



Requirements | 2014-2015

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 for Admission to a Major in the College of Business

1. Minimum 2.70 total cumulative grade point average required.
2. Complete 33 of the 44 required General Education credits. (Complete remainder of Gen. Ed. prior to graduation.)
Specific General Education Courses Required: MATH 130, ECON 201, ECON 202, ECON 207 and one from PHIL 120W, PHIL 205W, PHIL 222W, PHIL 224W, PHIL 226W, or PHIL 240W.
3. Completion of the Required Prerequisite Courses and Lower Division Courses listed below.

Note: See back page for additional policies, requirements, and information.

Business Foundation Requirements

Required of all College of Business **majors**.

Required Prerequisites

- ___ IT 101-3 Intro to Info Systems
- ___ MATH 130-4 Finite Math & Intro Calc

Lower Division *Classes in () represent prerequisites that must be completed before registering for the class.*

- ___ ACCT 200-3 Financial Accounting (IT 101 and MATH 112 or MATH 130)
- ___ ACCT 210-3 Managerial Accounting (ACCT 200)
- ___ BLAW 200-3 Legal, Political, and Regulatory Environment of Business
- ___ ECON 201-3 Principles of Macroeconomics
- ___ ECON 202-3 Principles of Microeconomics
- ___ ECON 207-4 Business Statistics (MATH 112 or MATH 130)
- ___ MGMT 200-3 Introduction to MIS (IT 101)
- ___ PHIL 120W, 205W, 222W, 224W, 226W, or 240W (choose one of these courses) – 3 cr.
- ___ ~~**** 201-0 Orientation to Business~~ (*This is when you apply for admission to the major.) **Now BUS 295**

***Note:** Students need to be admitted to a major before they can take Upper Division (300/400 level) courses.

Upper Division *Classes in () represent prerequisites that must be completed before registering for the class.*

- ___ FINA 362-3 Business Finance (ACCT 200)
- ___ ~~FINA 395-1 Personal Adjustment to Business~~ **Replaced by BUS 295**
- ___ IBUS 380-3 Principles of International Business
- ___ MRKT 310-3 Principles of Marketing
- ___ MGMT 330-3 Principles of Management
- ___ MGMT 346-3 Production and Operations Management (ECON 207)
- ___ MGMT 481-3 Business Policy and Strategy –**Take Senior Year**
(FINA 362, IBUS 380, MGMT 330, MGMT 346, MRKT 310)

Section 02 of FINA 362, MRKT 310 & MGMT 330 is reserved for students participating in the **IBE program**. To apply to the program or for more information, please go to:
<http://cob.mnsu.edu/ibe/>

Major in Accounting

A major in Accounting consists of the Business Foundation Requirements in the College of Business and the completion of the following:

Classes in () are prerequisites that have to be met before registering for a class.

- _____ ACCT 220-1 Accounting Cycle Applications (200)
- _____ ACCT 300-3 Intermediate Financial Accounting I
- _____ ACCT 301-3 Intermediate Financial Accounting II (300)
- _____ ACCT 310-3 Management Accounting I (200, 210)
- _____ ACCT 320-3 Accounting Information Systems (300)
- _____ ACCT 330-3 Individual Income Tax (200, 210)
- _____ ACCT 400-3 Advanced Financial Accounting (301)
- _____ ACCT 410-3 Business Income Tax (300, 330)
- _____ ACCT 421-3 Assurance Services (320 or concurrent)
- _____ BLAW 450-3 Contracts, Sales and Professional Responsibility (BLAW 200)

Accounting majors or minors must earn a grade of "C"(2.0) or better in all required Accounting and Business Law classes.

Minor in Accounting

A minor in Accounting consists of the following 21 credits and requires a total cumulative 2.70 GPA.

Classes in () are prerequisites that have to be met before registering for a class.

Must be admitted to a major to take upper-division courses.

