

| <b>MAJOR</b>                        |   | MANAGEMENT--ENTREPRENEURSHIP 2017-18 |                    |                       |   |  |  |
|-------------------------------------|---|--------------------------------------|--------------------|-----------------------|---|--|--|
| <b>NAME</b>                         |   |                                      |                    |                       |   |  |  |
| <b>Course Number</b>                | <b>Course Title</b>   | <b>Credit Hours</b>                  | <b>Offered F2F</b> | <b>Offered Online</b> | <b>Prerequisites</b>  |  |  |
| AC 210                              | PRINCIPLES OF ACCOUNTING I  | 3                                    | F/S                | F - 1ST 8             |   |  |  |
| AC 220                              | PRINCIPLES OF ACCOUNTING II   | 3                                    | F/S                | F - 2ND 8             | AC 210  |  |  |
| BA 212                              | PRINCIPLES OF MANAGEMENT  | 3                                    | F/S                | F - 1ST 8             | EN 160  |  |  |
| BA 232                              | PRINCIPLES OF MARKETING   | 3                                    | F/S                | F - 2ND 8             | EN 160  |  |  |
| BA 282                              | BUSINESS LAW I  | 3                                    | F                  | S - 1ST 8             | EN 160  |  |  |
| CS 119                              | COMPUTER APPLICATIONS OR 3 HRS CS ABOVE 119   | 3                                    | F/S                | F/S                   |   |  |  |
| EC 206                              | PRINCIPLES OF MACROECONOMICS  | 3                                    | F/S                | S - 1ST 8             | MATH 145 OR HIGHER  |  |  |
| EC 216                              | PRINCIPLES OF MICROECONOMICS  | 3                                    | F/S                | S - 2ND 8             | MA 145 OR HIGHER, EC 206  |  |  |
| AC 301                              | ACCOUNTING COMPUTER APPLICATIONS  | 3                                    | F                  | S - 1ST 8             | "C" OR BETTER IN CS 119, AC 220 OR CONCURRENT   |  |  |
| BA 301                              | ENTREPRENEURSHIP  | 3                                    | F                  | S - 2ND 8             | BA 212 OR PERMISSION  |  |  |
| BA 312                              | HUMAN RESOURCE MANAGEMENT   | 3                                    | F                  | SUM                   | BA 212  |  |  |
| BA 322                              | PRINCIPLES OF FINANCE   | 3                                    | F/S                | F - 1ST 8             | AC220   |  |  |
| BA 324                              | PRINCIPLES OF FINANCE II  | 3                                    | F/S                | F - 2ND 8             | AC 220 and BA 322   |  |  |
| BA 352                              | PRINCIPLES OF SELLING   | 3                                    | F                  | S - 1ST 8             | BA 232 OR PERMISSION  |  |  |
| BA 362                              | CONSUMER AND MARKET BEHAVIOR  | 3                                    | S                  | F - 2ND 8             | BA 232 OR PERMISSION  |  |  |
| BA 382                              | PROFIT ETHICS & MAN   | 3                                    | S                  | F - 1ST 8             | BA 212  |  |  |
| BA 335                              | BUS MODELS - SPREADSHEET  | 3                                    | F                  | S - 2ND 8             | BA 324  |  |  |
| BA 412                              | ADMINISTRATIVE COMMUNICATIONS   | 3                                    | S ODD              | SUM                   | SENIOR STANDING   |  |  |
| OR                                  | OR  |                                      |                    |                       |   |  |  |
| EN 327                              | TECHNICAL AND PROFESSIONAL WRITING  |                                      | S EVEN             |                       | EN160   |  |  |
| BA 442                              | BUSINESS POLICY AND DECISION MAKING   | 3                                    | F/S                | S                     | SENIOR STANDING   |  |  |
| NP 221                              | LEADERSHIP & GROUP DYNAMICS   | 3                                    | F                  | SUM                   |   |  |  |
| SP 325                              | INTERVIEWING  | 3                                    | S                  | F - 2ND 8             | SP 100  |  |  |
| <b>TOTAL HOURS</b>                  |   | <b>63</b>                            |                    |                       |   |  |  |
|                                     |   |                                      |                    |                       | SMALL BUSINESS DEVELOPMENT CONCENTRATION STUDENTS UNDER CATALOGS FROM 2013 TO THE PRESENT MAY ALTERNATIVELY RECEIVE AN ENTREPRENEURSHIP CONCENTRATION BY SUBSTITUTING BA 242 FOR BA 301 ENTREPRENEURSHIP AND AC 230 FOR AC 301 ACCOUNTING COMPUTER APPLICATIONS AND TAKE THE ADDITIONAL TWO CLASSES. SP 420 IS NOT REQUIRED.                      |  |  |
| <b>NOTES:</b>                       | REQUIRED OR ELECTIVE HOURS TAKEN FOR ONE BUSINESS DIVISION MAJOR, MAJOR CONCENTRATION, OR MINOR, CANNOT BE USED TO SATISFY ANOTHER BUSINESS MAJOR, MAJOR CONCENTRATION, OR MINOR. |                                      |                    |                       |   |  |  |
| <b>NOTES / CAREER GOALS / PLANS</b> |   |                                      |                    |                       | <b>MAJOR ASSESSMENT:</b>  |  |  |
|                                     |   |                                      |                    |                       | THE CURRENT PROCESS FOR ALL MAJORS IN THE DIVISION OF BUSINESS IS TO TAKE THE EDUCATIONAL TESTING SERVICES' BUSINESS TEST. THE TEST IS GIVEN AS A PRE-TEST TO STUDENTS ENROLLED IN BA 212. THIS COURSE IS REQUIRED OF ALL DIVISION MAJORS. THE TEST IS ALSO GIVEN AS A POST-TEST TO ALL GRADUATING SENIORS TOWARD THE END OF THEIR LAST SEMESTER. |  |  |