BUS 198 Introduction to Business	3	___
BUS 204 Essentials of Financial & Managerial Accounting (24 cr., Math 103* or PBIS 187,188, or 189; c/BUS 198; 2.0 GPA)	4	___
ECON 204 Principles of Macroeconomics (PBIS or c/Math 204, 104, 106, or 108 or qualified to enroll in Math 171)	3	___
ECON 206 Principles of Microeconomics (Math 204, 104, 108 or 171 w/ C or qualified to enroll in Math 171)	3	___
ECON 210 Econ and Business Statistics (Math 204 or 171 w/C or qualified to enroll in Math 171)	3	___
MATH 204 Math Business Analysis I (Math 103* w/C) or Math 172	4	___
MATH 206 Math Business Analysis II (Math 204 w/C) or Math 171	4	___

College of Business Admission Requirements:

Academic: Minimum 54 credits with a combined GPA of at least 2.5;

Complete Business Pre-Core courses with a GPA of at least 2.2 and a grade of C or better in each course. See a Business Advisor in the Student Success Center to apply to the College of Business.

Professional Development: Student must complete COB approved activities in the area of self-awareness, market research, professional development and communication skills.

(See COB website for details and description of required essay)

Business Core

20-21 credits

Professional Skills/Internship Requirement

BUS 384 Professional Skills in Business (2.5 GPA, 44 credits, Bus 198 and Econ 204 or 206)	1	___
BUS 442 Business Cooperative Study (2.5 GPA, 44 credits, Bus 198 and Econ 204 or 206, c/Bus 384)	0-6	___
BUS 492 Business Administration Internship (2.5 GPA, 44 credits, Bus 198, Econ 204 or 206, c/Bus 384)	0-3	___

See Jessie Pondell; Internship Director (Clow 151) or the College of Business website.

Core Curriculum

Students are eligible to enroll for the following Business Cores if they have a 2.4 combined GPA, 44 credits earned, and all other course pre-requisites.

BUS 311 Essentials of Information Systems	2	___
BUS 351 Essentials of Organizational Behavior (Bus 198; and Econ 106, 204 or 206)	2	___
BUS 361 Essentials of Human Resource Management (Bus 198; and Econ 106, 204 or 206)	2	___

Students must be admitted to College of Business prior to taking the following Business Core and all major courses. Students not admitted may take up to 6 credits of 300-400 Business courses during the 14 weeks (up to a maximum of 21 credits of BUS 300/400) if they have a 2.5 combined GPA, 60 credits earned, and all other course pre-requisites.

BUS 320 Essentials of Law for Business (all majors except Accounting majors who must take BUS 321, 3 credits, Fall only)	2	___
BUS 331 Essentials of Finance (Bus 204)	2	___
BUS 341 Essentials of Operations Management	2	___
BUS 371 Essentials of Marketing	2	___
BUS 389 Quantitative Business Analysis (Econ 210)	2	___
BUS ___ Culminating Experience:	3	___
BUS 417** IS Strategy and Management (Bus 411) OR		
BUS 454** Managing the Family and Closely-Held Business OR		
BUS 455** Strategic Management OR		
BUS 486** Student Consulting Practicum (3.0 GPA and consent of instructor)		

**Final semester, admitted to COB, c/BUS 492 or 442, and graduation application on file.

Accounting			29 credits
BUS 205	S	Financial Accounting Cycle (Bus 204)	2
BUS 301	F	Intermediate Accounting I (Bus 204 w/C & 205 w/C)*3	3
BUS 302	S	Intermediate Accounting II (Bus 301 w/C)	3
BUS 303	F	Cost Management (Bus 204 w/C and 205 w/C and preferred concurrent Bus 341)*	4
BUS 304	S	Advanced Cost Management (Bus 303 w/C)	3
BUS 305	S	Accounting Information Systems (Bus 301 and 311)	2
BUS 401	S	Auditing (Bus 302 w/C)	3
BUS 403	F	Federal Income Taxation (Bus 301 w/C)	3
BUS 404	S	Advanced Federal Income Taxation (Bus 403 w/C)	3
BUS 405	F	Govt./ Not-for-Profit Accounting (Bus 302 w/C)	3

*2.5 GPA will be required in BUS 204 and BUS 205 and 2.5 GPA required in all 200 and 300 level accounting courses (does not include Business Law I) to advance to 400 level courses. A minimum of 6 credits of 400 level accounting courses must be taken at UW Oshkosh.