- _____ ACCT 200-3 Financial Accounting (IT 101, MATH 112 or MATH 130)
- _____ ACCT 210-3 Managerial Accounting (ACCT 200)
- _____ ACCT 300-3 Intermediate Financial Accounting I
- _____ ACCT 310-3 Management Accounting I (200, 210)

Choose three of the following:

- _____ ACCT 301-3 Intermediate Financial Accounting II (300)
- _____ ACCT 311-3 Management Accounting II (310)
- _____ ACCT 320-3 Accounting Information Systems (300)
- _____ ACCT 330-3 Individual Income Tax (200, 210)
- _____ ACCT 400-3 Advanced Financial Accounting (301)
- _____ ACCT 410-3 Business Income Tax (300, 330)
- _____ ACCT 421-3 Assurance Services (320 or concurrent)

Major in Marketing

A major in Marketing consists of the Business Foundation Requirements in the College of Business and the completion of the following:

Classes in () are prerequisites that have to be met before registering for a class.

- _____ MRKT 312-3 Professional Selling (310)
- _____ MRKT 316-3 Consumer Behavior
- _____ MRKT 317-3 Product and Pricing Strategy (310)
- _____ MRKT 318-3 Integrated Marketing Communications (310)
- _____ MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- _____ MRKT 339-3 Distribution Strategy (310)
- _____ MRKT 490-3 Marketing Management (310, 316, 317, 318, 339)

Choose two of the following:

- _____ MRKT 413-3 Business-to-Business Marketing (310)
- _____ MRKT 415-3 Retailing Management (310)
- _____ MRKT 416-3 Digital Marketing (310)
- _____ MRKT 420-3 Sales Management (310)
- _____ MRKT 428-3 International Marketing (310, IBUS 380)
- _____ MRKT 480-3 Seminar (310)
- _____ MRKT 492-1-3 Study Tour (Prof. and Dept. Chair Permission)
- _____ MRKT 494-3 Study Tour to Belize (Prof. and Dept. Chair Permission)
- _____ MRKT 498-3 Internship (cob.mnsu.edu/internship/irc.html)

Minor in Marketing

A minor in Marketing consists of the following 18 credits and requires a total cumulative 2.70 GPA.

Classes in () are prerequisites that have to be met before registering for a class.

Must be admitted to a major to take upper-division courses.

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

Choose three classes if major is not in the COB.

Choose four classes if major is in the COB:

- _____ MRKT 312-3 Professional Selling (310)
- _____ MRKT 317-3 Product and Pricing Strategy (310)
- _____ MRKT 318-3 Integrated Marketing Communications (310)
- _____ MRKT 324-3 Marketing Research and Analysis (310, ECON 207)

- _____ MRKT 339-3 Distribution Strategy (310)
- _____ MRKT 413-3 Business-to-Business Marketing (310)
- _____ MRKT 415-3 Retailing Management (310)
- _____ MRKT 416-3 Digital Marketing (310)
- _____ MRKT 420-3 Sales Management (310)
- _____ MRKT 428-3 International Marketing (310, IBUS 380)
- _____ MRKT 492-1-3 Study Tour (Prof. and Dept. Chair Permission)
- _____ MRKT 494-3 Study Tour to Belize (Prof. and Dept. Chair Permission)

Major in Management

A major in Management consists of the Business Foundation Requirements in the College of Business and the completion of one (or both) of the following options:

Classes in () are prerequisites that have to be met before registering for a class.

BUSINESS MANAGEMENT OPTION

- _____ MGMT 340-3 Human Resource Management
- _____ MGMT 380-3 Human Behavior in Organizations (330)
- _____ MGMT 444-3 Organizational Design, Development and Change (330)
- _____ MGMT 459-3 Management Information Systems (200, 330)
- _____ MGMT 472-3 Project Management

Choose three of the following:

- _____ ACCT 310-3 Management Accounting I (200, 210)
- _____ BLAW 477-3 Negotiation and Conflict Resolution (200)
- _____ MGMT 385-3 Introduction to Management Science
- _____ MGMT 443-3 Entrepreneurship
- _____ MGMT 447-3 Management: Special Topics (330)
- _____ MGMT 449-3 Quality Management (ECON 207)
- _____ MGMT 473-3 Enterprise Resource Planning (200)
- _____ MGMT 482-3 Business, Society and Ethics
- _____ MGMT 484-3 Leadership
- _____ MGMT 497-3 Internship
(See MGMT Internship Coordinator for prerequisites)

