

COLLEGE of BUSINESS and MANAGEMENT

Undergraduate Program Guide



2013 – 2014 Edition

Website: www.neiu.edu/~bschool/index.htm

Contact the Program Advisement Office for additional information regarding undergraduate programs or for an advising appointment:

Northeastern Illinois University
College of Business and Management
Office of Program Advisement, Room CBM 159
5500 N. St. Louis Ave., Chicago, Illinois 60625-4699
(773) 442-6111
E-mail: P-Advise@neiu.edu

TABLE OF CONTENTS

College of Business and Management Programs	3
Office of Program Advisement	4
University Center of Lake County	4
Student Resources:	
Tutoring	5
Student Organizations and Activities	6
Scholarships	7
Program Requirement	
Sequence of Courses and College Admission Requirements	8
General Education Courses, Foundation Courses	9
Declaring a Business Major or Minor: Admission to the College	9
Pre-Major Transition Semester, Business Core Courses,	10
Major/Minor Required Courses, Course Prerequisites, Registration Information	11
Transfer and Returning Students	
Transfer Credits	12
Aging Course Work	13
Duplication of Course Credit	13
Graduation Requirements	13
Additional Policies	14
Governing Standards, Class Attendance and Course Withdrawal	
Concurrent Enrolling, Pass/Fail Grades, Grade Appeals	
Academic Honesty	
Accounting, Business Law, and Finance	15
Accounting Major/Minor	16
Accounting Major Flowchart	17
Accounting Minor Flowchart	18
Finance Major/Minor	19
Finance Major Flowchart	20
Finance Minor Flowchart	21
Management and Marketing	22
Management Major/Minor	23
Management Major Flowchart	24
Management Minor Flowchart	25
Marketing Major/Minor	26
Marketing Major Flowchart	27
Marketing Minor Flowchart	28
General Business Administration Major	29
General Business Administration Major Flowchart	30
International Business Minor	31
Undergraduate and Course Prerequisites	
Foundation Courses, Core Courses, MNGT 393: Strategic Management	32
Accounting Courses, Business Law Courses	33
Finance Courses	34
Management Courses	35
Marketing Courses	36

COLLEGE OF BUSINESS AND MANAGEMENT PROGRAMS

UNDERGRADUATE MAJORS

Accounting Finance General Business Administration Management Marketing

All major programs lead to the Bachelor of Science Degree.

The Accounting Degree Program is also offered at the University Center of Lake County.

UNDERGRADUATE MINORS

Accounting Finance International Business Management Marketing

Minor programs provide students with explorations into a second career and/or a concentration of courses which support and expand their major.

GRADUATE STUDIES IN BUSINESS

Master of Business Administration (MBA) Master of Science in Accounting (MSA)

Contact the Graduate Studies in Business Office at (773) 442-6107 to obtain information about the College's Graduate Programs.

ACCREDITATION

Northeastern Illinois University is accredited by the Higher Learning Commission of the North Central Association of Colleges and Secondary Schools, 30 North LaSalle Street, Suite 2400, Chicago, Illinois 60602; (312) 263-0456 or (800) 621-7440.

The College of Business and Management is a member of AACSB International, the Association to Advance Collegiate Schools of Business, the premier accrediting body for business programs.

THE PROGRAM ADVISEMENT OFFICE

The Program Advisement Office provides professionally staffed, centralized advisement to students who wish to enroll in undergraduate business courses. If you're considering business course work, we encourage you to contact the Program Advisement Office immediately to learn about the College's programs and procedures and to declare your intent to pursue a business major (pre-major declaration). Once you meet with a business advisor, the Program Advisement Office maintains records of your progress toward graduation and serves as a resource for information about University and College of Business and Management policies and requirements.

Contact the Program Advisement Office at:

College of Business and Management - Program Advisement Office

Room: CBM 159

Phone: (773) 442-6111

Fax: (773) 442-6110

E-mail: P-Advise@neiu.edu

You may also explore the College's website at <http://www.neiu.edu/~bschool.htm> to obtain information regarding College of Business and Management programs and requirements. On the website you will find links to program guides that provide details regarding course requirements for major and minor sequences. You also will find information on subscribing to Mercatus, the College's e-mail listserver, which provides current information about business courses and programs, club meetings, and other University events.

UNIVERSITY CENTER OF LAKE COUNTY

Students interested in participating in the Accounting Degree Program at University Center should contact Ms. Laura Berry at (773) 442-5605 or by e-mail at p-advise@neiu.edu to obtain information on the program. Students will have the opportunity to schedule an advisement appointment at University Center of Lake County.

Northeastern also provides admission counseling in Lake County for guidance through the admission process. Contact the NEIU Transfer Coordinator at:

NEIU Transfer Center at the University Center

1200 University Center Drive

Grayslake, IL 60030

Room: 220B

Phone: (847) 665-4173 or (773) 442-4076

Email: TransferSteps@neiu.edu

Appointments are strongly recommended to ensure a Northeastern representative is available to provide sufficient time to address your questions and concerns.

STUDENT RESOURCES

TUTORING

Students in need of individualized assistance may obtain tutoring in the following areas through the College of Business and Management:

ACTG 201	Introduction to Financial Accounting
ACTG 202	Introduction to Managerial Accounting
FINA 360	Principles of Financial Management
MNGT 368	Business Statistics
MNGT 377	Production/Operations Management
MNGT 379	Operations Research

Tutors are located in room CBM 155. Contact the tutoring office at (773) 442-6147 for information on times and availability.

LEARNING SUPPORT CENTER

Northeastern offers additional tutoring and supplementary resources through the Learning Support Center (LSC). The LSC provides academic support, workshops, and other services which promote development of the knowledge, skills, and behaviors required for academic success.

LSC tutors are carefully selected based on academic success and knowledge of the discipline. They provide assistance with understanding course concepts and preparing assignments. They also facilitate development of an improved learning system that includes motivation, time management, organization, learning styles, academic engagement, and strategies for note taking, textbook reading, and test taking.

While students that arrive without appointments may utilize LSC services, appointments are recommended. Writing tutors require appointments since they work with students individually for 50 minutes. General Education tutors work with students individually and in group review sessions prior to exams.

Northeastern Illinois University
Learning Support Center
Ronald Williams Library, 4th Floor, LIB 454
5500 N. St. Louis Avenue
Chicago, IL 60625-4699
Voice: 773-442-4568
Fax: 773-442-4900
Email: Learn@neiu.edu
Monday – Thursday: 8:30 a.m. – 8:30 p.m.
Friday: 8:30 a.m. - 4:30 p.m.

LSC FAQs

<http://www.neiu.edu/Academics/Academic%20Development/Programs%20and%20Services/The%20University%20Center%20For%20Academic%20Support/FAQ/FAQ.html>

STUDENT ORGANIZATIONS AND ACTIVITIES

Would you like to further your professional and career knowledge in the field of business?

Participate in student clubs!

Business clubs offer opportunities to meet your professional counterparts, company representatives, and the community. The clubs bring many distinguished speakers to campus and sponsor special topics of interest to students.

Student Organizations within the College of Business and Management

The Business and Management Club enables students to interact with practicing managers from the business world through a variety of activities and speakers which focus on "real world" management experience. The Business and Management Club sponsors three major events:

- ◆ The Annual International Business Conference – Students organize a two to three day conference in which speakers disseminate information about global business careers.
- ◆ The Annual Business Etiquette Seminar and Dinner – Students enjoy a fine dinner and have an opportunity to improve their business etiquette and table manners in preparation for advanced job interviews.
- ◆ The Annual "Dress for Success" Fashion Show – Students observe their peers modeling business and leisure wear that demonstrates how to 'dress for success' at the office, company outings, and corporate formal events.

The Marketing Club invites guest lecturers to campus, provides career opportunity sessions, and participates in other activities that reflect the interests of its members. The Marketing Club is affiliated with the American Marketing Association as a student chapter.

The Financial Management Association is the Northeastern Chapter of the Financial Management Association International. This organization creates awareness among students about careers and other opportunities in the field of finance. Eminent speakers who have distinguished themselves in a variety of financial arenas are invited to campus. The Association also arranges trips to the Chicago Board Options Exchange, the Chicago Board of Trade, and the Chicago Mercantile Exchange to enable students to gain acute insight into how these "frontiers of capitalism" function.

Accounting Associates sponsors lectures and other activities on campus. It is a useful forum for students to interact with each other as well as network with individuals in the accounting profession.

APICS (American Production and Inventory Control Society) provides educational peer support which promotes a meaningful start to a successful and challenging career in production and inventory management. Students have opportunities to participate in conferences and visits to production sites.

SCHOLARSHIPS

The following scholarships are available on a competitive basis through the Northeastern Foundation for students in the College of Business and Management:

Andrew Mihopoulos Scholarship

Criteria: Full-time enrollment at Northeastern Illinois University in the College of Business and Management with a minimum of a 2.5/4.0 GPA. Recipient must be enrolled at NEIU 1 full semester after being awarded the scholarship and must participate in 1 or more of the following COBM programs: One Book per Semester; Reading Society; or the International Business Conference.

Elaine Helman Award

Criteria: Scholarship is awarded to a female, marketing or management major with an interest in Women's Studies or who has completed a course in Women Studies. A minimum GPA of 3.00 on a 4.00 scale and junior or senior status is required.

Dr. Durward Hofler Scholarship

Criteria: A full-time undergraduate student, student who has been admitted as a declared major by the College of Business and Management, with a cumulative GPA of 3.0 or higher, who has demonstrated financial need. Student must be a Junior or Senior with at least 60 but not more than 110 credit hours completed at time of application. Student must have demonstrated evidence of the following: leadership and service within the College of Business and Management. Voluntary service within the University and/or community may be considered.

College of Business and Management Merit Tuition Waiver Scholarships

The College of Business and Management offers full and part-time tuition waivers every fall and spring to entering freshmen, transferring, and continuing Northeastern students based on ACT scores or GPA.

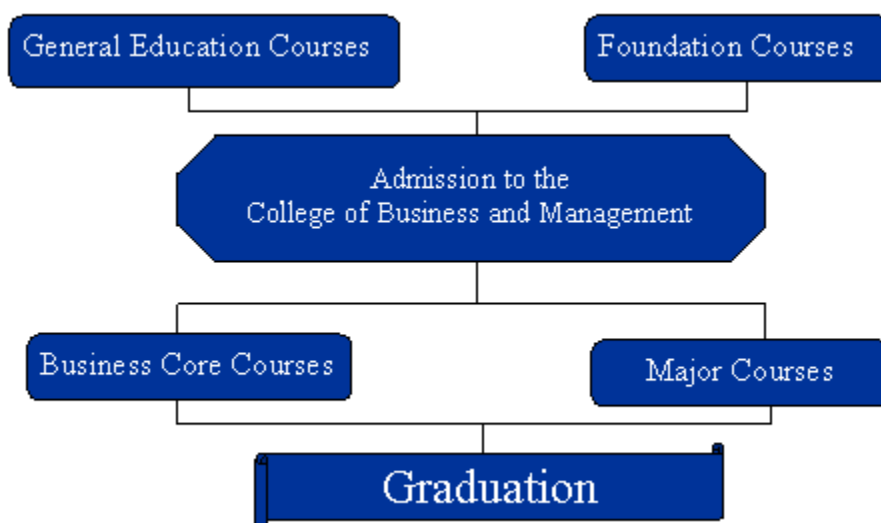
Scholarship applications deadlines:

<u>Semester</u>	<u>Deadline</u>
Fall	May 1
Spring	November 1

All scholarships are subject to change. Visit the Office of the Dean in room CBM 184 for applications and specific details or contact Diana Valdez via phone at (773) 442-6101 or via e-mail at D-Manzanares@neiu.edu to obtain information on scholarships.

