

**Jon M. Huntsman School of Business**  
**Department of Management**  
**Business Administration Major**  
**Effective Summer 2014**

<p><b>Business Acumen</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 15%;">_____</td><td style="width: 25%;"><b>ACCT 2010</b></td><td style="width: 15%;">(3 cr.)</td><td>Financial Accounting Principles</td></tr> <tr><td>_____</td><td><b>ACCT 2020</b></td><td>(3 cr.)</td><td>Managerial Accounting Principles</td></tr> <tr><td>_____</td><td><b>ECN 1500*</b></td><td>(3 cr.)</td><td>Econ Institutions (Macroeconomics) (BAI)</td></tr> <tr><td>_____</td><td><b>ECN 2010</b></td><td>(3 cr.)</td><td>Intro to Microeconomics (BSS)</td></tr> <tr><td>_____</td><td><b>ECN 3400</b></td><td>(3 cr.)</td><td>Global Economic Institutions (DSS)</td></tr> <tr><td>_____</td><td><b>FIN 3400</b></td><td>(3 cr.)</td><td>Corporate Finance (QI)</td></tr> <tr><td>_____</td><td><b>MGT 2050</b></td><td>(3 cr.)</td><td>Legal and Ethical Environment of Business</td></tr> <tr><td>_____</td><td><b>MGT 3110</b></td><td>(3 cr.)</td><td>Managing Organizations &amp; People</td></tr> <tr><td>_____</td><td><b>MGT 3500</b></td><td>(3 cr.)</td><td>Fundamentals of Marketing</td></tr> <tr><td>_____</td><td><b>MGT 3700</b></td><td>(3 cr.)</td><td>Operations Management</td></tr> <tr><td>_____</td><td><b>MIS 2100</b></td><td>(3 cr.)</td><td>Principles of MIS</td></tr> <tr><td>_____</td><td><b>MIS 3200/2200</b></td><td>(3 cr.)</td><td>Business Communication (CI)</td></tr> <tr><td>_____</td><td><b>STAT 2300* OR STAT 2000*</b></td><td>(4 cr.)</td><td>Business Statistics (QL)</td></tr> </table> <p><i>*These courses must be completed with a C grade or higher.</i></p>	_____	<b>ACCT 2010</b>	(3 cr.)	Financial Accounting Principles	_____	<b>ACCT 2020</b>	(3 cr.)	Managerial Accounting Principles	_____	<b>ECN 1500*</b>	(3 cr.)	Econ Institutions (Macroeconomics) (BAI)	_____	<b>ECN 2010</b>	(3 cr.)	Intro to Microeconomics (BSS)	_____	<b>ECN 3400</b>	(3 cr.)	Global Economic Institutions (DSS)	_____	<b>FIN 3400</b>	(3 cr.)	Corporate Finance (QI)	_____	<b>MGT 2050</b>	(3 cr.)	Legal and Ethical Environment of Business	_____	<b>MGT 3110</b>	(3 cr.)	Managing Organizations & People	_____	<b>MGT 3500</b>	(3 cr.)	Fundamentals of Marketing	_____	<b>MGT 3700</b>	(3 cr.)	Operations Management	_____	<b>MIS 2100</b>	(3 cr.)	Principles of MIS	_____	<b>MIS 3200/2200</b>	(3 cr.)	Business Communication (CI)	_____	<b>STAT 2300* OR STAT 2000*</b>	(4 cr.)	Business Statistics (QL)	<ul style="list-style-type: none"> <li>• Students must be formally admitted to the Jon M. Huntsman School of Business.</li> <li>• Students may complete up to 15 USU Huntsman School of Business required credits numbered 2000 and above including transfer credits prior to formal admittance to the Huntsman School.</li> <li>• Students transferring more than 15 acceptable credits must receive Huntsman School admittance prior to completing further Huntsman School required courses.</li> <li>• Huntsman School applications are processed every semester. Applications must be received by December 1 for Spring, April 1 for Summer, and July 1 for Fall.</li> <li>• In order to register for 3000-, 4000- and 5000-level courses in the Huntsman School, a 2.67 overall GPA is required.</li> <li>• A 2.50 GPA in core and major courses is required for graduation.</li> <li>• For semester availability and prerequisites, see the USU general catalog <a href="http://catalog.usu.edu/">http://catalog.usu.edu/</a>.</li> <li>• All Utah State University graduation requirements must be met. Check USU catalog for more information regarding requirements.</li> <li>• It is strongly recommended that graduation applications be completed two semesters prior to graduation. <a href="http://www.usu.edu/registrar/htm/graduation">http://www.usu.edu/registrar/htm/graduation</a>.</li> <li>• Math 1100 is recommended for Business Administration majors contemplating graduate studies in Business Administration.</li> </ul>																												
_____	<b>ACCT 2010</b>	(3 cr.)	Financial Accounting Principles																																																																														
_____	<b>ACCT 2020</b>	(3 cr.)	Managerial Accounting Principles																																																																														
_____	<b>ECN 1500*</b>	(3 cr.)	Econ Institutions (Macroeconomics) (BAI)																																																																														
_____	<b>ECN 2010</b>	(3 cr.)	Intro to Microeconomics (BSS)																																																																														
_____	<b>ECN 3400</b>	(3 cr.)	Global Economic Institutions (DSS)																																																																														
_____	<b>FIN 3400</b>	(3 cr.)	