

Accounting

Major

Minor

	MAJOR	MINOR
Hours Required in FSUBusiness Common Body of Knowledge:	33	6
Hours Required in Accounting:	30	12
Hours Required in CBK Outside FSUBusiness:	18-19	18-19
Total Hours Required for Major/Minor	81-82	18

Combined BS/MBA Option

Professors:

Bandura, R. Johnson, Middleton, Shaffer (Chair)

Associate Professors:

Bao, Groer

Assistant Professor:

Venezia

Lecturer:

Gilmore

- You must have at least a 2.0 grade point average in Accounting Department offerings in order to graduate.
- MBA courses for the combined BS in Accounting/MBA option may be completed at the Frostburg campus or on online.

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

Summary of Requirements for Major/Minor in Accounting

Major

1. FSUBusiness CBK: (33 hours)

- ACCT 211* Financial Accounting
- ACCT 212* Managerial Accounting
- BLAW 291* Legal Environment of Business
- FINA 476* Financial Management
- MGMT 110* Career and Professional Development I
- MGMT 251* Management of Organizations
- MGMT 310* Career and Professional Development II
- MGMT 355* Operations Management
- MGMT 356* Leadership & Human Behavior
- MGMT 405* Business Ethics and Social Responsibility
- MGMT 485* Business Policy and Strategy (Capstone)
- MKTG 361* Principles of Marketing

2. CBK Courses Outside FSUBusiness:

(18-19 hours)

Communication Studies (3 hours)

- CMST 102/112* Introduction to Human Communication

Computer Science (3 hours)

- COSC 100/110* Introduction to Computer Science (Tech. Fluency)

Economics (6 hours)

- ECON 201/211* Principles of Economics (Macro) (GEP Group D)
- ECON 202/212* Principles of Economics (Micro)

Mathematics (6-7 hours)

- MATH 106* Applied Mathematics for Business or MATH 220* Calculus for Applications I or MATH 236* Calculus I (Core Skill 3)
- MATH 109/110* Elements of Applied Probability and Statistics (Core Skill 3) or MATH 380* Introduction to Probability & Statistics

3. Distribution Within Department: (24 hours)

- ACCT 305* Accounting Systems
- ACCT 311* Intermediate Accounting I
- ACCT 312* Intermediate Accounting II
- ACCT 313 Intermediate Accounting III
- ACCT 315 Cost Accounting
- ACCT 325 Auditing
- ACCT 401 Advanced Financial Accounting
- ACCT 420 Tax

4. Elective Hours in Department: (6 hours)

Minor

1. FSUBusiness CBK: (6 hours)

- ACCT 211* Financial Accounting
- ACCT 212* Managerial Accounting

2. CBK Courses Outside FSUBusiness: (0 hours)

3. Distribution Within Department: (6 hours)

- ACCT 311* Intermediate Accounting I
- ACCT 312* Intermediate Accounting II

4. Elective Hours in Department: (6 hours)

From ACCT courses numbered higher than 300.

ACCOUNTING

Combined B.S. in Accounting/MBA Program**Coordinator:**

Dr. Kathie Shaffer
Professor and Chair, Department
of Accounting

A 150-hour combined BS/MBA program enables eligible students to complete FSU's BS in Accounting and MBA degree programs with 150 hours of academic credit. Separate pursuit of these degrees would require a minimum of 156 hours of course work. All CPA exam candidates in many states, including Maryland, are required to complete 150 hours of academic credit. Completion of this combined BS/MBA program will meet all educational requirements for CPA exam candidacy in many states, including Maryland. This program is available to students who have graduated or will be graduating from FSU with a bachelor's degree in accounting. Current undergraduate students should apply in the final semester of their senior year by March 15 for fall and Oct. 15 for spring. Applications should be submitted to the Office of Graduate Services.

Eligibility requirements for the combined BS in ACCT/MBA:

- a) Declared accounting major at FSU, or FSU accounting graduate.
- b) A minimum score of 450 on the GMAT [GRE can be substituted for GMAT and scores will be converted to equivalent GMAT scores based on percentile distributions. GMAT/GRE can be waived if undergraduate GPA is 3.25 or higher (based on 4.0 scale) combined with a minimum of 2 years of relevant work experience.]
- c) Cumulative and major GPA of 2.5 or better at the time of application.
- d) Application for admission to the 150-hour program must be approved by the Department of Accounting.

