

Department of

Business Management

**Craig Bell, Department Chair**

Chris Andrews, Craig Bell, R. Drew Eagar, Jason Earl, Kimball Galbraith, D. Joshua Holt, Casey Hurley, Jayson Kunzler, Bruce Kusch, Kent Lundin, Candy Miller, Mark Nygren, Phil Packer, Derick Rhoton, Kevin Shiley, Jim Taylor, Michael Whitesides Amy Staiger, Secretary (208) 496-1413
<http://www.byui.edu/BusManagement/>

Introduction

The mission of the Business Management Department is to create a learning environment for students to acquire the knowledge, skills, and experiences necessary to make an immediate contribution in the workplace, and to rapidly grow into leadership positions in their organizations. We will do this by partnering with industry and non-profit organizations to provide mentoring, seminars, consulting projects, and internships to allow the students to apply what they have learned via case study and classroom discussion. Graduating students will emerge with an innovative and entrepreneurial spirit, technological and global literacy, and key communication and problem-solving skills.

General Advisement questions should be directed to the College of Business and Communication Advisement Center, Smith 227, (208) 496-1451.

See the Department of Business Management homepage at: <http://www.byui.edu/busmanagement/home>

Graduation Requirements

To receive a Bachelor of Science in Business Management, a student will need to complete the prescribed course of study with a minimum of 120 credits and a GPA of 2.5 or higher. No grade less than C- will be accepted in pre-core, core, emphasis or complementary cluster coursework. A pre-professional internship experience, between the sophomore and junior year, as well as a professional internship experience, to be completed following the junior year, is required for graduation.

Central Aims – Students who successfully complete the degree will demonstrate the following skills:

1. Technological Literacy: graduates will understand how technology is used in all functions of business to improve productivity, communication, and customer service.

2. Global Literacy: graduates will understand international trade and financial systems. Core courses in marketing and organizational behavior will address cross-cultural issues.

3. Quantitative Analysis: all appropriate upper division courses will develop quantitative reasoning skills by utilizing business software and web-based applications to solve finance, marketing, and operational problems addressed in the curriculum.

4. Problem Solving and Project Management: all upper-division students will participate in business case studies, internships, and consulting projects to develop skills in these areas.

5. Written and Oral Communication: students will complete three courses in written communication, and will utilize presentation software in upper-division oral reports.

6. Teamwork and Leadership Skills: Organizational Effectiveness course will teach team-building principles that will be applied in study groups during the integrated junior core. Selected emphasis courses will include consulting projects executed in teams.

7. Entrepreneurial Spirit: students will be educated, encouraged, and supported in operating and growing business ventures in appropriate courses, guest seminars, and practicums.

8. Business Ethics: students will be given the opportunity to identify and eliminate any incongruities between their personal ethical tendencies and the Gospel of Jesus Christ.

Major Requirements

1. Wireless Laptop computers are required for all Business Management majors.

2. Successfully complete B 100, CIT 138, FDMat and FDEng 101 during the freshman year with a 2.5 GPA (C- or higher) before enrolling in Business Fundamentals

3. Successfully complete Business Fundamentals I (Acctg 201, B 211, and Econ 112) and Business Fundamentals II (Acctg 202, B 211, and Econ 111) and B 298R with a 2.5 GPA (C- or higher) before being enrolled in the Integrated Business Core (IBC).

4. Successfully complete the Integrated Business Core (IBC - B 301, 321, 341, 361), Primary Emphasis and Capstone (B 499A and B 499B) with a 2.5 GPA (C- or higher).

5. Successfully complete a pre-approved 12-credit Secondary Emphasis and a pre-approved 12-credit complementary cluster or a 24-credit minor as approved by your Faculty Advisor with a 2.5 GPA (C- or higher).

6. Successfully complete a B 398 Internship with a C- or higher. This is to be done after the IBC but before the last semester of coursework.

Career Opportunities

Students graduating from this major will be prepared for entry-level management positions in finance, marketing, supply chain management/operations and management. They will also receive sufficient knowledge to be able to pursue entrepreneurial opportunities in the industry of their choice after gaining relevant experience. Within the finance area, students will be particularly suited for opportunities in financial services, banking and corporate finance. Within the marketing area, students will be well prepared for careers in sales, supply chain management/operations, marketing research, marketing services or business-to-business/business-to-consumer marketing.