SEQUENCE OF COURSES AND COLLEGE ADMISSION REQUIREMENTS

Consistent with the emphasis on excellence stated in the University mission, the College has implemented a curriculum model that concentrates advanced study in business subjects during the last two years of a four-year undergraduate program. If you intend to enroll in business and management classes, you must complete liberal arts and business preparatory courses in the earlier years of your academic experience to ensure you are well-equipped for success in your business studies.



If you're a Northeastern non-business major or business pre-major student who would like to enroll in one or more business courses, you must meet the same prerequisites as business majors and minors - including completion of the College's Foundation Requirement (see page 9). A maximum of 27 hours of business courses (9 courses) may be completed prior to formally declaring a business major or minor.

Students-at-large must secure approval from the Program Advisement Office to register in any business course. In general, the College's Foundation Requirement is waived for students-at-large; however, you must meet the specific prerequisites for the business course(s) in which you seek to enroll. Students-at-large enrolled in degree programs at other institutions are responsible for confirming courses completed at Northeastern will transfer to their primary institution to satisfy degree requirements.

Specific course prerequisites are listed in the University's Academic Catalog and on pages 32-36 of this guide.

GENERAL EDUCATION COURSES

General Education Courses are those in the arts, humanities, and sciences, which are intended to provide a diverse education for all students. These requirements are outlined in the University Academic Catalog and in the Schedule of Classes each semester. The College of Business and Management requires students complete the General Education Requirement before enrollment in any upper division (300-level) business courses.

ECON 215, ECON 217, MATH 165, and PHIL 213 fulfill both College of Business and Management course requirements and the University's General Education Requirement; however, course credit hours are only recognized once toward graduation requirements.

FOUNDATION COURSES

Foundation Courses are basic skills courses that must be completed prior to enrollment in upper division (300-level) business courses.

The Foundation Courses are:

ENGL 101	Writing I	3 cr.
ENGL 102	Writing II	3 cr.
MATH 165	Finite Math	3 cr.
MATH 167	Business Calculus	4 cr.
PHIL 213	Ethics	
OR PHIL 215	Business Ethics	3 cr
*ACTG 201	Introduction to Financial Accounting	3 cr.
*ACTG 202	Introduction to Managerial Accounting	3 cr.
*BLAW 285	Legal Environment of Business	3 cr.
*ECON 217	Principles of Microeconomics	3 cr.

Total Hours for Foundation Courses **28 cr.**

*Foundation Courses that are also Core Courses

Course prerequisites are listed at the end of course descriptions in the University's Academic Catalog and on pages 32-36 of this guide.

ADMISSION TO THE COLLEGE OF BUSINESS AND MANAGEMENT

DECLARING A BUSINESS MAJOR OR MINOR

The following College of Business and Management admission standards must be fulfilled to become eligible to enroll in upper division (300-level) business courses and officially declare a business major or minor:

1. Fulfill the University's General Education Requirement (See the Academic Catalog or Schedule of Classes for details on fulfilling the General Education Requirement).
2. Complete each of the nine Foundation Courses (listed above) with a grade of "C" or better in each course AND achieve a Foundation Course grade point average of 2.50 or higher (on a 4-point scale).
3. Complete at least 60 college credit hours of course work (45 hours for business minors), including the Foundation Courses and General Education Courses, with a cumulative grade point average of 2.00 or higher.
4. Apply and be approved for admission to the College of Business and Management. This step is equivalent to officially declaring a business major and/or minor. Contact the Office of Program Advisement at (773) 442-6111 to schedule an advisement appointment to officially declare a business major or minor.

PRE-MAJOR TRANSITION SEMESTER

If you are completing the Foundation and/or General Education Requirement, you may enroll in select 300-level business courses during the same semester under the following conditions:

1. You must be able to complete the Foundation Requirement and the General Education Requirement within the semester.
2. You must be able to complete at least 60 credit hours (45 hours for business minors) of college-level course work by the end of the semester.
3. You must have earned a 2.50 GPA for all Foundation Courses that you've already completed and a 2.00 Cumulative GPA for all course work you've completed at Northeastern.

Guidelines for using this privilege:

- Students must request authorization from the Program Advisement Office to utilize the transition semester opportunity through submission of the Course Request Form.
- Students failing to complete all requirements for admission to the College of Business and Management by the end of the Transition Semester may be denied permission to continue the business course sequence (restriction from enrollment in 300-level business courses) until all program admission requirements have been met.
- Generally, students will be allowed **ONE SEMESTER** to utilize the Transition Semester Opportunity. This includes semesters in which students receive a grade of D, F, or I, and semesters in which students withdraw from courses.

CORE COURSES

Core Courses are requirements that are common to all College of Business and Management major programs. Four of the Core Courses are also Foundation Courses.

The Core Courses are:

*ACTG 201	Introduction to Financial Accounting	3 cr.
*ACTG 202	Introduction to Managerial Accounting	3 cr.
*BLAW 285	Legal Environment of Business	3 cr.
*ECON 217	Principles of Microeconomics	3 cr.
ECON 215	Principles of Macroeconomics	3 cr.
ABF 350	Management Information Systems	3 cr.
FINA 360	Principles of Financial Management	3 cr.
MKTG 350	Principles of Marketing	3 cr.
MNGT 368	Business Statistics	3 cr.
**MNGT 370	WIP: Managing Global Business Organizations	3 cr.
MNGT 377	Production/Operations Management	3 cr.
MNGT 379	Operations Research	3 cr.
Total Hours for Core Courses		36 cr.

* Core Courses that are also part of the Foundation.

** MNGT 370 is the department course that fulfills the University Writing Intensive Program (WIP) Requirement.

FINA 360, MKTG 350, MNGT 368, and MNGT 370 are prerequisites for more advanced business major courses.

Course prerequisites are listed at the end of course descriptions in the University's Academic Catalog and on pages 32 - 36 of this guide.

MAJOR/MINOR REQUIRED COURSES

Major/Minor Required Courses are required by the department for major and minor programs. Course requirements for each major and minor program are listed under the departmental headings in this program guide and in the University's Academic Catalog.

All business majors and minors must complete the Foundation Requirement. All business majors must also complete the Core Courses and MNGT 393 Strategic Management, the department's capstone course. (MNGT 393 is completed in the final semester at Northeastern.) See page 32 for course prerequisites for the Foundation Courses, Core Courses, and MNGT 393.

BUSINESS ELECTIVES

Elective Courses are the courses you choose to match your own special interests and abilities. Specific elective choices for each major and minor program are listed under the departmental headings in this program guide and in the University's Academic Catalog. Electives must be chosen from the approved list.

COURSE PREREQUISITES

The curriculum in the College of Business and Management is highly structured and carefully integrated. The content and methods of upper division courses assume you have already completed a sequence of lower division courses, the prerequisites for those courses, and other program prerequisites that provide you with skills needed for more advanced study. As a result, all students—including students-at-large, non-business majors, and non-traditional degree students—must adhere to course prerequisites. You will be required to withdraw from any course in which enrollment occurs without having met course prerequisites.

The minimum acceptable grade for all business courses is "C." All courses with Incomplete ("I") grades are treated as courses in progress and are not recognized as completed courses. Grades of "D," "F," "P," "S," and "I" are not recognized as successful completion of a course or course prerequisite.

REGISTRATION INFORMATION

You must register for College of Business and Management classes via NEIUport to officially enroll in courses. Make sure you have complied with published prerequisites and other registration requirements BEFORE you enroll. You will be required to withdraw from any course in which you are enrolled if you have not successfully completed course prerequisites. You are responsible for any financial consequences of withdrawing from a course. The University is not required to remove or reimburse tuition and fees, even in cases of administrative withdrawal.

Class registration lists are monitored by the Office of Program Advisement. Questions regarding business course requirements and prerequisites should be directed to the Program Advisement Office (see page 4 for Program Advisement Office contact information).

Change of Registration

To add a business class during the University's Change of Registration period, which occurs at the beginning of each semester, you must obtain authorization from an advisor in the Office of Program Advisement. (See the Schedule of Classes for exact Change of Registration dates and deadlines.) You will be granted authorization IF there are seats available AND you have completed all course prerequisites successfully. **You are not officially enrolled in the course until you complete the process by registering via NEIUport.**

TRANSFER AND RETURNING STUDENTS

Transfer Credits from Other Institutions

Northeastern generally accepts courses completed at accredited colleges and universities. However, acceptance of transfer course work by Northeastern's Office of Enrollment Services does not indicate the course is equivalent to a College of Business and Management course, nor does it guarantee application of the transferred course(s) to business program requirements. Completion of the transfer course evaluation process is necessary to confirm if transfer courses may apply to College of Business and Management program requirements. Transfer course evaluation requires submission of course syllabi to the Program Advisement Office.

The College of Business and Management will accept a maximum of 24 business transfer credit hours (8 courses) toward a major program and a maximum of 9 business transfer credit hours (3 courses) toward a minor program. A minimum of 10 business courses must be completed at Northeastern.

Lower division courses (100 or 200-level) transferred to Northeastern may not be recognized as equivalent to College of Business and Management upper division courses (300-level) even if an upper division course appears to be comparable and the course was accepted as a general elective by the Office of Enrollment Services. Therefore, transfer students should contact the Program Advisement Office as soon as possible (after acceptance by the University) to determine if transfer courses are applicable to business programs and if criteria to officially declare a business major or minor is met.

Introduction to Financial Accounting, Introduction to Managerial Accounting, and Legal Environment of Business are lower division courses at Northeastern. The College will accept credit for these courses from accredited institutions of higher learning attended prior to enrollment at Northeastern provided the courses are deemed equivalent.

NOTE: Transfer information is available on the COBM webpage:
www.neiu.edu/~bschool/transfer.htm.