**A 2.5 GPA and minimum grade of C required in all accounting courses to graduate.

** See a Faculty Advisor for information on the 150 hour CPA Exam and 150 Hour CPA Exam Eligibility Certificate.

Economics			21 credits
ECON 329	B	Intermediate Micro Theory (Econ 204 and 206 w/C, Math 204 and 206)	3
ECON 331	B	Intermediate Macro Theory (Econ 204 and 206 w/C, Math 204 and 206)	3
ECON 473	B	Econometrics (Econ 204, 206, and 210 all w/C)	3
OR			3
ECON 472		Time Series Analysis and Forecasting (Econ 210 w/C)	3
Plus six credits from:			
ECON 305	B	Money and Banking **	3
ECON 403	S	Public Sector Economics **	3
ECON 420	B	International Finance and Trade**	3
ECON 433		Managerial Economic ** (and Econ 210 w/C)	3
ECON 466		Industrial Organization**	3
Upper level Business/Economics electives (300 - 400)			
1. _____		3 cr.	
2. _____		3 cr.	

**Pre-requisites for these courses are Econ 204 and 206 with an average grade of C or better

Finance			26 credits
BUS 205	S	Financial Accounting Cycle (Bus 204)	2
BUS 333	B	Financial Markets ***	3
BUS 334	B	Investment Management***	3
BUS 335	B	International Business Finance***	3
BUS 433	B	Advanced Financial Management (Bus 205 w/C; and Bus 333 and Bus 334)	3
Plus nine credits from: (3 of the 9 credits must be from a 400-level course)			
BUS 301	F	Intermediate Accounting I (Bus 204 w/C & 205 w/C)*3	3
BUS 303	F	Cost Management (Bus 204 w/C and 205 w/C and preferred concurrent BUS 341)*	4
BUS 336	B	Financial Planning / Individuals ***	3
BUS 337	S	Business Risk Management and Insurance ***	3
BUS 338	S	Real Estate Finance ***	3
BUS 431	B	Fin. Statement Analysis (Bus 205,331,389, all w/C)	3
BUS 432	S	Security Analysis (Bus 205 w/C and Bus 334)	3
BUS 435	F	Management of Financial Institutions (Bus 205 w/C and Bus 333)	3
BUS 438	B	Student Managed Endowment Fund** (Bus 331 w/C and Bus 389 w/C)	3
Plus 3 credits of upper level BUS/ECON 300-400 elective			3

*2.5 GPA will be required in BUS 204 and 205 .

** Must apply for admission to course, repeatable for credit.

***Pre-requisites for these courses are BUS 331 w/C and BUS 389 w/C.

Human Resources Management			27 credits
BUS 362	B	Compensation Management **	3
BUS 363	B	Employee Relations (Bus 351, 361, and c/389)	3
BUS 364	B	HR Staffing and Planning**	3
BUS 366	B	HR Information and Metrics***	1.5
BUS 367	B	Benefits Administration***	1.5
BUS 368	B	Training and Development***	1.5
BUS 369	B	Change Management***	1.5

** Pre-requisites for these courses are Bus 351, 361, and 389

*** Pre-requisites for these courses are Bus 351 and 361

Upper level Business/Economics electives (300 - 400) - 6 credits

1. _____ 3 cr. 2. _____ 3 cr.

Psychology/Sociology/Anthropology (May also count as gen edu credits) -6 credits

1. _____ 3 cr. 2. _____ 3 cr.

Information Systems			30 credits
CS 142	B	Elementary Programming in Visual Basic # (Math 103 w/C)	3
CS 221	B	Programming in Java (CS 142 w/C or Math 104,108, 204, 206 w/C)	3
BUS 314	F	System Analysis and Design (c/Bus 311)	3
BUS 315	S	Database Systems in Business (Bus 311 w/C or CS 271 w/C and c/CS 142#)	3
BUS 318	F	Business Programming in Java (CS 221 w/C and c/Bus 314)	3
BUS 355	S	Networking and Telecomm Systems (Bus 311 w/C or CS 271 w/C and c/Bus 314)	3
BUS 410	F	Software Design and Development (Bus 314 and c/Bus 315, and CS 142 # & CS 221)	3
BUS 411	F	Project Management (complete 4 core courses)	3
BUS 412	S	Web-based Systems (c/Bus 315 or c/CS 361 and CS 221)	3
BUS 417	S	IS Strategy and Management (see first page for pre-requisites)	3
# substitution may be granted if completed Computer Science 262 and demonstrates knowledge of introductory level VB Net to the MIS faculty.			

