Business Minors
Fall 2017

These programs are open to all students.

A 2.5 combined grade point average, 60 credits and all courses prerequisites are required for enrollment in the 300/400 courses unless otherwise noted. There is a limit of 21 credit in the 300/400 business courses without being admitted to the College of Business or a declared Economics major. A 2.0 minimum grade point average is required for all minor courses.

Business Minor
31 credits
Recommended for student who wish to combine a basic business curriculum with an academic major in another college. Not available to BBA students.

Required Courses:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 198</td>
<td>Introduction to Business</td>
<td>3</td>
</tr>
<tr>
<td>BUS 206</td>
<td>Essentials of Financial Accounting</td>
<td>2</td>
</tr>
<tr>
<td>BUS 207</td>
<td>Essentials of Managerial Accounting</td>
<td>2</td>
</tr>
</tbody>
</table>

(Please note: BUS 206 requires prerequisite of BUS 206 and BUS 207 requires prerequisite of BUS 206, not same 7 week session)

Plus three credits from:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 106</td>
<td>General Economics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 204</td>
<td>Principles of Macroeconomics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 206</td>
<td>Principles of Microeconomics</td>
<td>3</td>
</tr>
</tbody>
</table>

Required Core Courses:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 311</td>
<td>Essentials of Information Systems*</td>
<td>3</td>
</tr>
<tr>
<td>BUS 320</td>
<td>Essentials of Law for Business*</td>
<td>3</td>
</tr>
<tr>
<td>BUS 331</td>
<td>Essentials of Finance (BUS 206 &amp; BUS 207)</td>
<td>3</td>
</tr>
<tr>
<td>BUS 341</td>
<td>Essentials of Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>BUS 351</td>
<td>Essentials of Organizational Behavior*</td>
<td>3</td>
</tr>
</tbody>
</table>

(If enrollment is BUS 311, BUS 320, BUS 331, BUS 341, BUS 351)

Sales Emphasis
9 credits
Recommended for students who might enter sales as a career or where professional sales is one component of their job.

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARKET 331*</td>
<td>Fundamentals of Sales</td>
<td>3</td>
</tr>
<tr>
<td>MARKET 335*</td>
<td>Sales Management</td>
<td>3</td>
</tr>
<tr>
<td>MARKET 338*</td>
<td>Advanced Sales Topics</td>
<td>3</td>
</tr>
</tbody>
</table>

*Mandatory courses must be enrolled in concurrently.

*These courses can be taken with 44 credits earned

Information Systems Minor
21 credits
Not available to Information Systems majors.

Required Courses:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 311</td>
<td>Essentials of Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>INFO SYS 201</td>
<td>Intro to Business App Development</td>
<td>3</td>
</tr>
<tr>
<td>INFO SYS 314</td>
<td>System Analysis and Design (BUS 311)</td>
<td>3</td>
</tr>
<tr>
<td>INFO SYS 315</td>
<td>Database Systems in Business (BUS 311)</td>
<td>3</td>
</tr>
</tbody>
</table>

Plus six credits from:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>INFO SYS 316</td>
<td>Networking and Data Communication (BUS 311)</td>
<td>3</td>
</tr>
<tr>
<td>INFO SYS 318</td>
<td>Agile Application Development C# (INFO SYS 201 w/C)</td>
<td>3</td>
</tr>
<tr>
<td>INFO SYS 350*</td>
<td>E-Commerce Technology Management (BUS 311 and CS 125)</td>
<td>3</td>
</tr>
</tbody>
</table>