Proficiency Exams

The College of Business and Management may accept a transferred 200-level course to satisfy a 300-level course requirement only IF you complete and pass a proficiency exam. The College offers proficiency exams BY APPOINTMENT ONLY through the Program Advisement Office for:

- | | |
|--------------------------------------|---------------------------------------|
| *Principles of Marketing | *Principles of Financial Management |
| *Cost Accounting | *Federal Income Tax (Individual) |
| *Intermediate Financial Accounting I | *Intermediate Financial Accounting II |
| *Auditing | *Management Information Systems |
| *Business Law I | *Business Law II |
| *Business Statistics | |

To attempt a proficiency exam, you must provide documentation confirming you earned a grade of "C" or better less than six years ago in an equivalent 200-level transfer course. ("D", "F", "P", and "S" are not acceptable grades.) You may attempt an exam for a given course **ONCE**. You will receive a PASS or FAIL for your performance on the exam. If you pass the exam, the credit for the transferred course and the grade earned will be applied to your business major or minor program as appropriate; however, the course credit hours will not be recognized as 300-level toward the University's upper-level course requirement.

The best strategy is to attempt proficiency exams as early as possible to allow you to plan your academic career accordingly. Contact the Program Advisement Office at 773-442-6111 to obtain information or to schedule an exam.

APPLYING COURSES FROM OTHER INSTITUTIONS

If the College accepts a course that you completed elsewhere as equivalent to a Foundation, Core, or Major Course, the grade you earned for that course and the credit hours for the equivalent Northeastern course will be used for calculating your Foundation and Major grade point average. Neither the University nor the College uses transferred course grades in determining your cumulative grade point average.

AGING OF COURSE WORK

The College of Business and Management may evaluate business coursework for currency and may reject courses that are deemed to be dated/aged (completed six or more years prior to enrollment or re-enrollment at NEIU). Rejected courses must be repeated. This applies to all students - new, returning, and continuous.

COMPLETION OF MULTIPLE PROGRAMS

Students who wish to complete a second business major must take a minimum of 30 additional credit hours beyond the course work required for the first major. These credit hours must consist of at least 24 credits in the second major discipline. The remaining 6 elective credits may be any courses offered by the College of Business and Management.

DUPLICATION OF COURSE CREDIT

Courses may only apply to one degree program. You must complete separate courses to fulfill credit hour requirements for all programs when completing multiple additional major or minor programs. When the same course is required for multiple programs, the department chairperson of the second program must approve a course to be completed to satisfy credit hour requirements for that program.

University policy permits students to repeat courses. The most recent grade and corresponding grade points from repeated courses are used to calculate the cumulative grade point average. Previous grade(s) are not included in calculation of cumulative grade point average or hours earned regardless of which grade is higher. Courses count only once toward the 120 credit hour minimum required for graduation. Students who repeated a course prior to Summer 2008 in which a grade of "C" or above was earned will have *all* grades calculated in the cumulative grade point average, but will only earn credit hours for the course *once*. Note: **ALL grades received for all courses appear on the transcript.**

GRADUATION REQUIREMENTS/APPLICATION PROCESS

You must satisfy all University graduation requirements, complete all College of Business and Management Foundation, Core, and Major courses with a grade of "C" or better in each course, achieve a GPA of 2.50 or higher for all of your Major course work (Core Courses, required and elective courses in your Major), and achieve a cumulative GPA of 2.50 or higher to qualify for a Bachelor of Science Degree with a major in business. Business Minors must earn a GPA of 2.50 or higher for all required and elective courses in the Minor.

You must schedule an appointment with an advisor in the Program Advisement Office to apply for graduation. Bring a completed Graduation Application (available on the Northeastern website) to the graduation appointment. Major and minor graduation forms are provided by the department. Failure to complete degree requirements within one year of the date on the major/minor graduation form results in the need to submit an updated graduation form to the University's Graduation Evaluation Department.

You must submit your graduation application by the designated deadline to be included on the semester's graduation list. Deadlines are published in the University's Schedule of Classes each semester and annually in the Academic Catalog. **Failure to officially apply for graduation will result in failure to obtain recognition degree requirements are satisfied and failure to have a diploma issued.**

ADDITIONAL POLICIES

Governing Standards

The requirements that govern business major and minor programs are those that were published in the *Academic Catalog* at the time you most recently officially declared a business major or minor. Changes in course prerequisites are an exception, becoming applicable as they are enacted.

If you are absent from the University for one year or longer, your student status is inactivated. Once you revert to undeclared status, you must re-apply for admission to the University and the College upon return, complete the application process prior to enrollment in any classes, and meet all current University, declaration, and business program requirements to qualify for a Bachelor Degree.

Class Attendance/Course Withdrawals

In accordance with University policy, you're expected to attend the first class session of all courses in which you are enrolled to confirm your registration. YOU must officially withdraw from the course through established University procedures (NEIUport) by the designated deadline to have your name removed from the grade list. Failure to officially withdraw from a course you stop attending - or never attend - for any reason, is the same as failing the course. A permanent grade of F will appear on your transcript.

Enrolling in Multiple Institutions

Students interested in completing courses at alternate institutions after beginning enrollment at Northeastern must contact their advisor PRIOR to enrollment in the course(s) to confirm if the course(s) may apply to degree requirements. As a general rule, all upper division business course work (Core, Required, and Elective business courses) must be completed at Northeastern once you have been admitted or re-admitted to Northeastern. Failure to obtain permission to complete courses at an alternative institution prior to enrollment may result in rejection of the course by the University and/or the College.

Pass/Fail Grades

Pass grades ("P") are not permitted to satisfy any degree requirements.

Only grades of "C" or better may apply to major and minor courses requirements.

Grade Appeals

If you believe your final grade for a course to be unreasonable, unjust, or capricious, you may appeal the grade. You must initiate the grade appeal during the term immediately following receipt of the grade in question. In cases involving special and unusual circumstances, this time period may be extended. Information on appealing a grade, along with other university policies and procedures, is available in the Student Handbook - <http://www.neiu.edu/~saffairs/services/SRR/files/StudentHandbook.pdf>.

Academic Honesty

Cheating, plagiarism, and other acts of academic misconduct as defined in the Student Handbook will be dealt with severely by the College of Business and Management. Violations will be reported to Students Rights and Responsibilities and may result in a grade of "F" for the assignment and/or in the course.

DEPARTMENT OF ACCOUNTING, BUSINESS LAW, AND FINANCE



Rasoul Rezvanian, Chair

Accounting is the language of business. Employees of small and large organizations must understand basic accounting principles. The knowledge of debits and credits, financial statements, and accounting information systems is basic for all business activities. Accounting majors must, of course, be well grounded in accounting theory and practice. Many accounting majors sit for the Uniformed Certified Public Accountant (C.P.A.) Examination and embark on meaningful careers in the public accounting field. Some accounting majors also seek to take the Certified Management Accountant (C.M.A.) Examination.

Possible careers

*Accounting Supervisor
Budget Coordinator
Chief Financial Officer (CFO)
Cost Analyst
Fiscal Agent*

*Budget Analyst
Budget Examiner
Controller
Budget Engineer
Fiscal Officer*

*Budget and Policy Analyst
Budget Officer
Cost Accountant
Financial Analyst
Staff Analyst*

Business Law is the basis of key business decisions. While this field does not have a major associated with it, it constitutes the protocols for managerial action. Business law courses offered at Northeastern are not a pre-law program and are not intended to be preparation for law school.

Finance is the study of value. Using basic principles from the fields of accounting, economics, and statistics, finance involves analysis of financial institutions, financial markets, and financial concepts. Finance majors can emphasize the study of markets or the study of financial management practices. The financial services field has exploded with new kinds of products and services, creating a need for individuals to seek new financial and investment instruments and services and to manage the entities which provide them. Banking, stock brokerage, commodities/futures/options trading, and financial planning and analysis are traditional areas where finance majors find employment. Frequently, finance majors are sought for entry-level positions in the allied fields of real estate and insurance.

Possible careers

*Financial Consultant
Compliance Officer
Credit Manager
Financial Analyst*

*Investment relations
Financial manager
Treasury positions
Underwriter*

*Venture capitalist
Trader
Loan Officer
Financial Planner*

ACCOUNTING MAJOR

FOUNDATION COURSES (not included in credit hour total):	28 cr
CORE COURSES:	36 cr
REQUIRED MAJOR COURSES:	24 cr
ACTG 301 Cost Accounting I	3 cr
ACTG 307 Auditing Theory and Problems	3 cr
ACTG 310 Federal Income Tax (Individual)	3 cr
ACTG 321 Intermediate Financial Accounting I	3 cr
ACTG 322 Intermediate Financial Accounting II	3 cr
ACTG 324 Advanced Financial Accounting	3 cr
*BLAW 380 Business Law I	3 cr
MNGT 393 Strategic Management	3 cr
TWO ELECTIVES FROM THE FOLLOWING:	6 cr
ACTG 306 Accounting for Non-Profit Organizations	3 cr
ACTG 311 Federal Income Tax (Corporate)	3 cr
ACTG 312 Cost Accounting II	3 cr
ACTG 325 Contemporary Financial Accounting Issues	3 cr
*BLAW 381 Business Law II	3 cr
TOTAL CREDIT HOURS FOR ACCOUNTING MAJOR	66 cr

**Note: BLAW 380 and BLAW 381 are revised courses, formally BLAW 280 and BLAW 281 respectively*

MINOR IN ACCOUNTING

This minor provides the background for professional entry level positions in accounting.

FOUNDATION COURSES (not included in credit hour total):	28 cr
REQUIRED COURSES:	15 cr
ACTG 301 Cost Accounting I	3 cr
ACTG 307 Auditing Theory and Problems	3 cr
ACTG 310 Federal Income Tax (Individual)	3 cr
ACTG 321 Intermediate Financial Accounting I	3 cr
ACTG 322 Intermediate Financial Accounting II	3 cr
TWO COURSES FROM THE FOLLOWING:	6 cr
ACTG 306 Accounting for Non-Profit Organizations	3 cr
ACTG 311 Federal Income Tax (Corporate)	3 cr
ACTG 312 Cost Accounting II	3 cr
ACTG 324 Advanced Financial Accounting	3 cr
ACTG 325 Contemporary Financial Accounting Issues	3 cr
TOTAL CREDIT HOURS FOR ACCOUNTING MINOR	21 cr

** Minors require completion of the nine Foundation Courses. See page 9 for details.

Recommended Professional Courses for Certification as a CPA, CMA, and CIA:

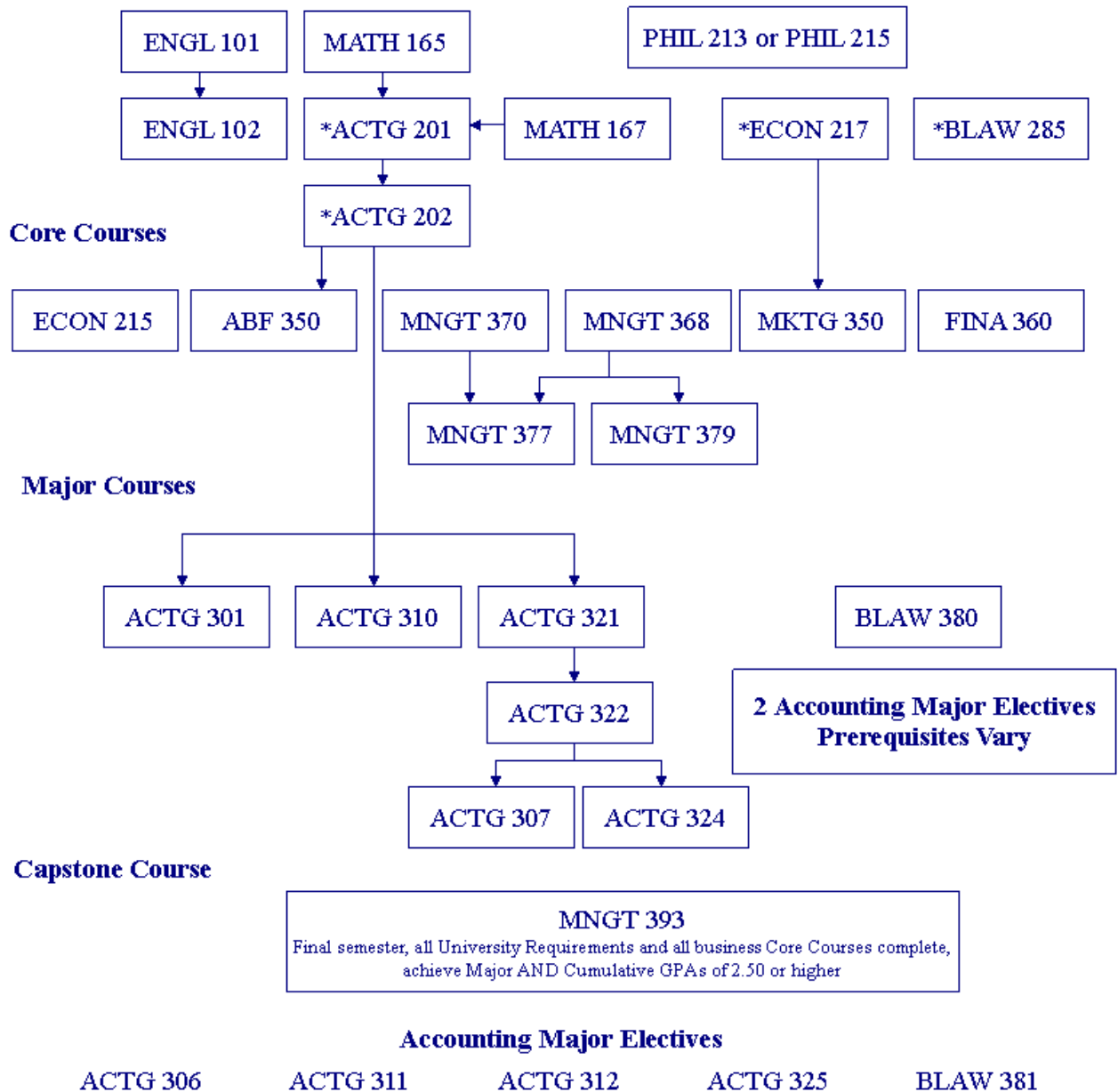
Baccalaureate degree-holders with sufficient college credit who wish to prepare for professional certification examinations may register as students-at-large in selected accounting courses in order to supplement previous academic work. Contact the Coordinator of the MSA program for information and course enrollment authorization. Recommended professional certification courses include:

ACTG 306 Accounting for Non-Profit Organizations
ACTG 311 Federal Income Tax (Corporate)
ACTG 312 Cost Accounting II

The program components leading to a Bachelor of Science Degree with a major in Accounting are:

Foundation Courses

*also Core Courses

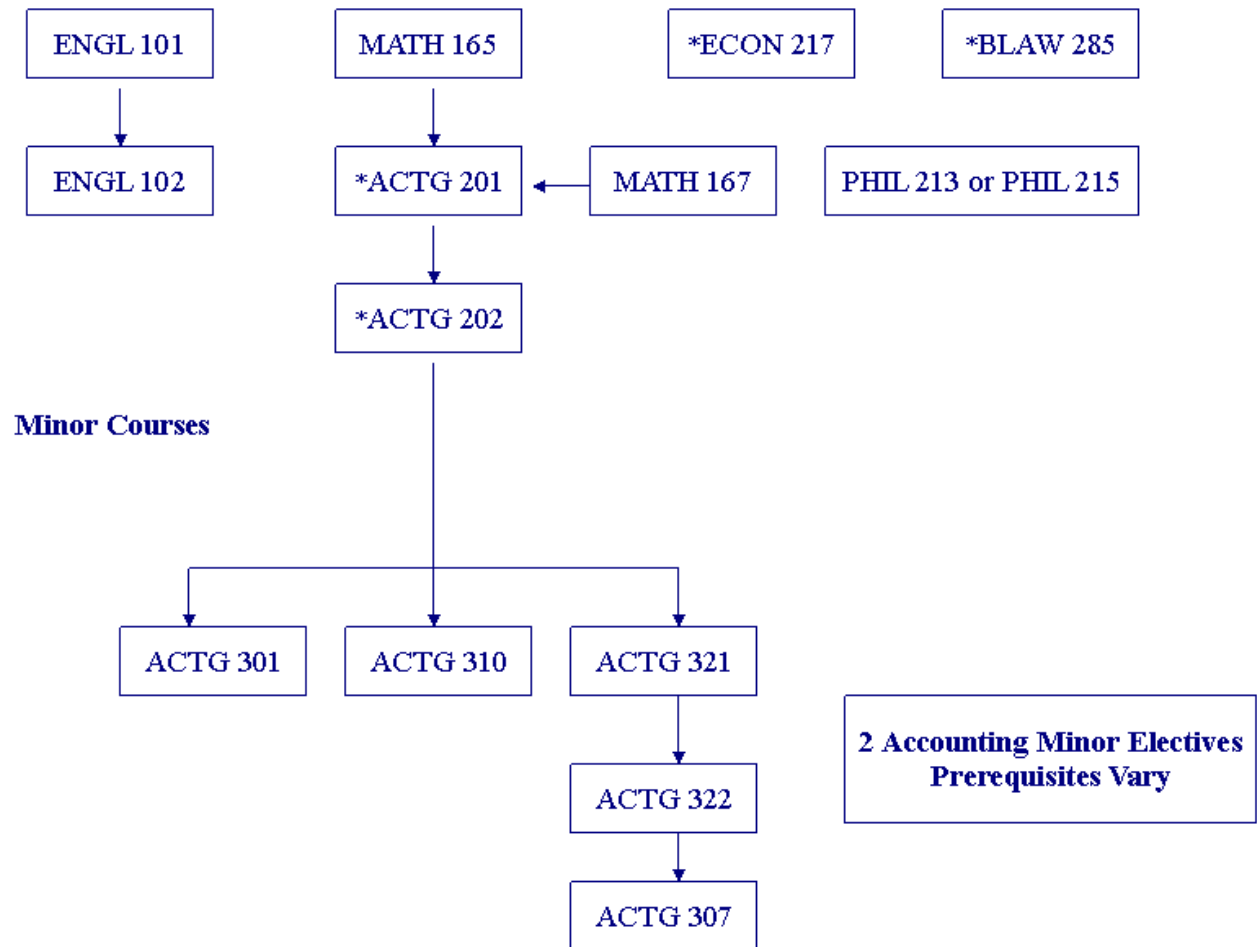


The Accounting degree completion program at University Center in Lake County requires all the same program components as the Accounting degree program at the main campus (see Accounting major flowchart above).

The program components leading to a minor in Accounting are:

Foundation Courses

**also Core Courses*



Accounting Minor Electives

ACTG 306 ACTG 311 ACTG 312 ACTG 324 ACTG 325

FINANCE MAJOR

FOUNDATION COURSES (not included in credit hour total):	28 cr
CORE COURSES:	36 cr
REQUIRED MAJOR COURSES:	15 cr
FINA 362 Investment	3 cr
FINA 366 Financial Institutions and Markets	3 cr
FINA 371 International Financial Management	3 cr
FINA 373 Intermediate Financial Management	3 cr
MNGT 393 Strategic Management	3 cr
THREE ELECTIVES FROM THE FOLLOWING:	9 cr
FINA 363 Security Analysis	3 cr
FINA 364 Problems in Business Finance	3 cr
FINA 365 Personal Financial Planning	3 cr
FINA 367 Short-Term Financial Management	3 cr
FINA 369 Speculative Markets	3 cr
FINA 370 Option Pricing: Theory & Strategy Applications	3 cr
FINA 374 Future Trading Strategy	3 cr
FINA 377 Real Estate Finance	3 cr
FINA 378 Introduction to Risk Management and Insurance	3 cr
ACTG 310 Federal Income Tax (Individual)	3 cr
ACTG 311 Federal Income Tax (Corporate)	3 cr
TOTAL CREDIT HOURS FOR FINANCE MAJOR	60 cr

MINOR IN FINANCE

This minor provides an introduction to finance for students interested in the financial aspects of organizations.

FOUNDATION COURSES (not included in credit hour total):	28 cr
REQUIRED COURSES:	15 cr
FINA 360 Principles of Financial Management I	3 cr
FINA 362 Investment	3 cr
FINA 363 Security Analysis	3 cr
FINA 366 Financial Institutions and Markets	3 cr
FINA 373 Intermediate Financial Management	3 cr
TWO COURSES FROM THE FOLLOWING:	6cr
FINA 364 Problems in Business Finance	3 cr
FINA 367 Short-Term Financial Management	3 cr
FINA 368 Financial Management of Financial Institutions	3 cr
FINA 369 Speculative Markets	3 cr
FINA 370 Option Pricing: Theory & Strategic Applications	3 cr
FINA 371 International Financial Management	3 cr
FINA 372 Portfolio Management	3 cr
FINA 374 Futures Trading Strategies	3 cr
FINA 375 Debt Markets and Portfolio Strategies	3 cr
FINA 376 Technical Analysis of the Futures Markets	3 cr
FINA 377 Real Estate Finance	3 cr
FINA 378 Introduction to Risk Management and Insurance	3 cr