HUMAN RESOURCE MANAGEMENT OPTION

- _____ BLAW 452-3 Employment and Labor Law (200)
- _____ MGMT 340-3 Human Resource Management
- _____ MGMT 380-3 Human Behavior in Organizations (330)
- _____ MGMT 441-3 Staffing (340)
- _____ MGMT 442-3 Compensation Management (340)
- _____ MGMT 445-3 Training and Development (340)
- _____ MGMT 486-3 Strategic Human Resource Management (441, 442, 445)

Choose one of the following:

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

Minor in Human Resource Management

A minor in Human Resource Management consists of the following 18 credits and requires a total cumulative 2.70 GPA. Students are **strongly encouraged** to complete IT 101.

Classes in () are prerequisites that have to be met before registering for a class.

Must be admitted to a major to take upper-division courses.

- _____ MGMT 330-3 Principles of Management
- _____ MGMT 340-3 Human Resource Management
- _____ MGMT 380-3 Human Behavior in Organizations (330)
- _____ MGMT 441-3 Staffing (340)
- _____ MGMT 442-3 Compensation Management (340)
- _____ MGMT 445-3 Training and Development (340)

Minor in Business Administration

A minor in Business Administration consists of the following 31 credits:

Classes in () are prerequisites that have to be met before registering for a class.

Must be admitted to a major to take upper-division courses.

- _____ ACCT 200-3 Financial Accounting (IT 101 and MATH 112 or MATH 130)
- _____ ACCT 210-3 Managerial Accounting (ACCT 200)
- _____ BLAW 200-3 Legal, Political and Regulatory Environment of Business
- _____ MGMT 200-3 Introduction to MIS (IT 101)
- _____ ECON 201-3 Principles of Macroeconomics
- _____ ECON 202-3 Principles of Microeconomics
- _____ ECON 207-4 Business Statistics (MATH 112 or MATH 130)
- _____ FINA 362-3 Business Finance (ACCT 200)
- _____ MGMT 330-3 Principles of Management
- _____ MRKT 310-3 Principles of Marketing

Continued on next column.

Major in Finance

A major in Finance consists of the Business Foundation Requirements in the College of Business and the completion of the following:
Classes in () are prerequisites that have to be met before registering for a class.
*Department Chair permission required

FINA Core Requirements:

- _____ FINA 460-3 Investments (362)
- _____ FINA 462-3 Strategic Financial Management (362)
- _____ 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

- _____ ACCT 300-3 Intermediate Financial Accounting I (200)
- _____ ACCT 310-3 Management Accounting I (200, 210)
- _____ FINA 461-3 Advanced Corporate Finance (362)

Choose two of the following, at least one being FINA, for a total of at least 6 credits. Students who register for FINA 493 should register for 3 credits each time they register for the course. FINA 463, 469, 480, 493*, 498, ACCT 301, 311, 320, 330, 410 or ECON 463 or BUS 397 (397 can only be taken as part of the IBE)

B. Financial Planning and Insurance**

- _____ ACCT 330-3 Individual Income Tax (200, 210)
- _____ FINA 459-3 Personal Financial Planning (100 or 362)
- _____ FINA 470-3 Personal Insurance

Choose two of the following, at least one being FINA, for a total of at least 6 credits. Students who register for FINA 493 should register for 3 credits each time they register for the course. FINA 458, 463, 466, 477, 478, 480, 493*, 498, ACCT 410, MRKT 312, ECON 463 or BUS 397 (397 can only be taken as part of the IBE)

Students who intend to take the **Certified Financial Planner (CFP) examination are required to take ACCT 410, FINA 458, FINA 463, and FINA 466 in addition to completing the Finance Core requirements and the required courses in the Financial Planning and Insurance area of emphasis.

C. General Finance

Choose five of the following, three of which must be FINA courses, for a total of at least 15 credits. Students who register for FINA 493 should register for 3 credits each time they register for the course.