Corporate Finance (QI)																																																																														
_____	<b>MGT 2050</b>	(3 cr.)	Legal and Ethical Environment of Business																																																																														
_____	<b>MGT 3110</b>	(3 cr.)	Managing Organizations & People																																																																														
_____	<b>MGT 3500</b>	(3 cr.)	Fundamentals of Marketing																																																																														
_____	<b>MGT 3700</b>	(3 cr.)	Operations Management																																																																														
_____	<b>MIS 2100</b>	(3 cr.)	Principles of MIS																																																																														
_____	<b>MIS 3200/2200</b>	(3 cr.)	Business Communication (CI)																																																																														
_____	<b>STAT 2300* OR STAT 2000*</b>	(4 cr.)	Business Statistics (QL)																																																																														
<p><b>Business Administration Major Requirements</b>  (B- or better required in MGT 3500 and 3700)</p> <table style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 15%;">_____</td><td style="width: 25%;">MGT 3250</td><td style="width: 40%;">Introduction to Human Resource Management</td><td style="width: 20%;">(3 cr.)</td></tr> <tr><td>_____</td><td>MGT 3820</td><td>International Management</td><td>(2 cr.)</td></tr> <tr><td>_____</td><td>MGT 4530</td><td>Marketing Research</td><td>(3 cr.)</td></tr> <tr><td>_____</td><td>MGT 4600</td><td>Negotiations</td><td>(2 cr.)</td></tr> <tr><td>_____</td><td>MGT 4730</td><td>Business and Society</td><td>(2 cr.)</td></tr> <tr><td>_____</td><td>MGT 4790</td><td>Managing Global Value Chains</td><td>(2 cr.)</td></tr> <tr><td>_____</td><td>MGT 4890</td><td>Strategic Planning and Execution (CI)</td><td>(3 cr.)</td></tr> <tr><td>_____</td><td>MGT 5730</td><td>Problem Solving and Continuous Improvement</td><td>(2 cr.)</td></tr> </table> <p><b>Revised 7.29.14</b></p>	_____	MGT 3250	Introduction to Human Resource Management	(3 cr.)	_____	MGT 3820	International Management	(2 cr.)	_____	MGT 4530	Marketing Research	(3 cr.)	_____	MGT 4600	Negotiations	(2 cr.)	_____	MGT 4730	Business and Society	(2 cr.)	_____	MGT 4790	Managing Global Value Chains	(2 cr.)	_____	MGT 4890	Strategic Planning and Execution (CI)	(3 cr.)	_____	MGT 5730	Problem Solving and Continuous Improvement	(2 cr.)	<p><b>Elective Courses</b> (Choose a minimum of <b>8 credits</b> from the following)  +These electives could go towards earning a minor (see minor requirement sheet)</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;">_____</td> <td style="width: 60%;">MGT 4250 / BUS 4250 Advanced Internship</td> <td style="width: 25%; text-align: right;"><b>Minor Options</b> (1 - 3 cr.)</td> </tr> <tr> <td>_____</td> <td>ECN 5150 Comparative Economics Systems</td> <td style="text-align: right;">Economics (3 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 3510 New Venture Fundamentals</td> <td style="text-align: right;">Entrepreneurship (2 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 3520 New Venture Management</td> <td style="text-align: right;">Entrepreneurship (2 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 3540 New Venture Financing (Sp/Su)</td> <td style="text-align: right;">Entrepreneurship (2 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 3710 Team Management</td> <td style="text-align: right;">Human Resource Management (2 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 3800 Leadership (Sp)</td> <td style="text-align: right;">Human Resource Management (2 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 3810 Employment Law</td> <td style="text-align: right;">Human Resource Management (3 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 3900 Strategic Marketing in Hospitality &amp; Tourism</td> <td style="text-align: right;">Hospitality and Tourism (3 cr.)</td> </tr> <tr> <td>_____</td> <td><b>OR</b> MGT 3910 Rev. &amp; Cost Mgt in Hospitality Mgt (Fall)</td> <td style="text-align: right;">Hospitality and Tourism (3 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 3920 Hospitality Mgt &amp; Operations</td> <td style="text-align: right;">Hospitality and Tourism (3 cr.)</td> </tr> <tr> <td>_____</td> <td><b>OR</b> MGT 3930 Tourism &amp; Event Administration (Sp)</td> <td style="text-align: right;">Hospitality and Tourism (3 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 4510 Buyer Behavior</td> <td style="text-align: right;">Marketing (2 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 4550 Brand Management</td> <td style="text-align: right;">Marketing (2 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 4560 Strategic Sales</td> <td style="text-align: right;">Marketing (2 cr.)