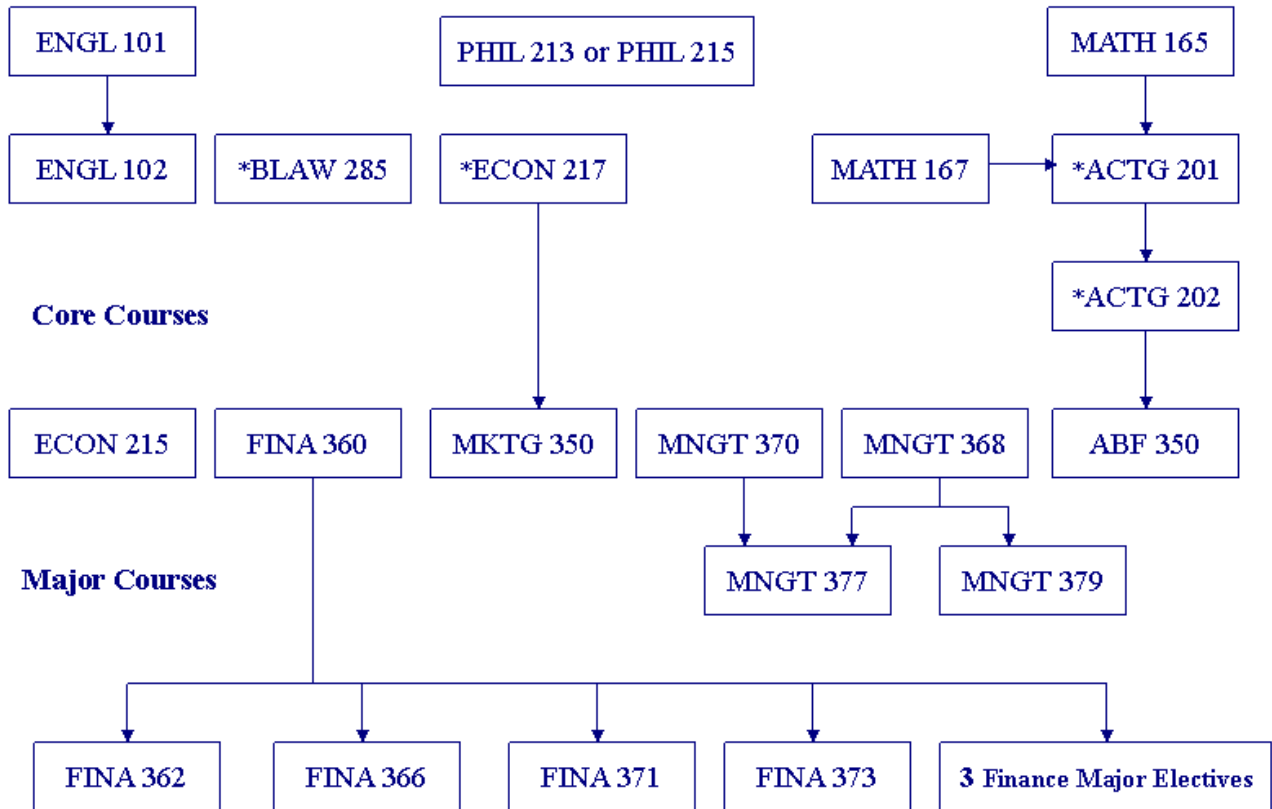
TOTAL CREDITS FOR THE FINANCE MINOR **21 cr**

** Minors require completion of the nine Foundation Courses. See page 9 for details.

The program components leading to a Bachelor of Science Degree with a major in Finance are:

Foundation Courses

*also Core Courses



Capstone Course

MNGT 393
 Final semester, all University Requirements and all business Core Courses complete,
 achieve Major AND Cumulative GPAs of 2.50 or higher

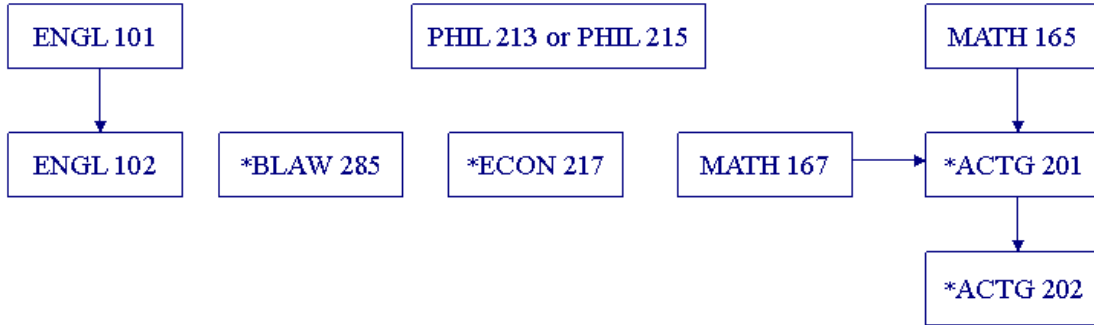
Finance Major Electives

- FINA 363 FINA 364 FINA 365 FINA 367 FINA 369
 FINA 370 FINA 374 FINA 377 FINA 378
 ACTG 310 ACTG 311

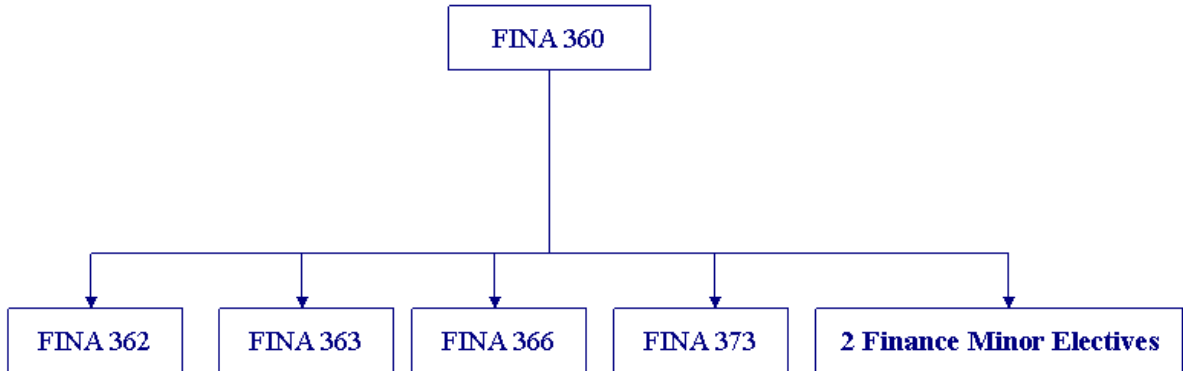
The program components leading to a minor in Finance are:

Foundation Courses

*also Core Courses



Minor Courses



Finance Minor Electives

- FINA 370
- FINA 371
- FINA 364
- FINA 372
- FINA 367
- FINA 374
- FINA 368
- FINA 375
- FINA 369
- FINA 376
- FINA 377
- FINA 378

DEPARTMENT OF MANAGEMENT AND MARKETING



Sundaram Dorai, Chair

Management majors study the theory and practice of management. The study of organizational behavior and structure are included to promote understanding of management techniques and practices that provide business and other organizations with the best chances to meet their goals and objectives. Small, medium, and large organizations, including those in both the profit and non-profit sectors, are considered. Management preparation can be applied in many areas; therefore, students majoring in this field may find jobs in a variety of industries and organizations. Examples include: human resource management specialists, production and inventory control specialists, quality assurance analysts, production planners, unit managers, and management trainees in a number of organizations.

Possible Careers:

<i>Business Analyst</i>	<i>Manager - Medical or Dental Office</i>
<i>Hotel Manager</i>	<i>Bank-Branch Manager/ Personal Banker</i>
<i>Operations Manager</i>	<i>Employment, Recruitment, or Placement Specialist / Recruiter</i>
<i>Director of Operations</i>	<i>Human Resources (HR) Manager, Generalist, Administrator</i>
<i>Restaurant Manager</i>	<i>Office Manager, Executive Assistant, Administrative Assistant</i>
<i>Retail Store Manager</i>	<i>Project Manager, Information Technology (IT)</i>
<i>Project Manager - Construction</i>	<i>Sales Manager- Regional sales, outside sales, etc.</i>
<i>Customer Service Representative</i>	

Marketing is an essential function in any business. It deals with the strategic and tactical planning activities of organizations which develop, price, and distribute goods and services aimed at meeting the needs of customers through commercial exchanges. Service and non-profit marketing techniques are also considered. The marketing curriculum is designed to provide students with a foundation of marketing theory and with opportunities to develop applied marketing skills. Students majoring in marketing can choose from a variety of career areas. Examples include: personal selling, retail management, distribution planning, customer service, advertising/sales promotion, product/brand management, telemarketing, and franchise unit management.

Possible Careers:

<i>Advertising Specialist</i>	<i>Media Pricing Analyst</i>	<i>Product Specialist</i>
<i>Brand Manager/Representative</i>	<i>Marketing Project Coordinator</i>	<i>Retail Merchandiser</i>
<i>Marketing Analyst</i>	<i>Marketing Specialist</i>	<i>Sales Representative</i>

MANAGEMENT MAJOR

FOUNDATION COURSES (not included in credit hour total):	28 cr
CORE COURSES:	36 cr
REQUIRED MAJOR COURSES:	12 cr
MNGT 371 Organizational Behavior	3 cr
MNGT 372 Organization Theory and Design	3 cr
MNGT 381 International Business and Management	3 cr
MNGT 393 Strategic Management	3 cr
FOUR ELECTIVES FROM THE FOLLOWING:	12 cr
MNGT 354 Logistics Management	3 cr
MNGT 357 Purchasing Management	3 cr
MNGT 373 Human Resource Management	3 cr
MNGT 375 Management and Organization Communications	3 cr
MNGT 376 Small Business Management	3 cr
MNGT 378 Women in Management	3 cr
MNGT 380 Entrepreneurship	3 cr
MNGT 392 Business, Technology, and Society	3 cr
MNGT 396 Industrial & Labor Relations	3 cr
MNGT 399 Management of Change	3 cr
*MKTG 353 Marketing Research	3 cr
*MKTG 354 Personal Selling	3 cr
*MKTG 357 Sales Management	3 cr
*MKTG 360 Marketing Channels	3 cr
TOTAL CREDIT HOURS FOR MANAGEMENT MAJOR	60 cr

**Up to two non-Management courses, as indicated by the asterisk (*) above, may be applied as electives towards the Major in Management for the Bachelor of Science Degree.*

MINOR IN MANAGEMENT

This minor is designed for students interested in entry-level management positions and/or general managerial careers in business organizations.

FOUNDATION COURSES (not included in credit hour total):	28 cr
REQUIRED COURSES:	12 cr.
MNGT 370 Managing Global Business Organizations	3 cr.
MNGT 371 Organizational Behavior	3 cr.
MNGT 372 Organization Theory and Design	3 cr.
MNGT 373 Human Resource Management	3 cr.

THREE ADDITIONAL MANAGEMENT ELECTIVES **9 cr.**

Courses must be selected from Management required or elective courses as listed above.