Marketing			21 credits
BUS 374	B	Marketing Research (Bus 371 w/C+ and Bus 389 w/C)	3
BUS 379	B	Selling and Sales Management (Bus 371)	3
BUS 473	B	Marketing Strategy (Bus 371)	3
BUS 377*	B	Consumer Behavior (Bus 371 and 389)	3
OR			3
BUS 475*		Professional Purchasing Behavior (Bus 371 and 389)	3
Plus nine credits from:			
BUS 372	F	Retail Management (Bus 371)	3
BUS 373	S	Physical Distribution Management (Bus 371)	3
BUS 375	B	International Marketing (Bus 371)	3
BUS 376	B	Advertising and Sales Promotion (BUS 371)	3
BUS 377*	B	Consumer Behavior (Bus 371 and 389)	3
BUS 463	F	Internet Marketing (Bus 371)	3
BUS 475*		Professional Purchas. Behavior (Bus 371 & 389)	3
* Course counts only once in Marketing Major			

Supply Chain and Operations Management			21 credits
BUS 342	F	Analytical Methods in Supply Chain Management (c/Bus 341 and c/Bus 389)	3
BUS 343	F	Mfg. Planning and Control*	3
BUS 344	S	Supply Chain Management*	3
BUS 445	S	Supply Chain Strategy*	3
BUS 450	B	Environmental Management	3
BUS 460	F	Advanced Quality Management*	3
* Pre-requisites for these courses are Bus 341 and c/Bus 389			
Plus 3 credits of upper level BUS/ECON 300-400 elective			3

Or choose from Supply Chain and Operations Management electives:

BUS 441- Cases in Ops Management (Bus 342 and Bus 343 or 344)

BUS 449 - Supply Chain Management Topics (Bus 341)

Cost Management* (Not Applicable for Accounting Majors) 12 credits

*Students may select only 1 of the 2 emphases in the accounting area.
See Accounting Major for pre-requisite requirements on page 2.

BUS 205	S	Financial Accounting Cycle	2	___
BUS 301	F	Intermediate Accounting I	3	___
BUS 303	F	Cost Management	4	___
BUS 304	S	Advanced Cost Management	3	___

Tax Planning* (Not Applicable for Accounting Majors) 11 credits

* Students may select only 1 of the 2 emphases in the accounting area.
See Accounting Major for pre-requisite requirements on page 2.

BUS 205	S	Financial Accounting Cycle	2	___
BUS 301	F	Intermediate Accounting I	3	___
BUS 403	F	Federal Income Taxation	3	___
BUS 404	S	Advanced Federal Income Taxation	3	___

Entrepreneurship & Small Business Management 9 credits

BUS 383	F	Entrepreneurship (6 credits of core courses)	3	___
BUS 485	S	Managing Small Growing Bus (6 credits of core courses)3	___	___

Plus three credits from: (course may not count toward major requirement)

BUS 303	F	Cost Management (Bus 204 and 205 w/ 2.5 GPA and preferred concurrent Bus 341)	4	___
BUS 314	F	System Analysis & Design (c/Bus 311)	3	___
BUS 326	F	Real Estate Principles	3	___
BUS 336	B	Financial Planning for Individuals (Bus 331 w/C and 389 w/C)	3	___
BUS 338	S	Real Estate Finance (Bus 331 w/C and 389 w/C)	3	___
BUS 343	F	Mfg. Planning Control Systems (Bus 341)	3	___
BUS 364	B	HR Staffing & Development (Bus 351, 361 and 389)	3	___
BUS 372	F	Retail Management (Bus 371)	3	___
BUS 374	B	Marketing Research (Bus 371 w/C+ and 389 w/C)	3	___
BUS 376	B	Advertising and Sales Promo (Bus 371)	3	___
BUS 379	B	Selling /Sales Management (Bus 371)	3	___
BUS 431	B	Financial Statement Analysis (Bus 205,389,and 331, all w/C)	3	___
BUS 433	B	Advanced Financial Management (Bus 205 w/C; and Bus 333 and Bus 334)	3	___
BUS 454		Managing the Family and Closely-Held Business (see first page for pre-requisite requirements)	3	___

Financial Services (Not Applicable for Finance Majors) 9 credits

See bulletin or Finance Major on page 2 for pre-requisite requirements.

BUS 333	B	Financial Markets	3	___
Plus six credits from:				
BUS 326	F	Real Estate Principles	3	___
BUS 327		Principles of Risk Management and Insurance (BUS 331 w/C and BUS 389 w/C)	3	___
BUS 334	B	Investment Management	3	___
BUS 336	B	Financial Planning for Individuals	3	___
BUS 337	S	Business Risk Management and Insurance	3	___
BUS 338	S	Real Estate Finance	3	___
BUS 379	B	Selling and Sales Management (Bus 371)	3	___
BUS 432	S	Security Analysis	3	___
BUS 435	F	Management Financial Institutions	3	___

Insurance (Not Applicable for Insurance Minor) 9 credits

See bulletin or Finance Major on page 2 for pre-requisite requirements.