Summary of Requirements for Combined BS/MBA Option**1. Complete all requirements for baccalaureate degree in accounting.**

See previous page.

2. Complete the following additional MBA courses: (30 hours)

BMIS 607	Information Management in Organizations
ECON 511	Economics for Managers
FINA 610	Financial Management (Prerequisite: ACCT 540)
MGMT 510	Leadership and Ethics
MGMT 512	Management Decision Analysis
MGMT 542	Organizational Behavior
MGMT 620	Strategic Human Resource Management
MGMT 680	Strategic Integration (Prerequisite: FINA 610)
MGMT 690	Applied Change Management
MKTG 640	Marketing Management

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

- FINANCE
- GENERAL MANAGEMENT
- GLOBAL BUSINESS
- HUMAN RESOURCE MANAGEMENT
- MARKETING
- SMALL BUSINESS/ENTREPRENEURSHIP

Department of Management and Department of Marketing and Finance

Professors:

Ashkeboussi, Ashley-Cotleur, Plucinski, Poorsoltan, Rahman, Shah, Shin, Singh, Tootoonchi

Associate Professors:

Gaumer (Chair, Department of Marketing and Finance), Harrell-Cook, Mattare, Monahan (Chair, Department of Management), Offstein, Shore, Sigerstad

Assistant Professors:

Ashraf, Dean, Kim, McClellan, Ye

Instructor:

M. Anderson

Lecturers:

Arnone, Kentrus, Wassell

- 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.

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 FINA 370* Corporate Finance MGMT 110* Career and Professional Development I MGMT 251* Management of Organizations MGMT 310* Career and Professional Development II MGMT 355* Operations Management MGMT 356* Leadership & Human Behavior MGMT 405* Business Ethics and Social Responsibility MGMT 485* Business Policy and Strategy (<i>MGMT Capstone</i>) MKTG 361* Principles of Marketing</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 (<i>Tech. Fluency</i>)</p> <p>Economics (6 hours) ECON 201/211* Principles of Economics (Macro) (<i>GEP Group D</i>) ECON 202/212* Principles of Economics (Micro)</p> <p>Mathematics (6-7 hours) MATH 106* Applied Mathematics for Business or MATH 220* Calculus for Applications I or MATH 236* Calculus I (<i>Core Skill 3</i>) MATH 109/110* Elements of Applied Probability and Statistics (<i>Core Skill 3</i>) or MATH 380* Introduction to Probability and Statistics</p> <p>3. Area of Concentration: (27 hours) <i>Majors must choose to concentrate in one of the following:</i></p> <ul style="list-style-type: none"> • Finance • General Management • Global Business • Human Resource Management • 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 FINA 303 Principles of Finance or FINA 370 Corporate Finance or FINA 476 Financial Management MGMT 251 Management of Organizations MGMT 356 Leadership & Human Behavior or BMIS 455 Management Information Systems MKTG 361 Principles of Marketing</p> <p>2. CBK Courses Outside FSUBusiness: Economics (3 hours) ECON 200 Basic Economics or ECON 201/211 Principles of Economics (Macro) (<i>GEP Group D</i>)</p>

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

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
FINA 479	Financial Policy (<i>Capstone</i>)

3. Elective Courses (15 hours)

Five courses from among the following:

ACCT 420	Tax
FINA 301	Introduction to Personal Financial Planning
FINA 371	Insurance Planning and Risk Management
FINA 377	Retirement Income Planning
FINA 381	Principles of Real Estate
FINA 405	Short-term Financial Management
FINA 420	Entrepreneurial Finance
FINA 451	Estate Planning and Advanced Topics in Financial Planning
FINA 477	International Financial Management
FINA 494	Internship in Finance

Or three courses from above and two courses from among the following:

ACCT 311	Intermediate Accounting I
ACCT 312	Intermediate Accounting II
ACCT 330	Governmental and Nonprofit Accounting
ACCT 340	Financial Reporting Issues
ECON 306	Money and Banking
ECON 351	Intermediate Macro-Economics
ECON 352	Intermediate Micro-Economics
ECON 400	International Trade

Requirements for Concentration in General Management**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 (9 hours)

MGMT 315	New Business Ventures
MGMT 357	Human Resources Management
MGMT 359	Quality Management

3. Elective Courses (18 hours)

Select from among:

BMIS 455	Management Information Systems
ECON 305	Managerial Economics
FINA 476	Financial Management
MGMT 425	Entrepreneurial Business Plan
MGMT 450	International Management
MGMT 452	Staffing and Development
MGMT 456	Compensation Management
MGMT 457	Labor Relations
MGMT 490	Special Topics in Business Administration – Management
MGMT 494	Internship in Management (3 or 6 credits)
MGMT 499	Independent Study in Management
MKTG 366	Consumer Behavior

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

Requirements for Concentration in Global Business**1. Core Courses (51-52 hours)**

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

2. Required Courses in Concentration (12 hours)

INTR 330	International Business
INTR 491	Global Business Seminar (<i>Capstone</i>)
MGMT 450	International Management
MKTG 460	International Marketing

3. Foreign Language Requirement (6 hours)

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

4. Electives (9 hours)

Choose three from the following 3-credit courses:

ECON 400	International Trade
ECON 405	Economics of Developing Countries
FINA 477	International Financial Management
FINA 494	Internship in Finance
or	MGMT 494 Internship in Management
or	MKTG 494 Internship in Marketing
INTR 490	Special Topics in Global Business
MGMT 315	New Business Ventures
MKTG 366	Consumer Behavior

An additional 3 credits of foreign language study, in the same language

Requirements for Concentration in Human Resource Management**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 (15 hours)

MGMT 357	Human Resources Management
MGMT 450	International Management
MGMT 452	Staffing and Development
MGMT 456	Compensation Management
MGMT 457	Labor Relations

3. Elective Courses (12 hours)

Select from among the following:

BMIS 455	Management Information Systems
CMST 300	Interpersonal Communication
CMST 335	Organizational Communication
ECON 301	Labor Economics
MGMT 315	New Business Ventures
MGMT 359	Quality Management
MGMT 425	Entrepreneurial Business Plan
MGMT 490	Special Topics in Business Administration – Management
MGMT 494	Internship (3 or 6 credits)
MGMT 499	Independent Study in Management

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

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 (<i>Capstone</i>)

3. Elective Courses (12 hours)

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

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

Requirements for Concentration in Small Business/Entrepreneurship

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 (18 hours)

FINA 420	Entrepreneurial Finance
MGMT 315	New Business Ventures
MGMT 357	Human Resources Management
MGMT 359	Quality Management
MGMT 425	Entrepreneurial Business Plan
MKTG 366	Consumer Behavior

3. Elective Courses (9 hours)

Select from among the following:

CMST 300	Interpersonal Communication
	or CMST 322 Presentational Communication
	or CMST 335 Organizational Communication
ECON 305	Managerial Economics
INTR 330	International Business
MGMT 450	International Management
MGMT 490	Special Topics in Business Administration – Management
MGMT 494	Internship in Management (3 or 6 credits)
MGMT 499	Independent Study in Management

ECONOMICS

Economics

Major

Business Concentration

	MAJOR
Hours Required in FSUBusiness Common Body of Knowledge:	33
Hours Required in Economics:	27
Hours Required in CBK Outside FSUBusiness:	18-21
Total Hours Required for Major:	78-81

Professors:

W. Anderson, Mizak, Neral, Stair

Assistant Professors:

Kiriazis (Chair), McCoskey, Rossi

- The Concentration in Business Economics is recommended for students who intend to seek employment in the private sector and/or pursue graduate study in business.

