

# BBA Planning Sheet

## Bachelor of Business Administration

*Effective for Fall 2012*  
Course pre-requisites are in parentheses  
c/ means concurrent enrollment allowed

### Business Pre-Core Courses and Admission to the College of Business

<u>BUSINESS PRE-CORE COURSES</u>	24 credits
BUS 198 Introduction to Business	(3) ___
BUS 206 Essentials of Financial Accounting (24 cr., Math 103 or PBIS; c/BUS 198; 2.0 GPA)	(2) ___
BUS 207 Essentials of Managerial Accounting (Bus 206 or concurrent enrollment)	(2) ___
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, 206, 104, 108 or 171 w/C or qualified to enroll in Math 171)	(3) ___
ECON 210 Economics and Business Statistics (Math 204, 206, or 171 w/C or qualified to enroll in Math 171)	(3) ___
MATH 204 Finite Math for Business (Math 103, 104, or 108 w/C) or MATH 172	(4) ___
MATH 206 Applied Calculus for Business (Math 104, 108 or 204 w/C) or MATH 171	(4) ___
	<b>24 credits</b>

**COLLEGE OF BUSINESS ADMISSION REQUIREMENTS**

**Academic:** A **2.5 minimum combined GPA and 54 credits** completed are required. A student must also complete the **Business Pre-Core courses**, earning a **C or better** in each course and averaging a **2.5 minimum GPA** across the courses.  
*Note:* Students who were admitted to UW Oshkosh **prior to Fall 2012** are required to meet a **2.2 minimum GPA** across the pre-core courses.

**Professional Development:** Students must complete College of Business approved activities in the following areas:  
**Self-Awareness, Market Awareness, Professional Connections, and Communication Skills.** Students must submit an electronic portfolio using Folio21 on Titan Jobs. See the **COB website (www.business.uwosh.edu)** for more details on these requirements and how to complete the portfolio.

**Admission Process:** Students must meet with a COB advisor in the UARC in a scheduled appointment to complete the COB application and submit their professional development portfolio by the admission deadline.

### General Education Requirements

**Minimum 42 credits required. These requirements DO NOT have to be completed to apply to the COB.**

**COMPOSITION**

ENG 100 – Complete or test out (NDC)	(3) ___
WBIS 188, ENG 101, or ENG 110	(3) ___
ENG 309 Adv Comp for Business (45cr.)	(3) ___

**NATURAL SCIENCE (NS) (8 credits w/lab needed)**

* _____ - _____	(4) ___
* _____ - _____	(4) ___

**PROBLEM –BASED INQUIRY SEMINAR**

MATH 100 – Complete w/C or test out (NDC)	(4) ___
MATH 103 – Complete w/C or test out (NDC)	(3) ___
MATH 204 and MATH 206 (see Pre-Core)	(8) ___

**SOCIAL SCIENCE (SS) (9 credits in 2 areas)**

* _____ - _____	(3) ___
ECON 204 and ECON 206 (see Pre-Core)	(6) ___

**PHYSICAL EDUCATION**

PE 105 The Active Lifestyle	(2) ___
-----------------------------	---------

**ETHNIC STUDIES (ES)**

* _____ - _____	(3) ___
-----------------	---------

**NON-WESTERN CULTURE (NW)**

* _____ - _____	(3) ___
-----------------	---------

**\*Indicates that students must choose courses from the list as indicated on their STAR Report. See advisor or PAL for assistance.**

**COMMUNICATION**

COMM 111 or 112 Fund of Speech Comm	(3) ___
-------------------------------------	---------

**(NDC) means non-degree credit. Course(s) count(s) towards GPA and semester credits, but not towards 120 degree credits to graduate.**

**HUMANITIES (HU) (9 credits in 2 areas)**

* _____ - _____	(3) ___
* _____ - _____	(3) ___
* _____ - _____	(3) ___

**Remember to:**

- Check UW Oshkosh E-mail regularly
- Attend Mandatory Group Advising (see E-mail)
- See a COB advisor regularly

Updated: 4/18/12

**COB First Day Drop Policy**

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

# Business Core Courses and Other BBA Degree Requirements

## BUSINESS CORE COURSES

In general, students should be admitted to the College of Business prior to taking the Business Core Courses and all major courses.