BUS 327		Principles of Risk Management and Insurance (BUS 331 w/C and BUS 389 w/C)	3	___
BUS 337*	S	Business Risk Management and Insurance	3	___
BUS 437		Advanced Risk Management (Bus 337)	3	___

*BUS 337 cannot count for both Finance major and Insurance emphasis

International Management 12 credits

(Not Applicable to Global Business Minors)

Group A (minimum of six credits)

BUS 335	B	International Business Finance (Bus 331 w/C and 389 w/C)	3	___
BUS 365	S	Global Management	3	___
BUS 375	B	International Marketing (Bus 371)	3	___
BUS 480		Topics in International Business	3	___
BUS 494	B	International Study Tour (See Global Minor)	3	___

Group B (minimum of three credits)

ECON 420	B	International Finance & Trade (Econ 204 & 206 w/C)3	___	___
INTL 341		Multinational Corp. in International System	3	___
One 300 - Level Foreign Language Course				

Legal Studies in Business 8-9 credits

BUS 320	B	Essentials of Law for Business*** and	2	___
BUS 321	F	Business Law I***	3	___
***2 or 3 credits counted in the core				
BUS 422	S	Business Law II (Bus 321)	3	___

Plus three credits from:

Business 326, 363, 403; Criminal Justice 270, 319, 348; Education Foundation 412; Human Services 415; Journalism 412; Philosophy 345; Political Science 253, 305, 306, 330, 392; Public Admin 307; Urban Planning 317
* BUS 403 cannot count for both Accounting Major and Emphasis.
** BUS 363 cannot count for both the Human Resource Management Major and the emphasis.

Production and Operations Management 9 credits

(Not Applicable for Supply Chain and Operations Management Majors)

See Supply Chain and Operation Management Major for pre-requisite requirements on page 2.

BUS 343	F	Management Planning and Control Systems I	3	___
BUS 344	S	Supply Chain Management	3	___
Plus three credits from:				
BUS 342	F	Analytical Methods of Operations	3	___
BUS 441		Case in Operations Management	3	___
BUS 449		Operations Management Topics	3	___
BUS 460	F	Advanced Quality	3	___

Real Estate 9 credits

See bulletin for course pre-requisites.

BUS 326	F	Real Estate Principles	3	___
Plus any two of the following:				
BUS 321	F	Business Law I*	3	___
BUS 338	S	Real Estate Finance** (Bus 331 w/C & 389 w/C)3	___	___
URB PLNG 300		Planning	3	___
URB PLNG 317		Land Use Regulation	3	___
URB/PLNG 320		Housing	3	___
URB/PLNG 360		Real Estate Development Process	3	___

* For Accounting Majors only, BUS 321 may not count as part of the emphasis, rather BUS 422 may be used as a substitute.

** This course cannot count for both a Finance Major and a Real Estate Emphasis.

Information Management (Not Applicable for MIS Majors) 9 credits

See Management Information System Major for pre-requisite requirements on page 2.

BUS 314	F	System Analysis and Design	3	___
BUS 355	S	Networking and Telecomm Systems	3	___
BUS 411	F	Project Management	3	___

Computer Science	11 credits
<i>See bulletin for Computer Science pre-requisite requirements</i>	
CS 262 Object Oriented Design and Programming II	4 ___
CS 271 Data Structures	4 ___
Plus three credits from:	
CS 251 Computer Organization and Assembly Language	3 ___
CS 331 Programming Languages	3 ___
CS 337 Advanced Programming In Java	3 ___
CS 346 Web Software Development	3 ___
CS 371 Computer Graphics	3 ___
CS 381 Introduction to the Theory of Computing	3 ___

Web Presence Management	12 credits
<i>See bulletin for Computer Science pre-requisite requirements</i>	
BUS 111 Creating the Digital Future	3 ___
Plus nine credits from:	
CS 125 Web Development	3 ___
BUS 390 Internet Platform Management (Bus 311 and CS 125)	3 ___
BUS 392 Technology Innovation (Bus 311)	3 ___
BUS 463 Internet Marketing (Bus 371)	3 ___
BUS 495 Designing Social Media Websites (Bus 390, CS 125, CS 142 or CS 221)	3 ___

Insurance & Financial Planning Minor - 21 credits

(Available to all students. Students cannot complete both insurance & financial minor and insurance emphasis)

