

Business Administration

Major	MAJOR	MINOR
Minor	Hours Required in FSUBusiness Common Body of Knowledge:	33
	Hours Required in Concentration:	27
Concentrations in:	Hours Required in CBK Outside FSUBusiness	18-19
	Total Hours Required for Major/Minor	78-79
		21

- FINANCE
 - Corporate Finance Track
 - Financial Planning Track
- GENERAL MANAGEMENT
- HUMAN RESOURCE MANAGEMENT
- INTERNATIONAL BUSINESS
- MARKETING
- SMALL BUSINESS/
ENTREPRENEURSHIP

Department of Management and Department of Marketing and Finance

Professors:

Lyons, McClive, Plucinski,
Poorsoltan, Rahman, Shah, Shin,
Singh, Tootoonchi, Wilkinson

Associate Professors:

Ashkeboussi, Ashley-Cotleur,
Harrell-Cook, McLellan

Assistant Professors:

Foltos, Gaumer (Chair, Department
of Marketing and Finance), Mattare,
McClellan, Monahan (Chair,
Department of Management)
Offstein, Shore, Sigerstad, Ye

Instructor:

Higgins

- All concentrations may be completed on the Frostburg campus. The concentrations in general management and small business/entrepreneurship may be completed at the University System of Maryland at Hagerstown.

*You must receive a grade of C or better for this course to count toward major.

Summary of Requirements for Major/Minor in Business Administration

Major	Minor
<p>1. FSUBusiness CBK: (33 hours) ACCT 211* Financial Accounting ACCT 212* Managerial Accounting BLAW 291* Legal Environment of Business BUAD 105 Professional Development I MGMT 351* Management of Organizations MGMT 355* Operations Management MGMT 356* Leadership & Human Behavior MKTG 361* Principles of Marketing FINA 370* Corporate Finance BUAD 400 Professional Development II MGMT 405* Business Ethics & Social Responsibility MGMT 485* Business Policy and Strategy (MGMT and Int'l. Business Capstone)</p> <p>2. CBK Courses Outside FSUBusiness: (18-19 hours) Communication Studies (3 hours) CMST 102/112* Introduction to Human Communication</p> <p>Computer Science (3 hours) COSC 100/110* Introduction to Computer Science (Tech. Fluency)</p> <p>Economics (6 hours) ECON 201/211* Principles of Economics (Macro) (GEP Group D) ECON 202/212* Principles of Economics (Micro)</p> <p>Mathematics (6-7 hours) MATH 106* Algebra with Calculus for Business or MATH 220* Calculus for Applications I or MATH 236* Calculus I (Core Skill 3) MATH 209/219* Elements of Applied Probability and Statistics (Core Skill 3) or MATH 380* Introduction to Probability and Statistics</p> <p>3. Area of Concentration: (27 hours) Majors must choose to concentrate in one of the following:</p> <ul style="list-style-type: none"> • Finance (two tracks: corporate finance and financial planning) • General Management • Human Resource Management • International Business • Marketing • Small Business/Entrepreneurship 	<p>1. FSUBusiness CBK: (18 hours) ACCT 211 Financial Accounting BUAD 100 Introduction to Business or BLAW 291 Legal Environment of Business MGMT 351 Management of Organizations MKTG 361 Principles of Marketing FINA 303 Principles of Finance or FINA 370 Corporate Finance or FINA 476 Financial Management MGMT 356 Leadership & Human Behavior or BMIS 320 Adv. Computer Applications in Business</p> <p>2. CBK Courses Outside FSUBusiness: Economics (3 hours) ECON 200 Basic Economics or ECON 201/211 Principles of Economics (Macro) (GEP Group D)</p>

BUSINESS ADMINISTRATION

Requirements for Concentration in Finance

1. Core Courses (51 - 52 hours)

Required of all majors in Business Administration.; listed above.

2. Required Courses in Concentration (9 hours)

FINA 375 Financial Institutions Management
 FINA 475 Securities Investment
 FINA 476 Financial Management

3. Finance Tracks (18 hours)

You must complete 18 hours in one of the following tracks:

a. Corporate Finance Track

FINA 477 International Financial Management
 FINA 479 Financial Policy (Capstone)

Select four courses from among the following:

FINA 405 Short-term Financial Management
 FINA 420 Entrepreneurial Finance
 FINA 494 Internship in Finance
 ACCT 311 Intermediate Accounting I
 ACCT 312 Intermediate Accounting II
 ACCT 313 Intermediate Accounting III
 ACCT 330 Governmental and Nonprofit Accounting
 ACCT 340 Financial Reporting Issues
 ECON 305 Managerial Economics
 ECON 401 International Finance

b. Financial Planning Track

FINA 301 Introduction to Personal Financial Planning
 FINA 371 Insurance Planning and Risk Management
 FINA 377 Retirement Income Planning
 FINA 451 Estate Planning and Advanced Topics in Financial Planning (Capstone)
 ACCT 420 Tax

Select one course from among the following:

FINA 381 Principles of Real Estate
 FINA 494 Internship in Finance
 CMST 300 Interpersonal Communication

Requirements for Concentration in General Management

1. Core Courses (51- 52 hours)

Required of all majors in Business Administration; listed above.