Students not admitted to the COB may take up to 6 credits of 300-400 level courses during the semester (up to a maximum of 21 credits of 300-400 level courses total).

Students are eligible to enroll in the following Business Core Courses if they have a 2.4 combined GPA, 44 credits earned, and listed course pre-requisites.

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

Students are eligible to enroll in the following Business Core Courses and all Business major courses if they have a 2.5 combined GPA, 60 credits earned, and listed course pre-requisites.

BUS 320 Essentials of Law for Business	(2) ___
(all majors except Accounting majors who must take BUS 321, 3 cr., Fall only)	
BUS 331 Essentials of Finance (Bus 204 OR 206 & 207)	(2) ___
BUS 341 Essentials of Operations Management	(2) ___
BUS 371 Essentials of Marketing	(2) ___
BUS 389 Quantitative Business Analysis	(2) ___
(Econ 210 or Math 301)	

When students apply and are admitted to the College of Business they must select at least one of the 8 majors listed below. The business minors and emphases are options to complement the major, but are not required to complete a business degree.

BUS \_\_\_ Culminating Experience (3) \_\_\_  
(Final semester, admitted to COB, c/Bus 492 or 442, and graduation application on file, see specific major for course requirement)

417 IS Strategy and Management  
(see Major for pre-requisites) OR

453 Managing Change OR

454 Managing the Family or Closely-Held Business OR

455 Strategic Management OR

477 Business Growth and Development OR

486 Student Consulting Practicum OR  
(3.0 GPA and Instructor Consent)

**19-20 credits**

## OTHER BBA DEGREE REQUIREMENTS

### Professional Skills/Internship Requirement

BUS 384 Professional Skills in Business (1) \_\_\_  
(2.5 GPA, 44 cr., Bus 198 and Econ 204 or 206)

BUS 442 Business Cooperative Study (1-6) \_\_\_  
(2.5 GPA, 44 cr., Bus 198, Econ 204 or 206, c/Bus 384)

OR

BUS 492 Business Internship (0-3) \_\_\_  
(2.5 GPA, 44 cr., Bus 198, Econ 204 or 206, c/Bus 384)

Go to the COB Internship Office, Sage Hall 1608, call 424-0297 or see the College of Business website for more details.

### Global Knowledge Requirement (GKR)

#### Options for Completion

1. Non-western Culture course AND 6 credits of one Foreign Language, OR
2. Non-western Culture course AND 3 credits of an internationally focused Upper-Level Business or Economics course  
(see STAR or COB website for listing of course options)

## Business Major Options

(F= Fall term only, S= Spring term only, B= Both Fall and Spring terms)

### Accounting

**29 credits**

BUS 205	S	Financial Accounting Cycle (Bus 204 OR 206 & 207)	2 ___
BUS 301	F	Intermediate Accounting I (Bus 206 and 207 w/C and 205 w/C)*	3 ___
BUS 302	S	Intermediate Accounting II (Bus 301 w/C)	3 ___
BUS 303	F	Cost Management (Bus 206 and 207 w/C and 205 w/C and c/Bus 341)*	4 ___
BUS 304	S	Advanced Cost Management (Bus 303 w/C)	3 ___
BUS 305	S	Accounting Information Systems (Bus 301 and 311)	3 ___
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 ___

\*A 2.5 GPA will be required in BUS 204 OR BUS 206& 207 and BUS 205 and 2.5 GPA required in all 200 and 300 level accounting courses (does not include BUS 321) 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 is 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			
ECON 472	F	Time Series Analysis and Forecasting (Econ 210 w/C)	3 ___
<b>Plus six credits from:</b>			
ECON 305	F	Money and Banking **	3 ___
ECON 403	S	Public Sector Economics **	3 ___
ECON 420	B	International Trade and Finance **	3 ___
ECON 433	S	Managerial Economics ** (and Econ 210 w/C)	3 ___
ECON 466	F	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.