BUS 327 Principles of Risk Management and Insurance**	3 ___
BUS 334 B Investment Management **	3 ___
BUS 336 B Financial Planning for Individuals **	3 ___
BUS 337* S Business Risk Management and Insurance	3 ___
BUS 437 Advanced Risk Management (Bus 337)	3 ___
Plus six credits from:	
BUS 333 B Financial Markets **	3 ___
BUS 379 B Selling and Sales Management (Bus 371)	3 ___
BUS 383 F Entrepreneurship (2 core courses)	3 ___
BUS 403 F Federal Income Taxation (Bus 301 w/C)	3 ___
BUS 404 S Advanced Federal Income Taxation (Bus 403 w/C)	3 ___

*BUS 337 cannot count for both Finance major and Insurance minor.
**Pre-requisites for these courses are Bus 331 w/C and Bus 389 w/C.

Operations Research Minor - 25 credits

(Recommended for students who wish to combine a Computer Science or Mathematics major with a quantitative Business minor or Business students who want an applications-oriented Mathematics minor.)

Required Math Courses:

see Bulletin for Math prerequisites

MATH 171 Calculus I	4 ___
MATH 172 Calculus II	4 ___
MATH 222 Introduction to Abstract Mathematics	3 ___
MATH 256 Introduction to Linear Mathematics	3 ___
MATH 301 Introduction to Probability & Statistics	3 ___

Required Business Courses:

(Business course prerequisites in parentheses)

BUS 341 Essentials of Operations Management	2 ___
BUS 342 F Analytical Methods in Operations (c/Bus 341 and c/Bus 389)	3 ___
BUS 460 F Advanced Quality Management (Bus 341 and c/Bus 389)	3 ___

Healthcare Management	30-36 credits
<i>See bulletin for Biology and Chemistry pre-requisite requirements</i>	
CHEM 101 Biochemistry or CHEM 105 Chemistry	4-5 ___
CHEM 102 Biochemistry or CHEM 106 Chemistry	4-5 ___
BIO 112 Healthcare Orientation	2 ___
BIO 105 (or BIO 108) Biological Concepts	4-5 ___
BIO 211 or BIO 308 Anatomy	3-5 ___
BIO 212 or BIO 319 Physiology	4-5 ___
BIO 233 Mircobial Survey or BIO 309 Bacteriology	4-5 ___

Global Business Minor - 23 credits

(Not Applicable to students with an International Management Emphasis)

1. Global Business Requirement - 6 credits

Select two courses from the following:

BUS 335 B International Business Finance (Bus 331 w/C and 389 w/C)	3 ___
BUS 365 S Global Management	3 ___
BUS 375 B International Marketing (Bus 371)	3 ___

2. Foreign Language Requirement - 8 credits

Eight credits in one foreign language. Retroactive credits are allowed to fulfill the remaining credits after earning a grade of B or better in one college-level course. Completion of this requirement will also satisfy the global knowledge requirement.

3. Cultural Diversity Requirement - 6 credits

*Select two courses from the pre-approved list
(See bulletin for course pre-requisites.)*

**satisfies Non-Western Culture requirement*

Anthropology	318*, 322*, 326*, 328, 330*, 348, 360*, 376
Art	313, 315, 317*, 320, 321
Economics	309, 319*, 436
English	358, 365
French	315, 318, 330, 331, 350
Geography	311, 319*, 321, 331, 338*, 347*, 353*, 354
German	315, 318, 321, 330, 350, 352, 353, 427, 432, 435, 438, 440, 445
History	310, 316, 318, 319, 322, 323, 350, 370*, 371*, 374, 375*, 376*, 377*, 378*, 379, 380, 381*, 382*, 383, 384, 388
International Studies	308*, 309*, 312*, 321, 341, 402, 403, 420
Political Science	309, 311*, 336*, 339, 355, 376, 379*, 383, 393, 395, 410
Russian	350, 375
Spanish	315, 318, 320, 325, 332, 334, 335, 350, 375, 404, 412, 420

4. Study Tour Requirement - 3 credits

BUS 494 B College of Business International Study Tour (Admit to College of Business)	3 ___
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The Study Tour Requirement must be fulfilled with a pre-approved study tour or semester abroad academic study experienced that provides the student with significant observation of and/or interaction with business/management in a different culture. The Study Tour Requirement must provide the student with the opportunity to study multiple businesses in multiple industries.

Automatic pre-approval is provided to any experience supported by the College of Business or in association with the College of Business. These experiences are listed as BUS 494 and include:

- BUS 494 - European Study Tour
- BUS 494 - Japan Study Tour
- BUS 494 - Peru Study Tour