- _____ FINA 458-3 Estate Planning (100 or 362)
- _____ FINA 459-3 Personal Financial Planning (100 or 362)
- _____ FINA 461-3 Advanced Corporate Finance (362)
- _____ FINA 463-3 Security Analysis (362 and 460)
- _____ FINA 466-3 Employee Benefit Planning (100 or 362)
- _____ FINA 469-3 International Business Finance
- _____ FINA 470-3 Personal 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)
- _____ FINA 492-3 Study Tour
- _____ FINA 493*-3 Maverick Fund (460)
- _____ FINA 498-3 Internship (cob.mnsu.edu/internship/irc.html)
- _____ ACCT 300-3 Intermediate Financial Accounting I (200)
- _____ ACCT 301-3 Intermediate Financial Accounting II (300)
- _____ ACCT 310-3 Management Accounting I (200, 210)
- _____ ACCT 311-3 Management Accounting II (310)
- _____ ACCT 330-3 Individual Income Tax (200, 210)
- _____ ACCT 410-3 Business Income Tax (300, 330)
- _____ ECON 463-3 Applied Econometrics of Financial Markets (207)
- _____ MRKT 312-3 Professional Selling (310)

D. Institutional Finance

- _____ FINA 461-3 Advanced Corporate Finance (362)
- _____ FINA 463-3 Security Analysis (362, 460)
- _____ FINA 482-3 Commercial Bank Management (362)

Choose two of the following, at least one being FINA, for a total of at least 6 credits. Students who register for FINA 493 should register for 3 credits each time they register for the course. FINA 469, 470, 477, 478, 480, 493*, 498, ACCT 300, 301, ECON 463 or BUS 397 (397 can only be taken as part of the IBE)

E. Investment Analysis

Students who register for FINA 493 should register for 3 credits each time they register for the course.

- _____ FINA 463-3 Security Analysis (362, 460)
- _____ FINA 480-3 Options and Futures (362)
- _____ FINA 493*-3 Maverick Fund (460)
- _____ ACCT 300-3 Intermediate Financial Accounting I (200)

Choose one of the following: FINA 459, 466, 469, 470, 477, 478, 498, ACCT 301, 330, ECON 463 or BUS 397 (397 can only be taken as part of the IBE)

Minor in Financial Planning

A minor in Financial Planning consists of the following 18 credits:
Classes in () are prerequisites that have to be met before registering for a class.
*Department Chair permission required
Must be admitted to a major to take upper-division courses.

- _____ FINA 100-3 Personal Financial Management **OR**
 - _____ FINA 362-3 Business Finance (ACCT 200) **AND**
 - _____ FINA 459-3 Personal Financial Planning (100 or 362)
 - _____ FINA 467-3 Insurance and Risk Management
- AND** at least three of the following:
FINA 458, 460, 463, 464, 466, 470, 477, 478, 498*, ACCT 330 or MRKT 312

Major in International Business

A major in International Business consists of the Business Foundation Requirements in the College of Business and the completion of the following:
Classes in () are prerequisites that have to be met before registering for a class.

International Business Core Requirements:

- _____ IBUS 428-3 International Marketing (MRKT 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-two of the three req'd prereqs must be completed prior to 490)

Choose 6 credits from the following:

- _____ ECON 420-3 International Economics (201, 202)
- _____ FREN 202-4 Intermediate French II
- _____ GEOG 341-3 World Regional Geography
- _____ GER 202-4 Intermediate German II
- _____ IBUS 419-3 International Business Seminar (380)
- _____ IBUS 492-1-3 Study Tour
- _____ IBUS 498-1-3 Internship (permission required)
- _____ IBUS 499-1-3 Individual Study (permission required)
- _____ POLS 231-3 World Politics
- _____ SCAN 293-1-4 Intermediate Norwegian II
- _____ SCAN 295-1-4 Intermediate Swedish II
- _____ SPAN 202-4 Intermediate Spanish II

Required Electives (Business Function, 6 credits)

Select two courses from **one** of the following Business options:

OPTION A: Marketing

- _____ MRKT 312-3 Professional Selling (310)
- _____ MRKT 316-3 Consumer Behavior
- _____ MRKT 318-3 Promotional Strategy (310)
- _____ MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- _____ MRKT 339-3 Distribution Strategy (310)
- _____ MRKT 420-3 Sales Management (310)