Electives - Plus three credits from:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 305</td>
<td>Accounting Information Systems (ACCT 301 and BUS 311)</td>
<td>3</td>
</tr>
<tr>
<td>ART 386</td>
<td>Responsive Images II (ART 286)</td>
<td>3</td>
</tr>
<tr>
<td>COMP SCI 347</td>
<td>Introduction to Usability (COMP SCI 142 or 221 and ECON 210 or MATH 201 or MATH 311 or PSYCH 203)</td>
<td>3</td>
</tr>
<tr>
<td>GEOG 391</td>
<td>GIS I - Mapping &amp; Visualization</td>
<td>3</td>
</tr>
<tr>
<td>INFO SYS 352</td>
<td>Technology Innovation (BUS 311 and INFO SYS 315)</td>
<td>3</td>
</tr>
<tr>
<td>INFO SYS 432</td>
<td>Networking and Data Communication (BUS 311)</td>
<td>3</td>
</tr>
<tr>
<td>INFO SYS 433</td>
<td>Mobile Application Development (INFO SYS 315 and 318)</td>
<td>3</td>
</tr>
<tr>
<td>INFO SYS 445</td>
<td>Introduction to ERP Systems (BUS 311)</td>
<td>3</td>
</tr>
<tr>
<td>INFO SYS 481</td>
<td>Project Management (Complete 4 Bus Core Courses)</td>
<td>3</td>
</tr>
<tr>
<td>JOURNAL 340</td>
<td>New and Emerging Media (JOURNAL 221)</td>
<td>3</td>
</tr>
<tr>
<td>MARKET 363</td>
<td>Digital Marketing (ECON 210 w/C or MATH 301 w/C)</td>
<td>3</td>
</tr>
<tr>
<td>MARKET 418</td>
<td>Marketing Analytics (ECON 210 w/C or MATH 301 w/C)</td>
<td>3</td>
</tr>
<tr>
<td>MHR 388</td>
<td>Human Resource Information and Metrics (BUS 311 and 316)</td>
<td>3</td>
</tr>
<tr>
<td>NURSING 450</td>
<td>Computers in Nursing Practice</td>
<td>3</td>
</tr>
<tr>
<td>NURSING 451</td>
<td>Healthcare Informatics</td>
<td>3</td>
</tr>
<tr>
<td>NURSING 452</td>
<td>Healthcare Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>RTF 364</td>
<td>Digital Communication and Design (RTF 115, 120, 250, and 305 and 2.5 GPA)</td>
<td>3</td>
</tr>
</tbody>
</table>

*Mandatory courses must be enrolled in concurrently.

*These courses can be taken with 44 credits earned

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**Insurance & Risk Management Minor**  
**21 credits**  
College of Business students cannot complete both Insurance & Risk Management minor and the Insurance emphasis.

**Required Courses:**
- FINANCE 340 Risk Management & Insurance (3)  
(BUS 311 w/C or ECON 210 w/C or MATH 171 w/C or MATH 201 w/C)  
- FINANCE 351 Financial Planning for Individuals (3)  
(BUS 331 w/C and BUS 389 w/C)  

**Plus six credits from:**
- FINANCE 440* Business Risk Mgmt & Insurance (FINANCE 340) (3)  
- FINANCE 441* Advanced Risk Management (FINANCE 340) (3)  
- FINANCE 445* Insurance Company Operations (FINANCE 340) (3)  

**Plus nine credits from:**
- ACCT 403 Federal Income Taxation (ACCT 301 w/C) (3)  
- ACCT 404 Advanced Federal Income Taxation (3)  
- ECON 368 Healthcare Economics (3)  
- ECON 405 Money and Banking (ECON 204 and 206) (3)  
- ECON 433 Managerial Economics (ECON 204 and 206) (3)  
- ECON 472 Time Series Analysis (3)  
  (ECON 210 or MATH 301 or Equivalent)  
- FINANCE 440* Business Risk Mgmt & Insurance (FINANCE 340) (3)  
- FINANCE 441* Advanced Risk Management (FINANCE 340) (3)  
- FINANCE 445* Insurance Company Operations (FINANCE 340) (3)  

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**Business Economics Minor**  
**21 credits**  
Recommended for students who wish to have a better understanding of how their line of study is affected my economics. Not available to students with BBA students or Economics majors.

**Required Courses:**
- ECON 204 Principles of Macroeconomics (3)  
  (c/MATH 104, 106, 108 or 204 or qualified to enroll in MATH 171)  
- ECON 206 Principles of Microeconomics (3)  
  (c/MATH 104, 106, 108 or 204 or qualified to enroll in MATH 171)  
- ECON 210 Economics and Business Statistics (3)  
  (MATH 204, 206, or 171 w/C or qualified to take MATH 171)  

**Plus three credits from:**
- ECON 329 Intermediate Micro Theory (3)  
  (ECON 204 w/C and ECON 206 w/C and MATH 204 and MATH 206)  
- ECON 433 Managerial Economics (3)  
  (ECON 204, ECON 206 and ECON 210 w/C)  

**Plus three credits from:**
- ECON 331 Intermediate Macro Theory (3)  
  (ECON 204 w/C and ECON 206 w/C and MATH 204 and MATH 206)  
- ECON 405 Money and Banking (3)  
  (ECON 204 w/C and ECON 206 w/C and MATH 204 and MATH 206)  

**Required Math Courses:**
- MATH 171 Calculus I (4)  
  (MATH 108, or 104 & 106 or 106 w/placement out of 104 w/ grade(s) of C)  
  OR  
  MATH 204 Finite Math for Business (MATH 103, 104 or 108 w/C) (4)  

**Electives - Plus six credits from:**
- The student must complete an additional six credits in any College of Business Department at the 300/400 level.