</td> </tr> <tr> <td>_____</td> <td>MGT 4720 Production Planning &amp; Control (Sp)</td> <td style="text-align: right;">Operations Management (2 cr.)</td> </tr> </table>	_____	MGT 4250 / BUS 4250 Advanced Internship	<b>Minor Options</b> (1 - 3 cr.)	_____	ECN 5150 Comparative Economics Systems	Economics (3 cr.)	_____	MGT 3510 New Venture Fundamentals	Entrepreneurship (2 cr.)	_____	MGT 3520 New Venture Management	Entrepreneurship (2 cr.)	_____	MGT 3540 New Venture Financing (Sp/Su)	Entrepreneurship (2 cr.)	_____	MGT 3710 Team Management	Human Resource Management (2 cr.)	_____	MGT 3800 Leadership (Sp)	Human Resource Management (2 cr.)	_____	MGT 3810 Employment Law	Human Resource Management (3 cr.)	_____	MGT 3900 Strategic Marketing in Hospitality & Tourism	Hospitality and Tourism (3 cr.)	_____	<b>OR</b> MGT 3910 Rev. & Cost Mgt in Hospitality Mgt (Fall)	Hospitality and Tourism (3 cr.)	_____	MGT 3920 Hospitality Mgt & Operations	Hospitality and Tourism (3 cr.)	_____	<b>OR</b> MGT 3930 Tourism & Event Administration (Sp)	Hospitality and Tourism (3 cr.)	_____	MGT 4510 Buyer Behavior	Marketing (2 cr.)	_____	MGT 4550 Brand Management	Marketing (2 cr.)	_____	MGT 4560 Strategic Sales	Marketing (2 cr.)	_____	MGT 4720 Production Planning & Control (Sp)	Operations Management (2 cr.)
_____	MGT 3250	Introduction to Human Resource Management	(3 cr.)																																																																														
_____	MGT 3820	International Management	(2 cr.)																																																																														
_____	MGT 4530	Marketing Research	(3 cr.)																																																																														
_____	MGT 4600	Negotiations	(2 cr.)																																																																														
_____	MGT 4730	Business and Society	(2 cr.)																																																																														
_____	MGT 4790	Managing Global Value Chains	(2 cr.)																																																																														
_____	MGT 4890	Strategic Planning and Execution (CI)	(3 cr.)																																																																														
_____	MGT 5730	Problem Solving and Continuous Improvement	(2 cr.)																																																																														
_____	MGT 4250 / BUS 4250 Advanced Internship	<b>Minor Options</b> (1 - 3 cr.)																																																																															
_____	ECN 5150 Comparative Economics Systems	Economics (3 cr.)																																																																															
_____	MGT 3510 New Venture Fundamentals	Entrepreneurship (2 cr.)																																																																															
_____	MGT 3520 New Venture Management	Entrepreneurship (2 cr.)																																																																															
_____	MGT 3540 New Venture Financing (Sp/Su)	Entrepreneurship (2 cr.)																																																																															
_____	MGT 3710 Team Management	Human Resource Management (2 cr.)																																																																															
_____	MGT 3800 Leadership (Sp)	Human Resource Management (2 cr.)																																																																															
_____	MGT 3810 Employment Law	Human Resource Management (3 cr.)																																																																															
_____	MGT 3900 Strategic Marketing in Hospitality & Tourism	Hospitality and Tourism (3 cr.)																																																																															
_____	<b>OR</b> MGT 3910 Rev. & Cost Mgt in Hospitality Mgt (Fall)	Hospitality and Tourism (3 cr.)																																																																															
_____	MGT 3920 Hospitality Mgt & Operations	Hospitality and Tourism (3 cr.)																																																																															
_____	<b>OR</b> MGT 3930 Tourism & Event Administration (Sp)	Hospitality and Tourism (3 cr.)																																																																															
_____	MGT 4510 Buyer Behavior	Marketing (2 cr.)																																																																															
_____	MGT 4550 Brand Management	Marketing (2 cr.)																																																																															
_____	MGT 4560 Strategic Sales	Marketing (2 cr.)																																																																															
_____	MGT 4720 Production Planning & Control (Sp)	Operations Management (2 cr.)																																																																															