OPTION B: Finance

- _____ ACCT 310-3 Management Account I (200, 210)
- _____ FINA 460-3 Investments (362)
- _____ FINA 462-3 Strategic Financial Management (362)
- _____ FINA 463-3 Security Analysis (362, 460)
- _____ FINA 464-3 Financial Institutions and Markets (362)
- _____ FINA 467-3 Insurance and Risk Management

OPTION C: Management

- _____ MGMT 340-3 Human Resource Management
- _____ MGMT 380-3 Human Behavior in Organizations (330)
- _____ MGMT 385-3 Introduction to Management Science
- _____ MGMT 441-3 Staffing (340)
- _____ MGMT 444-3 Organizational Design, Development and Change (330)
- _____ MGMT 459-3 Management Information Systems (200, 330)

Minor in International Business

A minor in International Business consists of the following 18 credits:
Classes in () are prerequisites that have to be met before registering for a class.
Must be admitted to a major to take upper-division courses.

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

Choose four of the following courses:

- _____ IBUS 419-3 International Business Seminar (380)
- _____ IBUS 428-3 International Marketing (380, MRKT 310)
- _____ 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)
- _____ IBUS 491-1-4 In-service (consent)
- _____ IBUS 492-1-3 Study Tours

Continued on next page. 

Minor in Entrepreneurship & Innovation

A minor in Entrepreneurship & Innovation consists of the following 18 credits and requires completion of the United Prairie Bank IBE program. (See below for details on the IBE program)

Classes in () are prerequisites that have to be met before registering for a class.

Must be admitted to a major to take upper-division courses.

Required Courses:

- _____ FINA 362-3 Business Finance (ACCT 200)
- _____ MGMT 330-3 Principles of Management
- _____ MRKT 310-3 Principles of Marketing
- _____ Practicum-3 (register in the dept. of your major **Now BUS 397**
e.g., FINA 499, MGMT499, MRKT 499)
- _____ MGMT 332-3 Creativity and Innovation (330)
- _____ MGMT 443-3 Entrepreneurship

Minor in Business Law

A minor in Business Law consists of the following 21 credits:

Classes in () are prerequisites that have to be met before registering for a class. Must be admitted to a major to take upper-division courses.

- _____ IT 101-3 Introduction to Information Systems
- _____ ACCT 200-3 Financial Accounting (IT 101, MATH 112 or MATH 130)
- _____ BLAW 200-3 Legal, Political and Regulatory Environment of Business
- _____ 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 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

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.

Technology Requirement: Students taking courses in the College of Business are required to have a laptop computer. Please go to www.cob.mnsu.edu/notebook/ for details.

College of Business 24 Credit Hour Policy: 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.

Integrated Business Experience (IBE): The IBE gives students real-world experiences in running a business. That experience involves developing a business plan, raising financing, and delivering a product or service. Students in the IBE will develop the skills necessary to start and manage a successful business. The structure of the IBE requires that students register for the following courses in the same semester: Section 2 of FINA 362, MRKT 310, and MGMT 330 and a practicum course (499) in the department of their major; designated section of BUS 397. More information and an application to the program can be found at <http://cob.mnsu.edu/ibe/>

Graduation Policies: To be eligible for graduation, students must complete 120 semester credits and have completed at least 40 semester credits of upper division (300-400 level) classes. In addition, students must have been admitted to a College of Business major in order to be granted a Bachelor of Science degree in any College of Business major.

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.

Capstone Classes: A Capstone class is the culminating class of a major or program in which students demonstrate all that has been learned in his or her major or program. Capstone classes are generally taken senior year. All students in the College of Business must take the capstone MGMT 481. In addition, the following capstone classes are major specific: FINA 459, FINA 463, IBUS 490 and MRKT 490. Capstone classes cannot be taken at other institutions nor can other classes substitute for them.

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. The required GPA for admittance to a major in the College of Business: Minimum 2.70 total cumulative.

P/NC Grading Policy: No more than one-fourth of a student's major shall consist of P/NC grades. Business courses are not offered as P/NC.

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.

The information in this requirement sheet is meant to serve as a guide to students. It does not constitute a contract between the student and the College of Business.

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