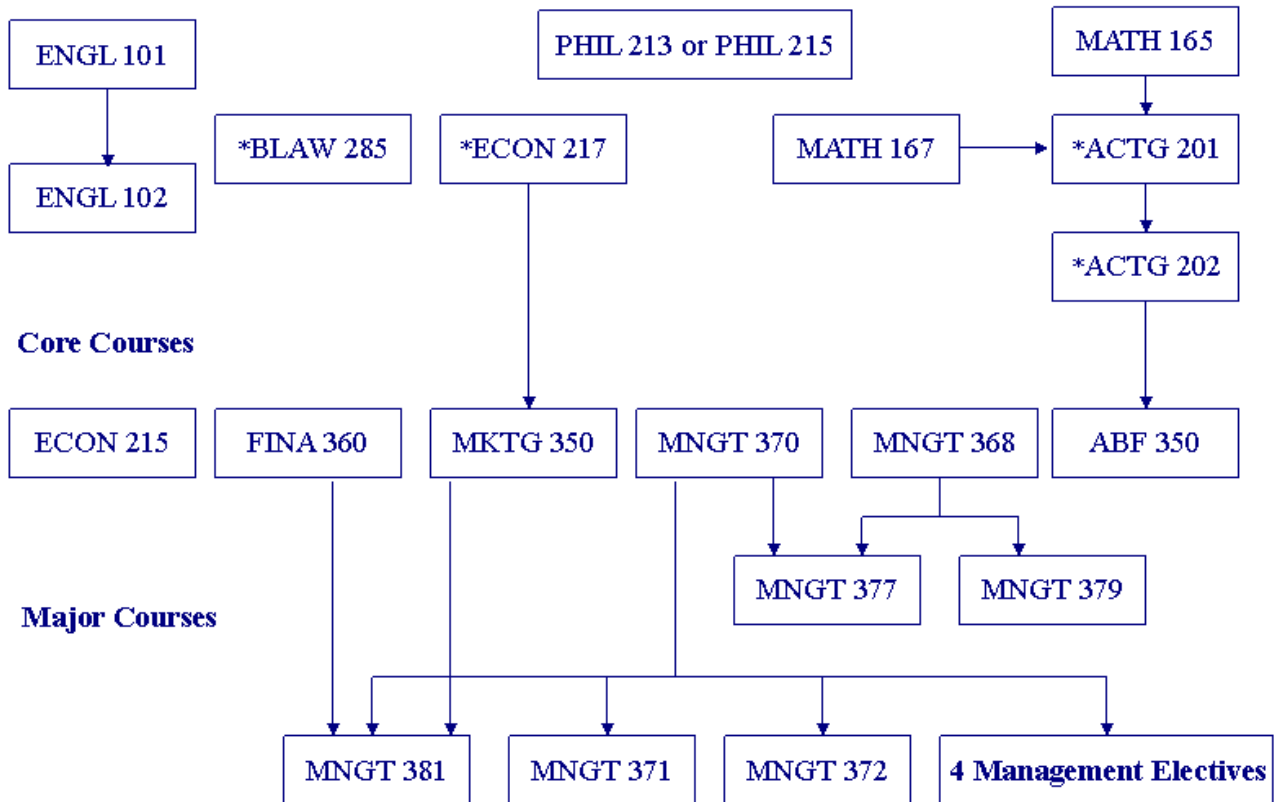
TOTAL CREDITS FOR THE MANAGEMENT MINOR **21 cr.**

** Minors require completion of the nine Foundation Courses. See page 9 for details.

The program components leading to a Bachelor of Science Degree with a major in Management are:

Foundation Courses

also Core Courses



Capstone Course

MNGT 393
 Final semester, all University Requirements and all business Core Courses complete,
 achieve Major AND Cumulative GPAs of 2.50 or higher

Management Electives

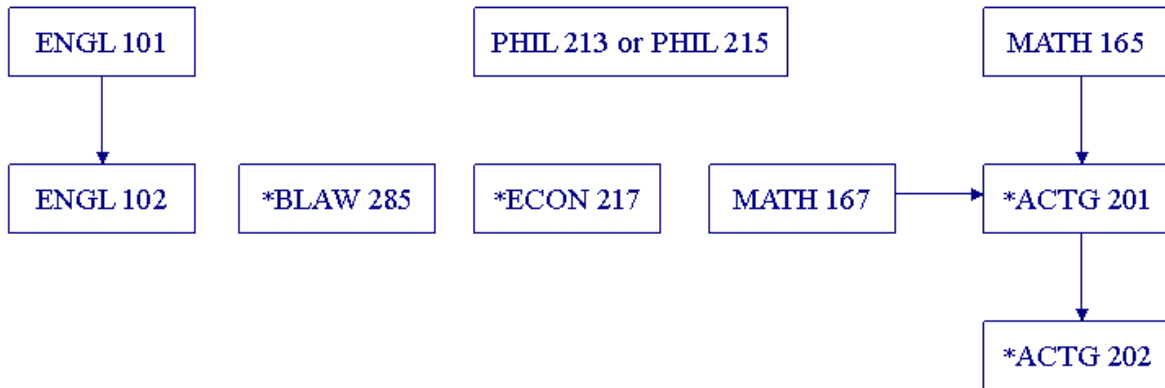
- | | | | | | |
|-----------|-----------|-----------|-----------|----------|----------|
| MNGT 354 | MNGT 357 | MNGT 373 | MNGT 375 | MNGT 376 | MNGT 378 |
| | MNGT 380 | MNGT 392 | MNGT 396 | MNGT 399 | |
| *MKTG 353 | *MKTG 354 | *MKTG 357 | *MKTG 360 | | |

* A maximum of two non-Management courses, as indicated above by asterisk (*), may be applied as electives towards a major in Management for the Bachelor of Science Degree.

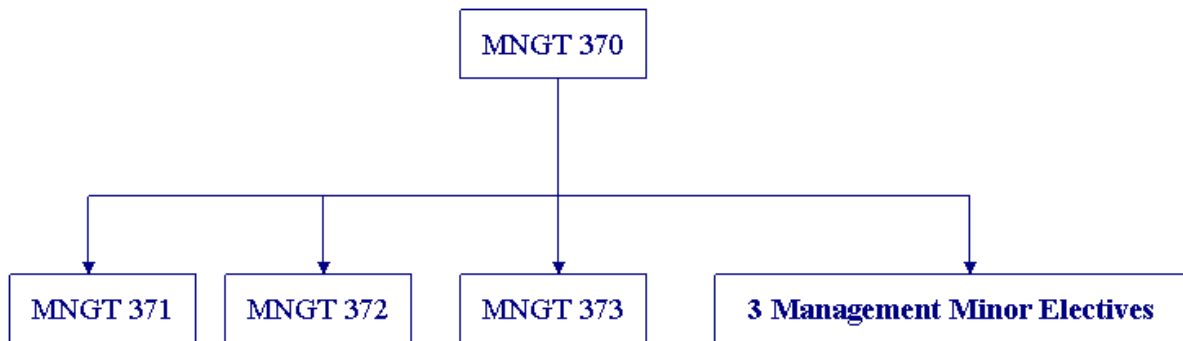
The program components leading to a minor in Management are:

Foundation Courses

also Core Courses



Minor Courses



Management Minor Electives

- MNGT 354 MNGT 357 MNGT 375 MNGT 376 MNGT 378
MNGT 380 MNGT 381 MNGT 392 MNGT 396 MNGT 399

MARKETING MAJOR

FOUNDATION COURSES (not included in credit hour total):	28 cr
CORE COURSES:	36 cr
REQUIRED MAJOR COURSES:	15 cr
MKTG 351 Consumer Behavior	3 cr
MKTG 353 Marketing Research	3 cr
MKTG 358 International Marketing	3 cr
MKTG 359 Marketing Management	3 cr
MNGT 393 Strategic Management	3 cr
THREE ELECTIVES FROM THE FOLLOWING:	9 cr
MKTG 352 Advertising	3 cr
MKTG 354 Personal Selling	3 cr
MKTG 355 Electronic commerce	3 cr
MKTG 356 Retail Management	3 cr
MKTG 357 Sales Management	3 cr
MKTG 360 Marketing Channels	3 cr
MKTG 366 Business to Business Marketing	3 cr
*MNGT 378 Women in Management	3 cr
*MNGT 354 Logistics Management	3 cr
*MNGT 357 Purchasing Management	3 cr
*MNGT 380 Entrepreneurship	3 cr
*MNGT 399 Management of Change	3 cr
TOTAL CREDIT HOURS FOR MARKETING MAJOR	60 cr

**Up to two non-Marketing courses, as indicated by the asterisk (*) above, may be applied as electives towards the Major in Marketing for the Bachelor of Science Degree.*

MINOR IN MARKETING

This minor is for students interested in complementing a major discipline with marketing studies.

FOUNDATION COURSES (not included in credit hour total):	28 cr
REQUIRED COURSES:	9 cr
MKTG 350 Principles of Marketing	3 cr
MKTG 351 Consumer Behavior	3 cr
MKTG 359 Marketing Management	3 cr
ONE OF THE FOLLOWING:	3 cr
MKTG 352 Advertising	3 cr
MKTG 357 Sales Management	3 cr
THREE OF THE FOLLOWING:	9 cr
*MKTG 352 Advertising	3 cr
MKTG 353 Marketing Research	3 cr
MKTG 354 Personal Selling	3 cr
MKTG 356 Retail Management	3 cr
*MKTG 357 Sales Management	3 cr
MKTG 358 International Marketing	3 cr
MKTG 360 Marketing Channels	3 cr
MKTG 366 Business to Business Marketing	3 cr
*Can only count once in Marketing Minor	