**(Business Major Options continue on next page)**

## Business Major Options (cont.)

(F= Fall term only, S= Spring term only, B= Both Fall and Spring terms)

<b>Finance</b>		<b>26 credits</b>
BUS 205	S Financial Accounting Cycle (Bus 204 OR 206 & 207)	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; Bus 333 and 334)	3__
<b>Plus nine credits from: (3 of the 9 credits must be from a 400-level course)</b>		
BUS 301	F Intermediate Accounting I (Bus 206 and 207 w/C and 205 w/C)*	3__
BUS 303	F Cost Management (Bus 206 and 207 w/C and 205 w/C and c/BUS 341)*	4__
BUS 327	Risk Management and Insurance***	3__
BUS 336	B Financial Planning/Individuals***	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**	3__
<b>Plus 3 credits of upper level BUS/ECON 300-400 elective</b>		3__
*A 2.5 GPA will be required in Bus 204 OR 206 & 207 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		

<b>Interactive Web Management</b>		<b>31 credits</b>
<i>Introduction (6 credits)</i>		
BUS 111	Creating the Digital Future	3__
JOURNAL 141	Introduction to Journalism	3__
<i>Technical (9 credits)</i>		
CS 142 or 221	Elementary Programming in Visual Basic or Object-Oriented Design and Programming I	3__
CS 125	Web Development	3__
BUS 390	Internet Platform Management (Bus 311 and CS 125)	3__
<i>Business (6 credits)</i>		
BUS 392	Technology Innovation (Bus 311)	3__
BUS 463	F Internet Marketing (Bus 371)	3__
<i>Media (9 credits)</i>		
CS 347	Introduction to Usability (CS 142 or 221 and Econ 210)	3__
JOURNAL 340	New and Emerging Media	3__
JOURNAL 440	Application of New and Emerging Media (JOURNAL 340)	3__
BUS 488	Interactive Web Management Portfolio Seminar (Final semester, admitted to COB, c/Bus 492 or 442 or Journalism 427 or Computer Science 299, and graduation application on file)	1__

<b>Human Resource Management</b>		<b>24 credits</b>
BUS 362	B Compensation Management*** (Bus 389)	3__
BUS 363	B Employee Relations*** (c/Bus 389)	3__
BUS 364	B HR Staffing and Planning *** (Bus 389)	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 360	B Occupational Safety and Health***	1.5__
BUS 453	Managing Change (see Business Core for pre-requisites)	3__
***Pre-requisites for these courses are Bus 351 and Bus 361		
Upper level Business/Economics electives (300-400) – 6 cr.		
1. _____ 3 cr. 2. _____ 3 cr.		

<b>Marketing</b>		<b>24 credits</b>
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 and 6 cr. Marketing courses)	3__
BUS 377*	B Consumer Behavior (BUS 371 and 389)	3__
<b>OR</b>		
BUS 475*	B Professional Purchasing Behavior (Bus 371 and 389)	3__
BUS 477	B Business Growth and Development (see Business core for prerequisites)	3__
<b>Plus nine credits from:</b>		
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*	B Professional Purchasing Behavior (Bus 371 and 389)	3__
*Course counts only once in Marketing Major		
<b>Sales Courses</b> (students who choose to take these courses should NOT take BUS 379. Another course should be selected from above courses or from a list courses approved by the Marketing department)		
<b>In addition to Bus 374, 473, 377 or 475, 477, and one Marketing elective course, Sales Emphasis students must take the following courses:</b>		
BUS 476	Fundamentals of Sales (Bus 371 and c/478 and c/479)	3__
BUS 478	Advanced Sales Topics (Bus 371 and c/Bus 476 and c/479)	3__
BUS 479	Sales Management (Bus 371 and c/Bus 476 and c/478)	3__
Please contact Bryan Lilly, Marketing Professor, to be enrolled in these three courses.		