Requirements for Major in Economics with Concentration in Business Economics

1. FSUBusiness CBK: (33 hours)

ACCT 211* Financial Accounting
 ACCT 212* Managerial Accounting
 BLAW 291* Legal Environment of Business
 FINA 476* Financial Management
 MGMT 110* Career and Professional Development I
 MGMT 251* Management of Organizations
 MGMT 310* Career and Professional Development II
 MGMT 355* Operations Management
 MGMT 356* Leadership & Human Behavior
 MGMT 405* Business Ethics and Social Responsibility
 MGMT 485* Business Policy and Strategy (*Capstone*)
 MKTG 361* Principles of Marketing

2. CBK Courses Outside FSUBusiness: (18-21 hours)

Economics (6 hours)

ECON 201/211* Principles of Economics (Macro) (*GEP Group D*)
 ECON 202/212* Principles of Economics (Micro)

Communication Studies (3 hours)

CMST 102* Introduction to Human Communication

Computer Science (3 hours)

COSC 100* Introduction to Computer Science (*Tech. Fluency*)

Mathematics (6-9 hours)

ECON 450* Quantitative Economics
 or MATH 220* Calculus for Applications I
 or MATH 236* Calculus I (Core Skill 3)
 MATH 106* Applied Mathematics for Business
 MATH 109/110* Elements of Applied Probability and Statistics (Core Skill 3)
 or MATH 380* Introduction to Probability and Statistics

3. Area of Concentration: (27 hours)

ECON 305 Managerial Economics
 ECON 351* Intermediate Macro-Economics
 ECON 352* Intermediate Micro-Economics
 ECON 400 International Trade
 or ECON 401 International Finance
 ECON 460* Introduction to Econometrics
 ECON 491* Seminar in Economics (*Capstone*)

Select three of the following courses:

ECON 301 Labor Economics
 ECON 306 Money and Banking
 ECON 307 Government, Business, and Public Policy
 ECON 408 Urban and Regional Economics
 ECON 492 Internship Research Paper
 ECON 494 Field Experience in Economics

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

Economics

Major

Minor

Concentrations in

- PUBLIC POLICY ECONOMICS
- QUANTITATIVE ECONOMICS

	MAJOR			MINOR
	No Concentration	Public Policy Conc.	Quantitative Conc.	
Hours Required in Economics:	33-36	39-42	24-33	18
Hours Required in Other Departments:	6	6	14-23	6
Total Hours Required:	39-42	45-48	47	24

Summary of Requirements for Major/Minor in Economics

Major	Minor
<p>1. Required Core Courses in Economics: (18 hours) ECON 201/211* Principles of Econ. (Macro) (GEP Group D) ECON 202/212* Principles of Econ. (Micro) ECON 351* Intermediate Macro-Economics ECON 352* Intermediate Micro-Economics ECON 460* Introduction to Econometrics ECON 491* Seminar in Economics (Capstone)</p> <p>2. Required Core Courses in Other Departments: (3 hours) MATH 109/110* Elements of Applied Probability and Statistics (Core Skill 3)</p> <p>3. Other Courses: (18-42 hours) Majors must choose from among the major in economics without specialized concentration, the public policy economics concentration or the quantitative economics concentration.</p>	<p>1. Required Core Courses in Economics: (18 hours) ECON 201/211* Principles of Econ. (Macro) (GEP Group D) ECON 202/212* Principles of Econ. (Micro) ECON 351* Intermediate Macro-Economics ECON 352* Intermediate Micro-Economics</p> <p>2. Required Core Courses in Other Departments: (3 hours) MATH 109/110* Elements of Applied Probability and Statistics (Core Skill 3)</p> <p>3. Other Courses: (9-10 hours) MATH 236* Calculus I (Core Skill 3) or MATH 106* Applied Mathematics for Business or MATH 220* Calculus for Applications I</p> <p>Minors must also complete at least 6 additional credit hours in economics (excluding ECON 495) at the 300 or 400 level.</p>

Professors:

W. Anderson, Mizak, Neral, Stair

Assistant Professors:

Kiriazis (Chair), McCoskey, Rossi

- All economics majors other than those with a business economics concentration must complete a common core curriculum. Students may major in economics without pursuing a specialized concentration or they may pursue a concentration in Business Economics, Public Policy Economics or Quantitative Economics.
- The economics major without specialized concentration is appropriate for students with a social science perspective. It provides excellent preparation for entry-level employment in the private or public sectors, as well as for law school or graduate school.
- The Concentration in Public Policy Economics is recommended for students who intend to seek employment in government or with other policy-oriented organizations.
- The Concentration in Quantitative Economics is recommended for students who intend to seek employment in economic consulting or forecasting and/or pursue graduate study in economics.
- A concentration in International Economics is available in the International Studies Major.