2. Required Courses in Concentration (15 hours)

BMIS 320 Advanced Computer Applications in Business
 INTR 330 International Business
 MGMT 357 Human Resources Management
 MGMT 359 Quality Management
 ACCT 315 Cost Accounting
 or ECON 305 Managerial Economics
 or FINA 476 Financial Management

3. Elective Courses (12 hours)

from among the following:

Any ACCT, ECON, MGMT, MKTG, or FINA courses 300 and above not used to meet CBK or concentration requirements.

CMST 300 Interpersonal Communication
 or CMST 322 Presentational Communication
 or CMST 335 Organizational Communication

NOTE: No more than 6 hours of internship credit may be used for this option.

Requirements for Concentration in Human Resource Management

1. Core Courses (51 - 52 hours)

Required of all majors in Business Administration; listed above.

2. Required Courses in Concentration (18 hours)

BMIS 320 Advanced Computer Applications in Business
 INTR 330 International Business
 MGMT 357 Human Resources Management
 MGMT 452 Staffing and Development
 MGMT 456 Compensation Management
 MGMT 457 Labor Relations

3. Elective Courses (9 hours)

from among the following:

Any ACCT, ECON, MGMT, MKTG, or FINA courses 300 and above not used to meet CBK or concentration requirement.

CMST 300 Interpersonal Communication
 or CMST 322 Presentational Communication
 or CMST 335 Organizational Communication

NOTE: No more than 6 hours of internship credit may be used for this option.

Requirements for Concentration in International Business

1. Core Courses (51-52 hours)

Required of all majors in Business Administration; listed above.

NOTE: MGMT 485 Business Policy and Strategy serves as concentration capstone

2. Required Courses in Concentration (12 hours)

INTR 330 International Business
 MGMT 450 International Management
 MKTG 460 International Marketing
 FINA 477 International Financial Management

3. Foreign Language Requirement (6 hours)

The equivalent of 6 FSU credits in grammar or conversation in any one foreign language.

4. Business Discipline Requirements (9 hours)

Complete one of the discipline groups listed below - all three courses must be taken within the same discipline group.

Finance Group (9 hours)

FINA 375 Financial Institutions Management
 FINA 475 Securities Investment

Select one course from the following:

FINA 476 Financial Management
 or FINA 494 Internship in Finance

Management Group (9 hours)

MGMT 357 Human Resources Management

Select two courses from among the following:

MGMT 315 New Business Ventures
 or MGMT 359 Quality Management
 or MGMT 452 Staffing and Development
 or MGMT 494 Internship in Management

Marketing Group (9 hours)

MKTG 365 Principles of Selling
 MKTG 366 Consumer Behavior

Select one course from among the following:

MKTG 363 Advertising
 or MKTG 364 Merchandising
 or MKTG 466 Services Marketing
 or MKTG 467 Internet Marketing
 or MKTG 494 Internship in Marketing

Requirements for Concentration in Marketing

1. Core Courses (51 - 52 hours)

Required of all majors in Business Administration; listed above.

2. Required Courses in Concentration (15 hours)

MKTG 363 Advertising
 MKTG 366 Consumer Behavior
 MKTG 462 Marketing Research
 MKTG 465 Marketing Strategies
 MKTG 469 Marketing Plans Development (Capstone)

3. Elective Courses (12 hours)

Four (including at least two MKTG) from among the following:

MKTG 364 Merchandising
 MKTG 365 Principles of Selling
 MKTG 460 International Marketing
 MKTG 466 Services Marketing
 MKTG 467 Internet Marketing
 MKTG 494 Internship in Marketing
 ECON 460 Econometrics
 GEOG 410 Locational Analysis
 MGMT 359 Quality Management
 or MGMT 315 New Business Ventures
 or ACCT 315 Cost Accounting
 or CMST 322 Presentational Analysis

Requirements for Concentration in Small Business/Entrepreneurship

1. Core Courses (51- 52 hours)

Required of all majors in Business Administration; listed above.

2. Required Courses in Concentration (21 hours)

BMIS 320 Advanced Computer Applications in Business
 INTR 330 International Business
 MGMT 315 New Business Ventures
 MGMT 357 Human Resources Management
 MGMT 425 Entrepreneurial Business Plan
 FINA 420 Entrepreneurial Finance
 MKTG 366 Consumer Behavior

3. Elective Courses (6 hours)

from among the following:

Any ACCT, ECON, MGMT, MKTG, or FINA courses 300 and above not used to meet CBK or concentration requirement.

CMST 300 Interpersonal Communication
 or CMST 322 Presentational Communication
 or CMST 335 Organizational Communication