<b>Information Systems</b>		<b>30 credits</b>
CS 142	B Elementary Programming in Visual Basic* (Math 103 w/C or qualified to enroll in Math 108 or 171)	3__
CS 221	B Object-Oriented Design and Programming I (CS 142, Math 104, 108, 206 w/C or qualified to enroll in Math 171)	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 Data Communications (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* and 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 (admitted to COB, Bus 411, and c/Bus 492 or 442, 311, 351, 361, 320, 331, 341, 371)	3__
*Substitution may be granted if completed Computer Science 262 and demonstrates knowledge of introductory level VB Net to the IS Faculty.		

<b>Supply Chain Management</b>		<b>21 credits</b>
BUS 342	F Analytical Methods in Supply Chain Management (Bus 389 and c/Bus 341)	3__
BUS 343	F Mfg. Planning and Control Systems*	3__
BUS 344	S Supply Chain Management*	3__
BUS 345	Supply Management*	3__
BUS 445	S Supply Chain Strategy*	3__
BUS 460	F Advanced Quality Management*	3__
<b>Plus 3 credits of upper level BUS/ECON 300-400 elective</b>		3__
Or choose from Supply Chain Management electives:		
BUS 441	Cases in Operations Management (Bus 342 and 343 or 344)	3__
BUS 449	Operations Management Topics (Bus 341)	3__
*Pre-requisites for these courses are Bus 341 and Bus 389		
**A 2.5 GPA is required in all supply chain management courses to graduate.		

## Business Minor Options

- Insurance and Financial Planning Minor
- Operations Research Minor
- Sustainability Management Minor

(These minors are available to all students. See the Business Minor Planning Sheet on page six of this document)

### **GLOBAL BUSINESS MINOR 23 credits**

*This minor is only available to students with a major in the College of Business; Not available to students with an International Management Emphasis.*

#### **1. Global Business Requirement – 6 credits**

Select two courses from the following (see Major areas for pre-requisites)

BUS 335 International Business Finance	(3) ___
BUS 365 Global Management	(3) ___
BUS 375 International Marketing	(3) ___

#### **2. Foreign Language Requirement – 8 credits in one foreign language.**

#### **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*

ANTHRO 318*, 322*, 326*, 328, 330*, 348, 360*, 376
ART 313, 315, 317*, 320, 321
ECON 309, 319*, 436
ENG 358, 365
FRENCH 315, 318, 330, 331, 350
GEOG 311, 319*, 321, 331, 338*, 347*, 353*, 354
GERMAN 306, 308, 313, 315, 318, 321, 323, 325, 327, 330, 360
HIST 310, 316, 318, 319, 322, 323, 350, 370, 371, 374, 375*, 376*, 377*, 378*, 381*, 382*, 383*, 384*
INTRNTL 308*, 309*, 312*, 321, 341, 402, 403, 420
POLI SCI 309, 311*, 336*, 339, 355, 376, 379*, 383, 393, 410
RUSSIAN 350, 375
SPANISH 315, 318, 320, 325, 332, 334, 335, 350, 375, 404, 412

#### **4. Study Tour Requirement – 3 credits**

BUS 494 College of Business International Study Tour

(Admission to the COB or 2.5 GPA and 60 credits) (3) \_\_\_

The Study Tour Requirement must be fulfilled with a pre-approved study tour or semester abroad academic study experience that provides the student with significant observation or and/or interaction with business/management in a different culture.

Examples of pre-approved COB Study Tours:

European Study Tour, Japan Study Tour, Peru Study Tour, China Study Tour and International Summer School in Germany.