Requirements for Major in Economics

without specialized concentration

1. Core Courses: (21 hours)

Required of Economics majors; listed above.

2. Other Economics Courses: (15 hours)

ECON 300* History of Economic Thought

Students must also complete 12 additional elective credit hours in economics (excluding ECON 495) at the 300 or 400 level, of which at least 6 hours must be at the 400 level.

3. Courses in Other Departments: (3-6 hours)

MATH 236* Calculus I (Core Skill 3)

or MATH 106* Applied Mathematics for Business and ECON 450* Quantitative Economics+

or MATH 220* Calculus for Applications I

* Note: You must receive a grade of C or better for this course to count toward the major/minor.

+Note: If this option is selected, ECON 450 may not be used to satisfy an Economics elective.

ECONOMICS

Requirements for Major in Economics with Concentration in Quantitative Economics

1. Core Courses: (21 hours)

Required of Economics majors; listed above.

2. Other Economics Courses: (15 hours)

ECON 300 History of Economic Thought
or ECON 303 American Economic History
ECON 450 Quantitative Economics

Students must also complete at least 9 additional elective credit hours in economics (excluding ECON 495) or Mathematics (excluding MATH 495) at the 300 or 400 level.

3. Courses in Other Departments: (7 hours)

MATH 236* Calculus I (Core Skill 3)
MATH 237 Calculus II
MATH 350 Linear Algebra I

Requirements for Major in Economics with Concentration in Public Policy Economics

1. Core Courses: (21 hours)

Required of Economics majors; listed above.

2. Other Economics Courses: (21 hours)

ECON 300 History of Economic Thought
or ECON 303 American Economic History
ECON 307 Government, Business, and Public Policy
ECON 309 Comparative Economic Systems
or ECON 405 Economics of Developing Countries
ECON 404 Public Sector Economics

Select four of the following courses:

ECON 301 Labor Economics
ECON 306 Money and Banking
ECON 400 International Trade
ECON 401 International Finance
ECON 408 Urban and Regional Economics
ECON 410 Resource and Environmental Economics
ECON 492 Internship Research Paper
ECON 494 Field Experience in Economics

3. Courses in Other Departments: (3-6 hours)

MATH 236* Calculus I (Core Skill 3)
or MATH 220* Calculus for Applications I
or MATH 106* Applied Mathematics for Business
and ECON 450* Quantitative Economics

Finance

Minor

Total Hours Required:	MINOR 18
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Coordinator:
Dr. Carol Gaumer
Chair, Department of Marketing and Finance

- You cannot earn the minor in finance if you are completing a major in business administration with a concentration in finance.
- You cannot major in finance.

You should consider the minor in finance if you are completing a major not subject to the requirements of the FSUBusiness common body of knowledge – CBK (primarily majors outside the College of Business). This minor will give you the opportunity to learn the basic concepts and principles of finance, both for personal benefit and to explore a career in the finance profession.

Summary of Requirements for Minor in Finance

- ACCT 211 Financial Accounting
- ECON 200 Basic Economics or ECON 201/211 Principles of Economics (Macro)
- FINA 303 Principles of Finance

Select three courses from among the following:

- FINA 301 Introduction to Personal Financial Planning
- FINA 370 Corporate Finance
- FINA 371 Insurance Planning and Risk Management
- FINA 375 Financial Institutions Management
- FINA 377 Retirement Income Planning
- FINA 381 Principles of Real Estate
- FINA 405 Short-term Financial Management
- FINA 420 Entrepreneurial Finance or FINA 476 Financial Management
- FINA 475 Securities Investment
- FINA 477 International Financial Management

Financial Services

Minor

Total Hours Required:	MINOR 18
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Coordinator:
Dr. Carol Gaumer
Chair, Department of Marketing and Finance

- You cannot earn the minor in financial services if you are completing the major in business administration with a concentration in finance.
- You cannot major in financial services.

