### Business Minor - 31 credits

**Recommended for students who wish to combine a basic business curriculum with an academic major in another college.**

**Not available to BBA students.**

**Required Courses:**
- (prerequisite courses in parentheses)
- BUS 198 Introduction to Business (3)___
- BUS 206 Essentials of Financial Accounting (2)___
  - (24 cr., MATH 103 OR PBIS 187, 188, or 189 or higher level Math placement, and 2.0 GPA)
- BUS 207 Essentials of Managerial Accounting (2)___
  - (BUS 206 w/C required to take BUS 207, same semester, not same 7 week session)
- ECON 106 General Economics OR (3)___
- ECON 204 Principles of Macroeconomics (PBIS, or c/Math 104, 106, 108, 204, or 206, or qualified to enroll in Math 171) OR
- ECON 206 Principles of Microeconomics (Math 104, 108, 204, 206, 171 w/C or qualified to enroll in Math 171)

**Required Core Courses:**
- BUS 311 Essentials of Information Systems* (3)___
- BUS 320 Essentials of Law for Business (3)___
- BUS 331 Essentials of Finance (BUS 206 and 207) (3)___
- BUS 341 Essentials of Operations Management (3)___
- BUS 351 Essentials of Organizational Behavior* (3)___
  - (ECON 106, 204, or 206)
- BUS 361 Essentials of Human Resource Management* (3)___
  - (ECON 106, 204, or 206)
- BUS 371 Essentials of Marketing (3)___

* These courses can be taken with 44 credits earned

### Risk Management and Actuarial Science Minor – 21 credits

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

**Required Courses:**
- (prerequisite courses in parentheses)
- Math 385 Applied Regression Analysis (Math 256 and 201 or Math 301) (VEE)
  OR
- Econ 473 Econometrics (Econ 204, Econ 206, and Econ 210) (VEE) (3)___
- Math 401 Mathematical Statistics I (Math 273 and 201 or Math 301) (3)___
- Finance 340 Risk Management & Insurance (Bus 331 or Math 171) (3)___
- Finance 441 Advanced Risk Management (Finance 340) (3)___
- Finance 442 Financial Mathematics (Math 172 or Instructor’s Consent) (3)___

**Required Electives (Choose 6 credits from below):**
- Math 371 Differential Equations (Math 172) (3)___
- Math 385 Applied Regression Analysis* (Math 256 and 201 or Math 301)(3)___
- Math 386 Linear Statistical Models (Math 385) (3)___
- Math 302 Intermediate Statistical Methods (Math 301 or Equivalent) (3)___
- Math 304 Introduction to Nonparametric Methods (Math 201 or 301) (3)___
- Math 376 Partial Differential Equations (Math 371) (3)___
- Econ 471 Mathematical Economics (Econ 329 and Econ 331) (3)___
- Econ 472 Time Series Analysis (Math 301 or Equivalent) (VEE) (3)___
- Econ 473 Econometrics* (Math 301 or Equivalent) (VEE) (3)___

(VEE) Validation by Education Experience: Courses are required to take Actuary Exam
* Can only count once towards fulfilling the required core or required electives

### 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. Also open to non-BBA students.**

**Required Courses:**
- (Business course prerequisites in parentheses, Check Bulletin for other course prerequisites)
- BIO 104 Ecosphere in Crisis OR (3-4)___
- GEOL 150 Environmental Geology OR ES 260 Environmental Science (3)___
- 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 and Innovation (3)___

**Elective Courses (Choose 1):**
- (3)___

See College of Business website for the list of elective options.

### Sales Emphasis – 9 credits

**Recommended for students who might enter sales as a career, or where professional sales is one component of their job. Open to BBA and non-BBA students.**

**Required Courses:**
- (Bus 371 and c/478 and c/479) (3)___
- MKT 478 Advanced Sales Topics (Bus 371 and c/BUS 476 and c/479) (3)___
- MKT 479 Sales Management (Bus 371 and c/BUS 476 and c/478) (3)___

All courses need to be in the shopping cart to be able to enroll in them concurrently. Bryan Lilly is the contact in the College of Business for the Sales emphasis.
## Insurance & Financial Planning Minor - 21 credits

College of Business students cannot complete both Insurance & Financial minor and Insurance emphasis.

**Required Courses:**  
(prerequisite courses in parentheses)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 340</td>
<td>Risk Management and Insurance</td>
<td>(3)</td>
</tr>
<tr>
<td>FIN 351</td>
<td>Financial Planning for Individuals</td>
<td>(3)</td>
</tr>
<tr>
<td>FIN 440*</td>
<td>Business Risk Management and Insurance</td>
<td>(3)</td>
</tr>
<tr>
<td>FIN 441*</td>
<td>Advanced Risk Management (FIN 340)</td>
<td>(3)</td>
</tr>
</tbody>
</table>

**Plus nine credits from:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 403</td>
<td>Federal Income Taxation (ACC 301 w/C)</td>
<td>(3)</td>
</tr>
<tr>
<td>ACC 404</td>
<td>Advanced Federal Income Taxation (ACC 403 w/C)</td>
<td>(3)</td>
</tr>
<tr>
<td>ECON 368</td>
<td>Healthcare Economics (Spring)</td>
<td>(3)</td>
</tr>
<tr>
<td>FIN 333</td>
<td>Financial Markets **</td>
<td>(3)</td>
</tr>
<tr>
<td>FIN 334</td>
<td>Investment Management **</td>
<td>(3)</td>
</tr>
</tbody>
</table>

*FIN 440 and 441 cannot count for both the Finance major and Insurance minor.

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

## 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 students who want an applications-oriented Mathematics minor.

**Required Courses:**  
(Business course prerequisites in parentheses, Check Bulletin for Math prerequisites)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MATH 171</td>
<td>Calculus I</td>
<td>(4)</td>
</tr>
<tr>
<td>MATH 172</td>
<td>Calculus II(4)</td>
<td></td>
</tr>
<tr>
<td>MATH 222</td>
<td>Introduction to Abstract Mathematics</td>
<td>(3)</td>
</tr>
<tr>
<td>MATH 256</td>
<td>Introduction to Linear Mathematics</td>
<td>(3)</td>
</tr>
<tr>
<td>MATH 301</td>
<td>Introduction to Probability &amp; Statistics</td>
<td>(3)</td>
</tr>
</tbody>
</table>

**Required Business Courses:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 341</td>
<td>Essentials of Operations Management</td>
<td>(3)</td>
</tr>
<tr>
<td>SCM 342</td>
<td>Analytical Methods in Supply Chain Management</td>
<td>(3)</td>
</tr>
<tr>
<td>SCM 460</td>
<td>Advanced Quality Management</td>
<td>(3)</td>
</tr>
</tbody>
</table>

*(BUS 341 and BUS 389 or concurrent)*