## Business Emphases Options

### **Cost Management\***

**12 credits**

(Not applicable for Accounting majors)

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) ___

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

### **Tax Planning\***

**11 credits**

(Not applicable for Accounting majors)

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) ___

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

### **Information Management**

**9 credits**

(Not applicable for IS Majors)

*See Information Systems major for pre-requisite requirements.*

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

### **Healthcare Management**

**30-36 credits**

*See bulletin for Biology and Chemistry pre-requisite requirements.*

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 223	Microbial Survey	or BIO 309 Bacteriology	(4-5) ___

### **Financial Services**

**9 credits**

(Not applicable for Finance majors)

*See bulletin or Finance major for pre-requisite requirements.*

BUS 333	B	Financial Markets	(3) ___
<b>Plus six credits from:</b>			
BUS 327		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 (Bus 331 w/C and 389 w/C)	(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 of Financial Institutions	(3) ___

**Computer Science 11 credits***See the bulletin for Computer Science pre-requisite requirements.*

- 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) \_\_\_

**Entrepreneurship & Small Business Management 9 credits**

- BUS 383 F Entrepreneurship (6 cr. of core courses) (3) \_\_\_  
 BUS 485 S Managing Small Growing Business (3) \_\_\_  
 (6 cr. of core courses)

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

- BUS 303 F Cost Management (4) \_\_\_  
 (Bus 206 & 207 w/C and 205 w/C and c/Bus 341)  
 BUS 314 F System Analysis and Design (c/Bus 311) (3) \_\_\_  
 BUS 326 F Real Estate Principles (3) \_\_\_  
 BUS 336 B Financial Planning for Individuals (3) \_\_\_  
 (Bus 331 w/C and 389 w/C)  
 BUS 337 S Business Risk Management and Ins. (3) \_\_\_  
 BUS 338 S Real Estate Finance (3) \_\_\_  
 (Bus 331 w/C and 389 w/C)  
 BUS 343 F Mfg. Planning and Control Systems (3) \_\_\_  
 (Bus 341 and 389)  
 BUS 364 B HR Staffing and Development (3) \_\_\_  
 (Bus 351, 361, and 389)  
 BUS 372 F Retail Management (Bus 371) (3) \_\_\_  
 BUS 374 B Marketing Research (3) \_\_\_  
 (Bus 371 w/C+ and 389 w/C)  
 BUS 376 B Advertising and Sales Promotion (3) \_\_\_  
 (Bus 371)  
 BUS 379 B Selling and Sales Management (3) \_\_\_  
 (Bus 371)  
 BUS 431 B Financial Statement Analysis (3) \_\_\_  
 (Bus 205, 389, and 331 all w/C)  
 BUS 433 B Advanced Financial Management (3) \_\_\_  
 (Bus 205 w/C; and Bus 333 and 334)  
 BUS 454 Managing the Family and Closely-Held Business (3) \_\_\_  
 (see Business core for pre-requisite requirements)

**International Management 12 credits****(Not applicable for Global Business minor)****Group A (minimum of six credits)**

- BUS 335 B International Business Finance (3) \_\_\_  
 (Bus 331 w/C and 389 w/C)  
 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 (3) \_\_\_  
 (see Global Business Minor)

**Group B (minimum of three credits)**

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

**Insurance 9 credits****(Not applicable for Insurance and Financial Planning minors)***See bulletin or Finance major for pre-requisite requirements.*

- BUS 327 Risk Management and Insurance (3) \_\_\_  
 BUS 337\* S Business Risk Management and Ins. (3) \_\_\_  
 BUS 437\* Advanced Risk Management (Bus 327) (3) \_\_\_

*\*Bus 337 and 437 cannot count for both Finance major and Insurance emphasis.***Legal Studies in Business 8-9 credits**

- BUS 320 B Essentials of Law for Business\*\*\* (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***Real Estate 9 credits***See bulletin for course pre-requisites*

- BUS 326 F Real Estate Principles (3) \_\_\_

**Plus six credits from:**

- BUS 321 F Business Law I\* (3) \_\_\_  
 BUS 338 S Real Estate Finance\*\* (3) \_\_\_  
 (Bus 331 w/C and 389 w/C)  
 URB PLNG 300 Community 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.***Supply Chain Management 9 credits****(Not applicable for Supply Chain Management majors)***See Supply Chain Management major for pre-requisite requirements.*