**UNIVERSITY STUDIES CHECKLIST  
FOR STUDENTS WITH A MAJOR IN THE SOCIAL SCIENCES  
GENERAL EDUCATION (34-37 CREDITS)**

**COMPETENCY REQUIREMENTS (7-13 CREDITS)**

Communications Literacy (3-6)

1.  ENGL 1010 or  AP English or  ACT English  $\geq$  29 or  CLEP (3)
2.  ENGL 2010\* (3)

Quantitative Literacy (4)

- MATH 1050 (4)  
(or one course in Math or Stats requiring Math 1050 as a prerequisite or AP Calculus score of 3 or better)

*\*This course must be completed with a C grade or higher.*

**BREADTH REQUIREMENTS (6 COURSES – 18 CREDITS)**

Select at least one approved course from each of the following six categories. (A maximum of 4 CLEP or AP areas may be used.) Approved courses can be found in the USU online catalog.

- |                    |                          |          |    |                          |                                 |    |                          |    |
|--------------------|--------------------------|----------|----|--------------------------|---------------------------------|----|--------------------------|----|
| American Inst.     | <input type="checkbox"/> | USU 1300 | or | <input type="checkbox"/> | Approved Course <u>ECN 1500</u> | or | <input type="checkbox"/> | AP |
| Creative Arts      | <input type="checkbox"/> | USU 1330 | or | <input type="checkbox"/> | Approved Course _____           | or | <input type="checkbox"/> | AP |
| Humanities         | <input type="checkbox"/> | USU 1320 | or | <input type="checkbox"/> | Approved Course _____           | or | <input type="checkbox"/> | AP |
| Life Sciences      | <input type="checkbox"/> | USU 1350 | or | <input type="checkbox"/> | Approved Course _____           | or | <input type="checkbox"/> | AP |
| Physical Science   | <input type="checkbox"/> | USU 1360 | or | <input type="checkbox"/> | Approved Course _____           | or | <input type="checkbox"/> | AP |
| Social Science     | <input type="checkbox"/> | USU 1340 | or | <input type="checkbox"/> | Approved Course <u>ECN 2010</u> | or | <input type="checkbox"/> | AP |
| Exploration Credit |                          |          |    | <input type="checkbox"/> | Approved Course _____           |    |                          |    |

**DEPTH REQUIREMENTS (5 COURSES)**

Required Depth Courses (Two courses outside discipline)

- 3000+ Level Life and Physical Sciences (DSC) Approved Course \_\_\_\_\_
- 3000+ Level Humanities and Creative Arts (DHA) Approved Course \_\_\_\_\_

Communications Intensive (Two courses which are part of major)

- MIS 3200                      Business Communication
- MGT 4890                    Strategic Planning and Execution

Quantitative Intensive (One course which is part of major)

- FIN 3400                      Corporate Finance

**UPPER-DIVISION CREDITS**

Completion of a minimum of 40 credits numbered 3000 or above.