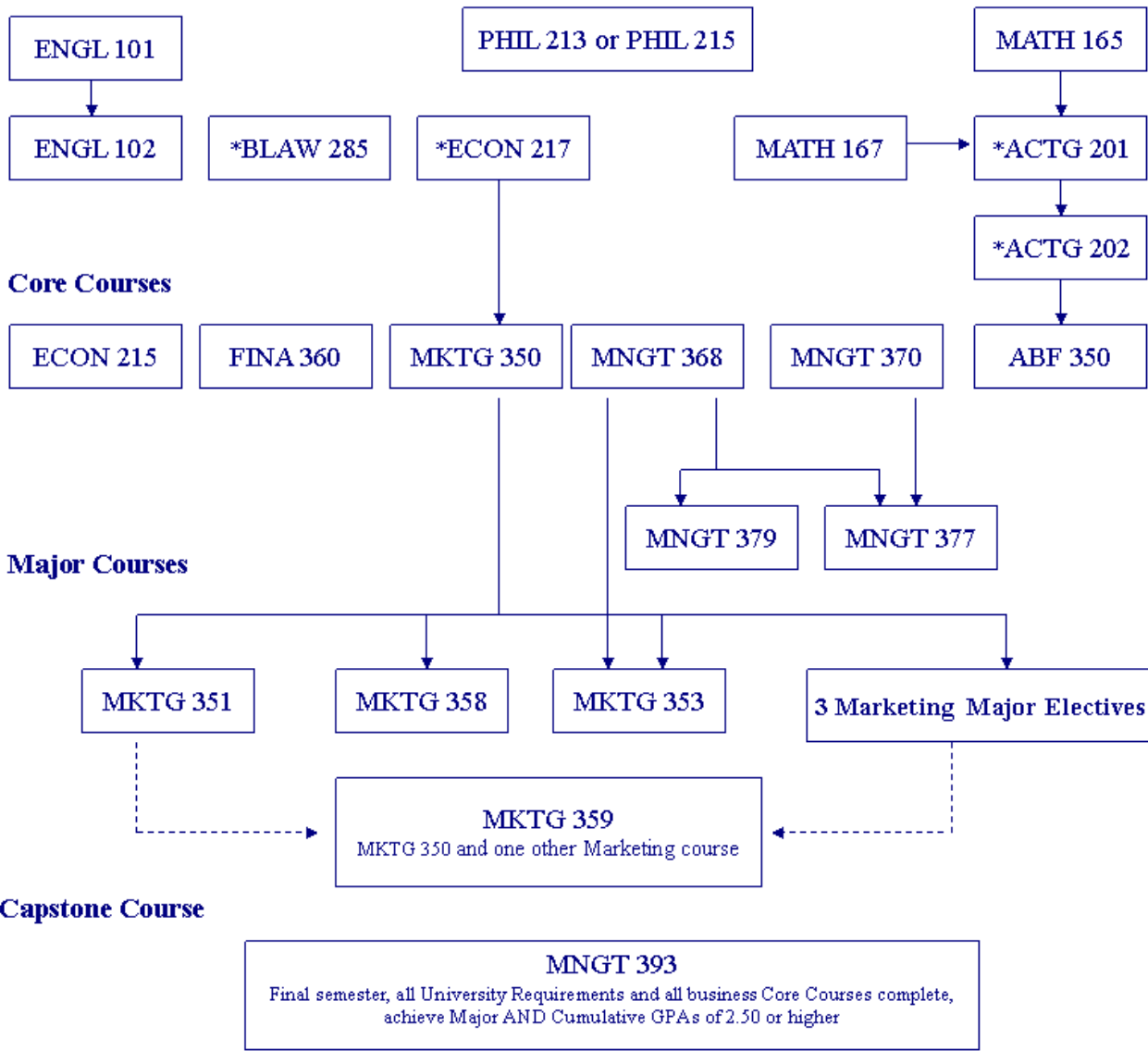
TOTAL CREDITS FOR MARKETING MINOR **21 cr**

** Minors require completion of the nine Foundation Courses. See page 9 for details.

The program components leading to a Bachelor of Science degree with a major in Marketing are:

Foundation Courses

*also Core Courses



Marketing Major Electives

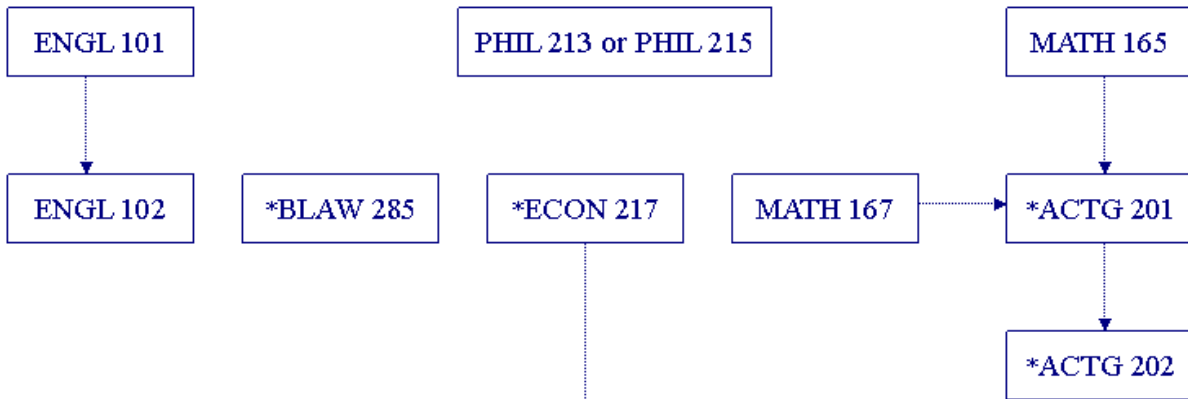
- MKTG 352 MKTG 354 MKTG 355 MKTG 356 MKTG 357 MKTG 360 MKTG 366
- *MNGT 354 *MNGT 357 *MNGT 378 *MNGT 380 *MNGT 399

* A maximum of two non-Marketing courses, as indicated above by asterisk (*), may be applied as electives towards a major in Marketing for the Bachelor of Science Degree.

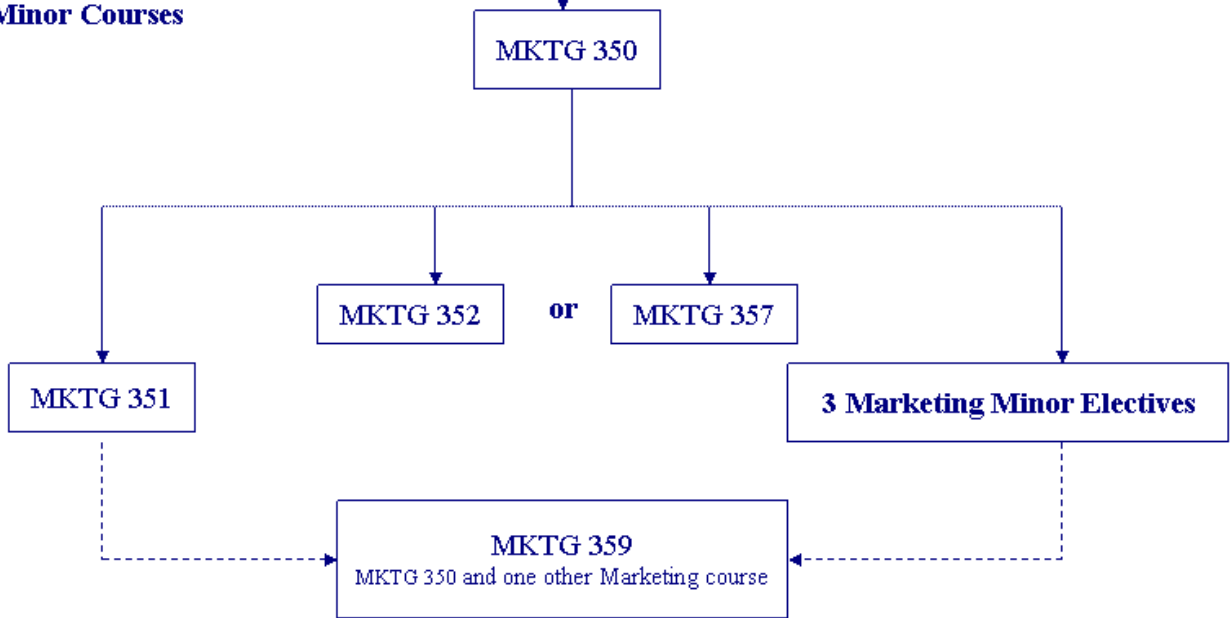
The program components leading to a minor in Marketing are:

Foundation Courses

*also Core Courses



Minor Courses



Marketing Minor Electives

MKTG 353 MKTG 354 MKTG 356 MKTG 358 MKTG 360 MKTG 366

Both MKTG 352 and MKTG 357 may be completed to fulfill course requirements.

Each course will be recognized once; either as a required OR elective course.

GENERAL BUSINESS ADMINISTRATION MAJOR

This program offers students a broad, interdisciplinary orientation to modern business theory and practice. It is especially suitable for those who desire to pursue entrepreneurship or work in a small or medium sized enterprise where employees and managers will be required to exhibit a broad range of business competencies. As a general business major, you will study each facet of business, but to a lesser degree than one majoring in a specific field. This provides extensive preparation for a variety of jobs in many sectors of business administration.

The General Business Administration degree has two options.

Option I – General Business Administration for Second Majors

This program is designed for students who wish to combine course work in a non-business discipline with a solid foundation in business administration. Students with an interest in International Business may use this option in conjunction with a major in the Department of World Languages and Cultures. Other combinations of majors with this option are possible. Students completing this option must fulfill the College of Business and Management Foundation and Core Curriculum, along with twelve other credit hours in business.

FOUNDATION COURSES (not included in credit hour total):	28 cr
CORE COURSES:	36 cr
REQUIRED MAJOR COURSES:	3 cr
MNGT 393 Strategic Management	3 cr
CHOOSE ONE OF THE FOLLOWING:	3 cr
MKTG 358 International Marketing	3 cr
MNGT 381 International Management	3 cr
Approved Elective	3 cr
CHOOSE TWO COURSES FROM ONE AREA:	6 cr
Management – or – Marketing – or – Finance – or – Accounting	
TOTAL CREDIT HOURS FOR OPTION I	48 cr

Option II – General Business Administration as a Primary Major

FOUNDATION COURSES (not included in credit hour total):	28 cr
CORE COURSES:	36 cr
REQUIRED COURSE:	3 cr
MNGT 393 Strategic Management	3 cr
**SELECT ONE 300-LEVEL COURSE FROM EACH OF THE FOLLOWING BUSINESS DISCIPLINES:	12 cr
ACCOUNTING	3 cr
FINANCE	3 cr
MARKETING	3 cr
MANAGEMENT	3 cr
**SELECT THREE 300-LEVEL BUSINESS COURSES FROM ANY COMBINATION OF BUSINESS DISCIPLINES:	9 cr
TOTAL CREDIT HOURS FOR OPTION II	60 cr

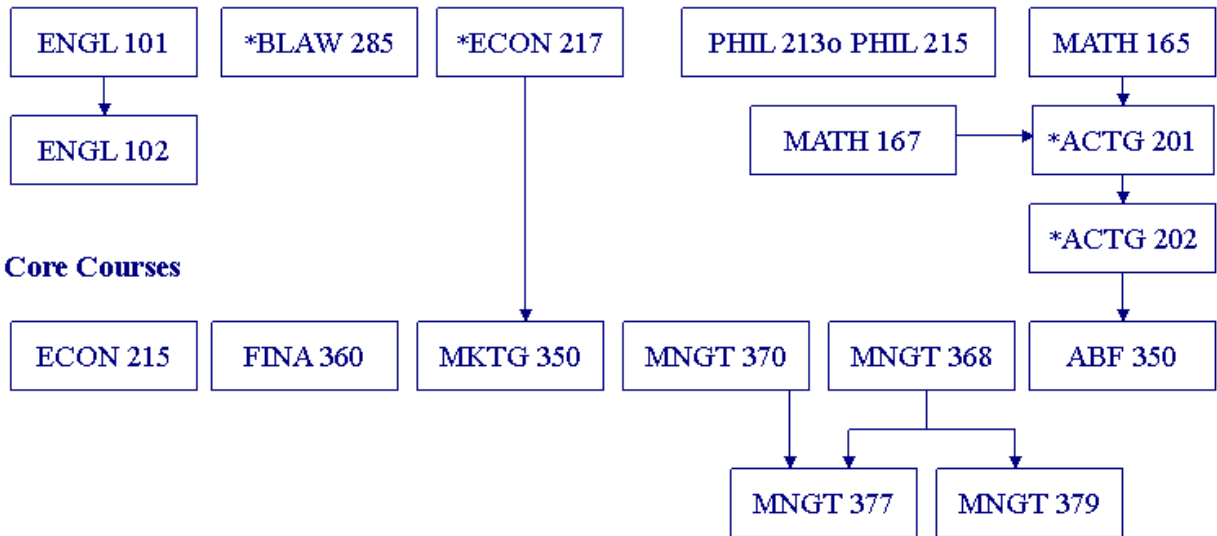
**ACTG 300, BLAW 380, and BLAW 381 are NOT APPLICABLE TO GENERAL BUSINESS ADMINISTRATION MAJOR REQUIREMENTS.