- BUS 343 F Mfg. Planning and Control Systems (3) \_\_\_  
 BUS 344 S Supply Chain Management (3) \_\_\_

**Plus three credits from:**

- BUS 342 F Analytical Methods Sup. Chain Mngmt (3) \_\_\_  
 BUS 441 Cases in Operations Management (3) \_\_\_  
 BUS 445 S Supply Chain Strategy (3) \_\_\_  
 BUS 449 Operations Management Topics (3) \_\_\_  
 BUS 460 F Advanced Quality Management (3) \_\_\_

**Web Presence Management 12 credits**

- BUS 111 Creating the Digital Future (3) \_\_\_

**Plus nine credits from:**

- CS 125 Web Development (3) \_\_\_  
 BUS 390 Internet Platform Management (3) \_\_\_  
 (Bus 311 and CS 125)  
 BUS 392 Technology Innovation (Bus 311) (3) \_\_\_  
 BUS 463 F Internet Marketing (Bus 371) (3) \_\_\_  
 BUS 495 Designing Social Media Websites (3) \_\_\_  
 (Bus 390, CS 125, CS 142 or CS 221)  
 (not currently offered)

# Business Minor Planning Sheet

**Except for where noted (\*), a 2.5 combined grade point average, 60 credits and all course prerequisites are required for enrollment in the (300-400) Business courses.**

**There is a limit of 6 credits in the (300-400) Business courses per semester and up to a maximum of 21 credits total without being admitted to the College of Business.**