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**Operations Research Minor**  
**26 credits**  
Recommended for students who wish to combine a Computer Science or Mathematics major with a quantitative business minor or business majors who want an applications-orientated Mathematics minor.

**Required Courses:**
- BUS 341 Essentials of Operations Management (3)  
- MATH 171 Calculus I (4)  
  (MATH 108, or 104 & 106 or 106 w/placement out of 104 w/ grade(s) of C)  
- MATH 172 Calculus II (MATH 171 w/C) (4)  
- MATH 222 Introduction to Abstract Mathematics (3)  
  (MATH 172 w/C)  
- MATH 256 Introduction to Linear Mathematic (MATH 172 w/C) (3)  
- MATH 301 Introduction to Probability & Statistics (3)  
- SCM 445 Supply Chain Strategy (BUS 341 and c/BUS 389) (3)  
- SCM 460 Advanced Quality Management (3)  
  (BUS 341 and c/BUS 389)  

*FINANCE 440, 441 and 445 cannot count for both Finance major and Insurance minor.*
### Risk Management and Actuarial Science Minor

**21 Credits**

Recommended for students who wish to help create economic value and minimize economic loss.

**Required Courses:**
- FINANCE 340 Risk Management & Insurance (3) [BUS 331 w/C or ECON 210 w/C or MATH 171 w/C or MATH 201 w/C]
- FINANCE 442 Financial Mathematics (3) [ECON 210 or MATH 201 w/B or MATH 301]

**Plus three credits from:**
- ECON 473 Econometrics (3) [ECON 204, 206 and ECON 210 or MATH 301] (VEE)
- MATH 385 Applied Regression Analysis (3) [MATH 201 and 256 or MATH 301] (VEE)

**Plus three credits from:**
- FINANCE 441 Advanced Risk Management (FINANCE 340) (3)
- FINANCE 445 Insurance Company Operations (FINANCE 340) (3)

**Electives - Plus nine credits from:**
- ECON 471 Mathematical Economics (3) [ECON 329 and 331]
- ECON 472 Time Series Analysis (3) [ECON 210 or MATH 301 or Equivalent] (VEE)
- ECON 473 Econometrics* (3) [ECON 210 or MATH 301 or Equivalent] (VEE)
- MARKET 418 Marketing Analytics (3) [ECON 210 w/C or MATH 301 w/C]
- MATH 371 Differential Equations (MATH 172 w/C) (3)
- MATH 385 Applied Regression Analysis* (3) [MATH 201 and 256 or MATH 301]
- MATH 386 Linear Statistical Models (3) [MATH 201 and 256 or MATH 301]
- MATH 302 Intermediate Statistical Methods (3) [MATH 201 or 301]
- MATH 304 Introduction to Nonparametric Methods (3) [MATH 201 or 301]
- MATH 401 Mathematical Statistics I (3) [MATH 273 and 301]
- MATH 376 Partial Differential Equations (MATH 371) (3)

*Can only count towards fulfilling the required core or elective

### Sustainability Management Minor

**21-22 credits**

Recommended for students who would like to gain an understanding of holistic and systemic aspects of environmental, social, and economic issues.

**Required Courses:**
- ES/SOC 261 Environment and Society (3)
- SMGT 302 Environmental Management (3)
- SMGT 328 Energy and Facilities Management (1.5)
- SMGT 329 Creating Healthy, Sustainable Communities (1.5)
- SMGT 330 Sustainability Measurement (3)
- SMGT 464 Sustainability Strategy & Innovation (3)

**Choose one of the following courses:**
- BIO 104 Ecosphere in Crisis (4)
- ENV STDS 260 Environmental Science (3)
- GEOLOGY 150 Environmental Geology (4)

**Plus three credits from:**
- COMM 455; ECON 360, 460; ENV STDS 320, 326, 313, 380, 390; GEOG 311, 313, 314, 324, 364, 391, 419; MHR 375; POLI SCI 310, 321, 326, 366, 388; PUB ADM 391; SOC 311, 321, 337, 342, 359, 361, 368; URB PLNG 311, 317

*Validation by Education Experience: Courses are required to take actuarial exam

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