You may enroll in ACTG 301, ACTG 310, or ACTG 321 to fulfill the Accounting Course Requirement for Option II. Additional Accounting courses may be completed provided a grade of C or better has been earned in the course prerequisites.

The program components leading to a Bachelor of Science Degree with a major in General Business Administration are:

Foundation Courses

*also Core Courses



Core Courses

Major Courses

Option I - 2nd Major

Choose one of the following courses
MKTG 358, MNGT 381
or
Approved Course

Two Courses from any one
Business Discipline

Option II - 1st Major

One 300-level course from each
Business Discipline

Three 300-level courses from any
combination of Business Disciplines

Capstone Course

MNGT 393
Final semester, all University Requirements and all business Core Courses complete,
achieve Major AND Cumulative GPAs of 2.50 or higher

NOTE: ACTG 300, BLAW 380, and BLAW 381 ARE **NOT APPLICABLE** TO GENERAL BUSINESS MAJOR REQUIREMENTS. You may enroll in ACTG 301, ACTG 310, or ACTG 321 to fulfill the Accounting Course Requirement for Option II. Additional Accounting courses may be completed provided a grade of C or better has been earned in the course prerequisites.

MINOR IN INTERNATIONAL BUSINESS

The International Business Minor is intended for—any student who is interested in enhancing his or her business and management skills for working in an increasingly global world.

PREREQUISITE COURSES (not included in credit hour total): .

Foundation Courses:	28 cr
Core Courses which are <i>PREREQUISITES</i> of <i>REQUIRED COURSES</i>:	15 cr
ECON 217 Principles of Microeconomics	3 cr
ECON 215 Principles of Macroeconomics	3 cr
FINA 360 Principles of Financial Management I	3 cr
MNGT 370 Managing Global Business Organizations	3 cr
MKTG 350 Principles of Marketing	3 cr

TOTAL CREDITS FOR INTERNATIONAL BUSINESS MINOR: 21 cr

Required Courses (4 Courses) **, 12 cr**

MKTG 358 International Marketing	3 cr
FINA 371 International Financial Management	3 cr
MNGT 381 International Business and Management	3 cr
ECON 321 International Monetary Theory and Relations	
OR ECON 322 International Economics	3 cr

* One of these courses may be taken as part of the Study Abroad Program with the written approval of the department chair.

**Business Majors must substitute approved elective courses for any course required in their majors.

Electives (3 Courses) from the Following List *: 9 cr

Courses in Study Abroad Program (maximum 9 cr)
(written approval of department chair is required)

MNGT 378 Women in Management 3 cr

ECON 321 International Monetary Theory and Relations
 OR ECON 322 International Economics 3 cr

(One must be taken as a required course and the other one may be taken as an elective)

Anthropology (maximum 6 cr)

ANTH 221 Peoples of South America 3 cr

ANTH 225 Peoples of Mexico, Central America and the Caribbean 3 cr

Political Science (maximum 6 cr)

PSCI 378 International Political Economy 3 cr

PSCI 350 International Relations in Asia 3 cr

PSCI 384 United States and the World Economy 3 cr

PSCI 388 International Relations of the Middle East 3 cr

World Languages and Culture Courses (maximum 6 cr)

Any Language Courses

Linguistics

LING 320 Language and Culture 3 cr

Courses from NEIU's Global Studies Program and other NEIU courses with international themes. (maximum 6 cr)

Approval from the Management and Marketing department chair is required.

*Electives may have additional prerequisites. See the Academic Catalog for prerequisites.

COLLEGE OF BUSINESS AND MANAGEMENT

UNDERGRADUATE COURSES AND PREREQUISITES

The prerequisite information listed below is current as of the date of publication for this program guide. Please consult the Office of Program Advisement or the University Academic Catalog for any changes. A checklist that may be utilized to assist with tracking your progress follows on page 38.

A grade of C or better must be earned in all course prerequisites PRIOR to enrollment in the course.

FOUNDATION COURSES - Required for all majors and minors

ENGL 101 Writing I

Prerequisite: English Language Placement Test

ENGL 102 Writing II

Prerequisite: ENGL 101

MATH 165 Finite Math

Prerequisite: MATH 163

MATH 167 Business Calculus

Prerequisite: MATH 163

PHIL 213 Ethics OR PHIL 215 Business Ethics

Prerequisite: None

***ECON 217 Principles of Microeconomics**

Prerequisite: MATH 091 with a grade of "C" or Intermediate Algebra placement

***ACTG 201 Introduction to Financial Accounting**

Prerequisites: MATH 165 and MATH 167 (MATH 167 may be taken concurrently)

***ACTG 202 Introduction to Managerial Accounting**

Prerequisites: MATH 165, MATH 167, and ACTG 201

***BLAW 285 Legal Environment of Business**

Prerequisite: 30 hours of college-level work

**Courses that are also part of the Business Core*

ADDITIONAL CORE COURSES - Required for all majors

ECON 215 Principles of Macroeconomics

Prerequisite: MATH 091 with a grade of "C" or Intermediate Algebra placement

ABF 350 Management Information Systems

Prerequisite: All Foundation courses, especially ACTG 202

FINA 360 Principles of Financial Management I

Prerequisite: All Foundation courses, especially ACTG 201

MKTG 350 Principles of Marketing

Prerequisite: All Foundation courses, especially ECON 217

MNGT 368 Business Statistics

Prerequisites: All Foundation courses, especially Math 165 and Math 167

MNGT 370 Managing Global Business Organizations

Prerequisite: All Foundation courses

MNGT 377 Production/Operations Management

Prerequisites: MNGT 368 and MNGT 370

MNGT 379 Introduction to Operations Research and Management Science

Prerequisites: MNGT 368

CAPSTONE COURSE - Required for all majors

MNGT 393 Strategic Management

Prerequisites: Enrolled in final semester, applied for graduation, completed all Core Courses, achieved a Major and Cumulative GPA of 2.50 or higher, will meet all University graduation requirements by the end of the semester - MNGT 379 may be completed concurrently.

ACCOUNTING COURSES

ACTG 301 Cost Accounting I

Prerequisite: ACTG 202

ACTG 306 Accounting for Non-Profit Organizations

Prerequisite: ACTG 322

ACTG 307 Auditing Theory and Problems

Prerequisite: ACTG 322

ACTG 308 Advanced Auditing

Prerequisite: ACTG 307

ACTG 310 Federal Income Tax (Individual)

Prerequisite: ACTG 202

ACTG 311 Federal Income Tax (Corporate)

Prerequisite: ACTG 310

ACTG 312 Cost Accounting II

Prerequisite: ACTG 301

ACTG 313 Internal Auditing and Management Control

Prerequisite: ACTG 307 and ABF 350

ACTG 321 Intermediate Financial Accounting I

Prerequisite: ACTG 202

ACTG 322 Intermediate Financial Accounting II

Prerequisite: ACTG 321

ACTG 324 Advanced Financial Accounting

Prerequisite: ACTG 322

ACTG 325 Contemporary Financial Accounting Issues

Prerequisite: ACTG 322

ACTG 380 International Accounting

Prerequisite: ACTG 322

BUSINESS LAW COURSES

BLAW 380 Business Law I (*formally BLAW 280*)

Prerequisite: BLAW 285

BLAW 381 Business Law II (*formally BLAW 281*)

Prerequisite: BLAW 285

FINANCE COURSES

FINA 362 Investment

Prerequisite: FINA 360

FINA 363 Security Analysis

Prerequisite: FINA 360

FINA 364 Problems in Business Finance

Prerequisite: FINA 360 and Senior status

FINA 365 Personal Financial Planning

Prerequisite: FINA 360

FINA 366 Financial Institutions and Markets

Prerequisite: FINA 360

FINA 367 Short-Term Financial Management

Prerequisite: FINA 360

FINA 369 Speculative Markets

Prerequisite: FINA 360

FINA 370 Option Pricing: Theory and Strategic Applications

Prerequisite: FINA 360

FINA 371 International Financial Management

Prerequisite: FINA 360

FINA 373 Intermediate Financial Management

Prerequisite: FINA 360

FINA 374 Futures Trading Strategies

Prerequisite: FINA 360

FINA 377 Real Estate Finance

Prerequisite: FINA 360

FINA 378 Introduction to Risk Management and Insurance

Prerequisite: FINA 360

MANAGEMENT COURSES

MNGT 354 Logistics Management

Prerequisite: MNGT 377

MNGT 357 Purchasing Management

Prerequisite: MNGT 370 and MNGT 377

MNGT 371 Organizational Behavior

Prerequisite: MNGT 370

MNGT 372 Organization Theory and Design

Prerequisite: MNGT 370

MNGT 373 Human Resource Management

Prerequisite: MNGT 370

MNGT 375 Management and Organization Communications

Prerequisite: MNGT 370

MNGT 376 Small Business Management

Prerequisite: MNGT 370, MKTG 350, and FINA 360

MNGT 378 Managing Diversity in Organizations

Prerequisite: MNGT 370

MNGT 380 Entrepreneurship

Prerequisite: MNGT 370, MKTG 350, and FINA 360

MNGT 381 International Business and Management

Prerequisite: MNGT 370, MKTG 350, and FINA 360

MNGT 392 Business, Technology, and Society

Prerequisite: MNGT 370

MNGT 396 Industrial and Labor Relations and Collective Bargaining

Prerequisite: MNGT 370 and MNGT 373

MNGT 399 Management of Change

Prerequisite: MNGT 370

MARKETING COURSES

MKTG 351 Consumer Behavior

Prerequisite: MKTG 350

MKTG 352 Advertising

Prerequisite: MKTG 350

MKTG 353 Marketing Research

Prerequisite: MKTG 350 and MNGT 368

MKTG 354 Personal Selling

Prerequisite: MKTG 350

MKTG 355 Electronic Commerce

Prerequisite: MKTG 350

MKTG 356 Retail Management

Prerequisite: MKTG 350

MKTG 357 Sales Management

Prerequisite: MKTG 350, MNGT 370 recommended

MKTG 358 International Marketing

Prerequisite: MKTG 350

MKTG 359 Marketing Management

Prerequisite: MKTG 350 plus one other Marketing course and ACTG 201

MKTG 360 Marketing Channels

Prerequisite: MKTG 350

MKTG 366 Business to Business Marketing

Prerequisite: MKTG 350