**A 2.0 minimum grade point average is required in all minor courses.**

**A minimum of 9 credits of (300- 400) Business courses must be taken at the University of Wisconsin Oshkosh.**

<p style="text-align: center;"><b>Business Minor -24 credits</b></p> <p style="text-align: center;"><i>Recommended for students who wish to combine a basic business curriculum with an academic major in another college. Not available to BBA students.</i></p>	<p style="text-align: center;"><b>Insurance &amp; Financial Planning Minor -21 credits</b></p> <p style="text-align: center;"><i>College of Business students cannot complete both Insurance &amp; Financial minor and Insurance emphasis.</i></p>
<p><b>Required Pre-Core Courses:</b> <i>(prerequisite courses in parentheses)</i></p> <p>BUS 198 Introduction to Business (3) ___</p> <p>BUS 204 Essentials of Financial &amp; Managerial Accounting <b>OR</b> (4) ___</p> <p>BUS 206 Essentials of Financial Accounting <b>AND</b> (2) ___</p> <p>BUS 207 Essentials of Managerial Accounting (2) ___</p> <p><i>(BUS 204, 206 and 207 require 24 cr., MATH 103 <b>OR</b> PBIS 187, 188, or 189; concurrent with BUS 198, and 2.0 GPA. BUS 206 w/C required to take BUS 207)</i></p> <p>ECON 106 General Economics <b>OR</b> (3) ___</p> <p>ECON 204 Principles of Macroeconomics <i>(PBIS, or c/Math 104, 106, 108, 204, or 206, or qualified to enroll in Math 171)</i> <b>OR</b></p> <p>ECON 206 Principles of Microeconomics <i>(Math 104, 108, 204, 206, 171 w/ C or qualified to enroll in Math 171)</i></p> <p><b>Required Core Courses:</b></p> <p>BUS 311 Essentials of Information Systems* (2) ___</p> <p>BUS 320 Essentials of Law for Business (2) ___</p> <p>BUS 331 Essentials of Finance <i>(BUS 206 and 207)</i> (2) ___</p> <p>BUS 341 Essentials of Operations Management (2) ___</p> <p>BUS 351 Essentials of Organizational Behavior* (2) ___</p> <p><i>(BUS 198, and ECON 106 or 204 or 206)</i></p> <p>BUS 361 Essentials of Human Resource Management* (2) ___</p> <p><i>(BUS 198, and ECON 106 or 204 or 206)</i></p> <p>BUS 371 Essentials of Marketing (2) ___</p> <p><i>*May be taken with 44 credits earned and a 2.4 Combined GPA</i></p>	<p><b>Required Courses:</b> <i>(prerequisite courses in parentheses)</i></p> <p>BUS 327 Risk Management and Insurance*** (3) ___</p> <p>BUS 334 Investment Management ** (3) ___</p> <p>BUS 336 Financial Planning for Individuals ** (3) ___</p> <p>BUS 337* Business Risk Management and Insurance** (3) ___</p> <p>BUS 437* Advanced Risk Management <i>(Bus 327)</i> (3) ___</p> <p><b>Plus six credits from:</b></p> <p>BUS 333 Financial Markets ** (3) ___</p> <p>BUS 379 Selling and Sales Management <i>(Bus 371)</i> (3) ___</p> <p>BUS 383 Entrepreneurship <i>(2 core courses)</i> (3) ___</p> <p>BUS 403 Federal Income Taxation <i>(Bus 301 w/C)</i> (3) ___</p> <p>BUS 404 Advanced Federal Income Taxation <i>(Bus 403 w/C)</i> (3) ___</p> <p>BUS 463 Internet Marketing <i>(Bus 371)</i> (3) ___</p> <p>ECON 368 Healthcare Economics <i>(Spring)</i> (3) ___</p> <p style="text-align: center;"><i>(Econ 204 and 206 w/C)</i></p> <p><i>*BUS 337 and 437 cannot count for both the Finance major and Insurance minor.</i></p> <p><i>**Pre-requisites for these courses are Bus 331 w/C and Bus 389 w/C.</i></p> <p><i>***Pre-requisites for this course are Bus 331 and Bus 389 w/C or consent of instructor for non-Business majors with a strong math background.</i></p>
<p style="text-align: center;"><b>Operations Research Minor -25 credits</b></p> <p style="text-align: center;"><i>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.</i></p>	<p style="text-align: center;"><b>Sustainability Management Minor – 21-22 credits</b></p> <p style="text-align: center;"><i>Recommended for students who would like to gain an understanding of holistic and systemic aspects of environmental, social, and economic issues.</i></p>
<p><b>Required Math Courses:</b> <i>(Business course prerequisites in parentheses, Check Bulletin for Math prerequisites)</i></p> <p>MATH 171 Calculus I (4) ___</p> <p>MATH 172 Calculus II (4) ___</p> <p>MATH 222 Introduction to Abstract Mathematics (3) ___</p> <p>MATH 256 Introduction to Linear Mathematics (3) ___</p> <p>MATH 301 Introduction to Probability &amp; Statistics (3) ___</p> <p><b>Required Business Courses:</b></p> <p>BUS 341 Essentials of Operations Management (2) ___</p> <p>BUS 342 Analytical Methods in Supply Chain Management (3) ___</p> <p><i>(BUS 341 or concurrent and BUS 389)</i></p> <p>BUS 460 Advanced Quality Management (3) ___</p> <p><i>(BUS 341 and BUS 389)</i></p>	<p><b>Required Courses:</b> <i>(Business course prerequisites in parentheses, Check Bulletin for other course prerequisites)</i></p> <p>BIO 104 Ecosphere in Crisis <b>OR</b> (3-4) ___</p> <p>GEOL 150 Environmental Geology <b>OR</b> ES 260 Environmental Science (3) ___</p> <p>ES/SOC 261 Environment and Society (3) ___</p> <p>BUS 328 Energy and Facilities Management (1.5) ___</p> <p>BUS 329 Creating Healthy, Sustainable Communities (1.5) ___</p> <p>BUS 330 Sustainability Measurement (3) ___</p> <p>BUS 450 Environmental Management (3) ___</p> <p>BUS 464 Sustainability Strategy and Innovation (3) ___</p> <p><b>Elective Courses (Choose 1):</b></p> <p>ES/HIST 326 US Environmental History (3) ___</p> <p>SOC 342 Social Ecology (3) ___</p> <p>ECON 360 Environmental Economics (3) ___</p> <p>ECON 460 Natural Resource Economics <i>(Spring)</i> (3) ___</p>