You should consider the minor in financial services if you are majoring in another discipline within the College of Business that requires you to complete the FSUBusiness common body of knowledge (CBK). You need to be prepared to take advanced finance courses.

Summary of Requirements for Minor in Financial Services

- FINA 370 Corporate Finance or FINA 476 Financial Management

Select five courses from among the following:

- FINA 301 Introduction to Personal Financial Planning
- FINA 371 Insurance Planning and Risk Management
- FINA 375 Financial Institutions Management
- FINA 377 Retirement Income Planning
- FINA 381 Principles of Real Estate
- FINA 405 Short-term Financial Management
- FINA 420 Entrepreneurial Finance
or FINA 476 Financial Management (if not selected to meet the requirement listed above)
- FINA 475 Securities Investment
- FINA 477 International Financial Management

MANAGEMENT & MARKETING

Management

Minor

MINOR	
Hours Required in Management:	18
Total Hours Required:	18

Coordinator:

Dr. Michael Monahan
Chair, Department of Management

- Only courses in which a grade of C or better is earned may count towards satisfaction of minor requirements.
- The Department of Management also offers concentrations in general management, human resource management and small business/ entrepreneurship as specialties in the business administration major. Concentrators in these areas cannot minor in management.
- You cannot major in Management.

Summary of Requirements for Minor in Management

1. Required Courses: (6 hours)

- MGMT 251 Management of Organizations
- MGMT 405 Business Ethics and Social Responsibility

2. Elective Courses: (12 hours)

Select from:

- MGMT 315 New Business Ventures
- MGMT 355 Operations Management
- MGMT 356 Leadership and Human Behavior
- MGMT 357 Human Resources Management
- MGMT 359 Quality Management
- MGMT 425 Entrepreneurial Business Plan
- MGMT 450 International Management
- MGMT 452 Staffing and Development
- MGMT 456 Compensation Management
- MGMT 457 Labor Relations
- MGMT 490 Special Topics in Business Administration – Management
- MGMT 494 Internship in Management (6 credits maximum)

Marketing

Minor

MINOR	
Hours Required in Marketing:	12
Hours Required in Other Departments:	6
Total Hours Required:	18

Coordinator:

Dr. Carol Gaumer
Chair, Department of Marketing and Finance

- Only courses in which a grade of C or better is earned will count towards satisfaction of minor requirements.
- Not open to students completing the marketing concentration in the business administration major.
- You cannot major in Marketing.

Summary of Requirements for Minor in Marketing

1. Required Courses: (9 hours)

- BUAD 100 Introduction to Business
or ACCT 211 Financial Accounting
- ECON 201/211 Principles of Economics (Macro)
- MKTG 361 Principles of Marketing

2. Elective Courses: (9 hours)

Choose three of the following:

- MKTG 363 Advertising
- MKTG 365 Professional Selling and Sales Management
- MKTG 366 Consumer Behavior
- MKTG 465 Marketing Strategies

Small Business/Entrepreneurship

Minor

	MINOR
Hours Required in Management:	15
Hours Required in Other Departments:	3
Total Hours Required:	18

Coordinator:

Dr. Michael Monahan
Chair, Department of Management

- The Department of Management also offers concentrations in general management, human resource management and small business/entrepreneurship as specialties in the business administration major. Concentrators in these areas cannot minor in small business/entrepreneurship.
- You may complete the minor on the Frostburg campus and at the USM at Hagerstown.
- You cannot major in small business/entrepreneurship.

Summary of Requirements for Minor in Small Business/Entrepreneurship

1. Required Courses (18 hours)

- MGMT 251 Management of Organizations
- MGMT 315 New Business Ventures
- MGMT 356 Leadership & Human Behavior
- MGMT 357 Human Resources Management
- MGMT 425 Entrepreneurial Business Plan
- MKTG 361 Principles of Marketing