Accessibility of Business Management Courses

1. B 101, B 220, B 247, B 275, and B 283 are available to all students.
2. B 370, B 380, B 383, B 401, B 410, B 411, B 413, B 475 and B 483 are available to students who have completed proper prerequisite courses.
3. All other Business Management courses are limited to students majoring, minoring, or getting a cluster in business. Exceptions require approval from the Instructor and/or Department chair.
4. Business Management students should complete FDENG 101 before taking B 220.

BS in Applied Management (405)

Take required Foundations courses

Major Requirements

No Double Counting of Major Courses - No Grade Less Than C-

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|---|--|---|--|
| Complete an AAS: AAS <u>46</u> 46 <i>Take these courses:</i> Take these courses prior to the IBC Group. ACCTG 180 3 B 101 <u>3</u> 6 | Apply to and take IBC Group courses: (These courses may not be taken as stand alone courses. They must be taken as the 12 credit IBC course). B 301 3 B 321 3 B 341 3 B 361 <u>3</u> 12 Take this course after the IBC but before your last semester: B 398 <u>3</u> 3 | Take 3 credits: B 220* 3 B 275 3 B 370 3 CIT 200 level or above 3 ECON 358 <u>3</u> 3 *(B 220 must be taken prior to Eng 312) | Program Notes: An Associate's Degree in General Studies does not fulfill the 46-credit Associate of Applied Science (AAS) pre-requisite for this degree. For more information regarding specific AAS degrees that do qualify, please visit the College of Business and Communication Advising Center in SMI 227. |
|---|--|---|--|

Total Major Credits=70

This major is available on the following tracks:

Fall-Winter---- YES

Winter-Spring---- YES

Spring-Fall---- YES

Business Management

Brigham Young University-Idaho 2009-2010

**BS in Business Management
Marketing Emphasis (415-95)**

Take required Foundations courses

Major Requirements

No Double Counting of Major Courses - No Grade Less Than C-

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| <p><i>Take these courses:</i></p> ACCTG 201 3 ACCTG 202 3 B 100 1 B 211 4 B 212 4 B 298R* 1-5 B 301 3 B 321 3 B 341 3 B 361 3 B 398 3 B 499A 3 B 499B 1 CIT 138 1 ECON 111 3 ECON 112 3 <hr/> 42 <i>*Take B 298R for 1 credit</i> <p><i>Take 1 course:</i></p> B 380 2 ECON 358 3 <hr/> 2 | <p><i>Take these courses to complete Primary Emphasis</i></p> <p><i>Take these courses:</i></p> B 443 2 B 446 2 B 448 1 B 452 2 B 453 2 B 458 1 <hr/> 10 <p><i>Take 2 credits:</i></p> B 451 2 B 457 1 COMM 231A 1 <hr/> 2 | <p><i>Choose a 12 credit secondary emphasis from the following list. All listed have been pre-approved. Others may be pre-approved after meeting with Business Management Chair and/or College of Business and Communication Advising Center.</i></p> <table border="1"> <tr> <td style="vertical-align: top;"> <p>Financial Accounting</p> ACCTG 301 3 ACCTG 302 3 ACCTG 401 3 ACCTG 403 3 <p>Tax Accounting</p> ACCTG 301 3 ACCTG 302 3 ACCTG 321 3 ACCTG 322 3 <p>Accounting Info Systems</p> ACCTG 301 3 ACCTG 302 3 ACCTG 333 3 ACCTG 356 3 <p>General Accounting</p> ACCTG 301 3 ACCTG 321 3 ACCTG 344 3 ACCTG 356 3 <p>General Economics</p> ECON 300 3 ECON 358 3 ECON 381 3 ECON 453 3 <p>Law and Economics</p> ECON 430 3 ECON 440 3 ECON 444 3 ECON 475 3 <p>Entrepreneurship</p> B 250 3 B 283 3 B 383 3 B 475 3</td> <td style="vertical-align: top;"> <p>Economics and Finance</p> ECON 300 3 ECON 358 3 ECON 421 3 ECON 453 3 <p>Data Analytics</p> CIT 203 3 CIT 320 3 CIT 355 3 CIT 425 3 <p>Project Lifecycle</p> CIT 203 3 CIT 320 3 CIT 380 3 CIT 485 3 <p>CIT/Accounting</p> ACCTG 333 3 ACCTG 356 3 CIT 203 3 CIT 230 3 <p>Programming</p> CIT 203 3 CIT 210 3 CIT 310 3 CIT 320 3 <p>Web Design</p> CIT 230 3 CIT 235 3 CIT 320 3 <i>Choose 3 credits:</i> COMM 130 3 CS 371 3</td> <td style="vertical-align: top;"> <p>Advertising</p> COMM 230 3 COMM 330 3 COMM 338 3 COMM 430 3 <p>Public Relations</p> COMM 235 3 COMM 335 3 COMM 338 3 COMM 435 3 <p>Visual/Digital Media</p> COMM 130 3 <i>Choose 9 credits:</i> COMM 310 3 COMM 313 3 COMM 316 3 COMM 347 3 <p>Mechanical Engineering</p> ME Courses 12 (See Engineering Dept for specific coursework) <p>Geographic Info Systems</p> CIT 203 3 GEOG 230 3 GEOG 240 3 GEOG 340 3 <p>Real Estate/Construction</p> B 413 3 CONST 430 3 <i>Choose 6 credits:</i> ARCH 100 3 CONST 120 3 CONST 330 3</td> </tr> </table> | | | <p>Financial Accounting</p> ACCTG 301 3 ACCTG 302 3 ACCTG 401 3 ACCTG 403 3 <p>Tax Accounting</p> ACCTG 301 3 ACCTG 302 3 ACCTG 321 3 ACCTG 322 3 <p>Accounting Info Systems</p> ACCTG 301 3 ACCTG 302 3 ACCTG 333 3 ACCTG 356 3 <p>General Accounting</p> ACCTG 301 3 ACCTG 321 3 ACCTG 344 3 ACCTG 356 3 <p>General Economics</p> ECON 300 3 ECON 358 3 ECON 381 3 ECON 453 3 <p>Law and Economics</p> ECON 430 3 ECON 440 3 ECON 444 3 ECON 475 3 <p>Entrepreneurship</p> B 250 3 B 283 3 B 383 3 B 475 3 | <p>Economics and Finance</p> ECON 300 3 ECON 358 3 ECON 421 3 ECON 453 3 <p>Data Analytics</p> CIT 203 3 CIT 320 3 CIT 355 3 CIT 425 3 <p>Project Lifecycle</p> CIT 203 3 CIT 320 3 CIT 380 3 CIT 485 3 <p>CIT/Accounting</p> ACCTG 333 3 ACCTG 356 3 CIT 203 3 CIT 230 3 <p>Programming</p> CIT 203 3 CIT 210 3 CIT 310 3 CIT 320 3 <p>Web Design</p> CIT 230 3 CIT 235 3 CIT 320 3 <i>Choose 3 credits:</i> COMM 130 3 CS 371 3 | <p>Advertising</p> COMM 230 3 COMM 330 3 COMM 338 3 COMM 430 3 <p>Public Relations</p> COMM 235 3 COMM 335 3 COMM 338 3 COMM 435 3 <p>Visual/Digital Media</p> COMM 130 3 <i>Choose 9 credits:</i> COMM 310 3 COMM 313 3 COMM 316 3 COMM 347 3 <p>Mechanical Engineering</p> ME Courses 12 (See Engineering Dept for specific coursework) <p>Geographic Info Systems</p> CIT 203 3 GEOG 230 3 GEOG 240 3 GEOG 340 3 <p>Real Estate/Construction</p> B 413 3 CONST 430 3 <i>Choose 6 credits:</i> ARCH 100 3 CONST 120 3 CONST 330 3 |
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| <p>AND <i>After consulting with your faculty advisor, choose a 12-credit complementary cluster which will increase employability after graduation</i></p> <p>OR <i>After consulting with your faculty advisor, choose a 24-credit Minor which will increase employability after graduation</i></p> | | | | | | | |

Total Major Credits=68

This major is available on the following tracks:

Fall-Winter---- YES

Winter-Spring---- YES

Spring-Fall---- YES

Business Management

Brigham Young University-Idaho 2009-2010

**BS in Business Management
Finance Emphasis (415-96)**

Take required Foundations courses

Major Requirements

No Double Counting of Major Courses - No Grade Less Than C-

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| <p><i>Take these courses:</i></p> ACCTG 201 3 ACCTG 202 3 B 100 1 B 211 4 B 212 4 B 298R* 1-5 B 301 3 B 321 3 B 341 3 B 361 3 B 398 3 B 499A 3 B 499B 1 CIT 138 1 ECON 111 3 ECON 112 3 <u>3</u> 42 <p><i>*Take B 298R for 1 credit</i></p> <p><i>Take 1 course:</i></p> B 380 2 ECON 358 <u>3</u> 2 | <p><i>Take these courses to complete the Primary Emphasis:</i></p> <p><i>Take these courses:</i></p> B 401 3 B 410 3 B 428 1 B 433 1 <u>1</u> 8 <p>Choose 1 option</p> <p>Option 1 Advanced Investments and Capital Markets</p> <p><i>Take these courses:</i></p> B 411 3 B 424A <u>1</u> 4 <p>Option 2 Banking and Corporate Financial Management</p> <p><i>Take these courses:</i></p> B 424C 1 B 432 3 <u>3</u> 4 <p>Option 3 New Venture Financing</p> <p><i>Take these courses:</i></p> B 424D 1 B 475 3 <u>3</u> 4 | <p><i>Choose a 12 credit secondary emphasis from the following list. All listed have been pre-approved. Others may be pre-approved after meeting with Business Management Chair and/or College of Business and Communication Advising Center</i></p> <table border="1"> <tr> <td style="vertical-align: top;"> <p>Financial Accounting</p> ACCTG 301 3 ACCTG 302 3 ACCTG 401 3 ACCTG 403 3</td> <td style="vertical-align: top;"> <p>Economics and Finance</p> ECON 300 3 ECON 358 3 ECON 421 3 ECON 453 3</td> <td style="vertical-align: top;"> <p>Advertising</p> COMM 230 3 COMM 330 3 COMM 338 3 COMM 430 3</td> </tr> <tr> <td style="vertical-align: top;"> <p>Tax Accounting</p> ACCTG 301 3 ACCTG 302 3 ACCTG 321 3 ACCTG 322 3</td> <td style="vertical-align: top;"> <p>Data Analytics</p> CIT 203 3 CIT 320 3 CIT 355 3 CIT 425 3</td> <td style="vertical-align: top;"> <p>Public Relations</p> COMM 235 3 COMM 335 3 COMM 338 3 COMM 435 3</td> </tr> <tr> <td style="vertical-align: top;"> <p>Accounting Info Systems</p> ACCTG 301 3 ACCTG 302 3 ACCTG 333 3 ACCTG 356 3</td> <td style="vertical-align: top;"> <p>Project Lifecycle</p> CIT 203 3 CIT 320 3 CIT 380 3 CIT 485 3</td> <td style="vertical-align: top;"> <p>Visual/Digital Media</p> COMM 130 3 <i>Choose 9 credits:</i> COMM 310 3 COMM 313 3 COMM 316 3 COMM 347 3</td> </tr> <tr> <td style="vertical-align: top;"> <p>General Accounting</p> ACCTG 301 3 ACCTG 321 3 ACCTG 344 3 ACCTG 356 3</td> <td style="vertical-align: top;"> <p>CIT/Accounting</p> ACCTG 333 3 ACCTG 356 3 CIT 203 3 CIT 230 3</td> <td style="vertical-align: top;"> <p>Mechanical Engineering</p> ME Courses 12 (See Engineering Dept for specific coursework)</td> </tr> <tr> <td style="vertical-align: top;"> <p>General Economics</p> ECON 300 3 ECON 358 3 ECON 381 3 ECON 453 3</td> <td style="vertical-align: top;"> <p>Programming</p> CIT 203 3 CIT 210 3 CIT 310 3 CIT 320 3</td> <td style="vertical-align: top;"> <p>Geographic Info Systems</p> CIT 203 3 GEOG 230 3 GEOG 240 3 GEOG 340 3</td> </tr> <tr> <td style="vertical-align: top;"> <p>Law and Economics</p> ECON 430 3 ECON 440 3 ECON 444 3 ECON 475 3</td> <td style="vertical-align: top;"> <p>Web Design</p> CIT 230 3 CIT 235 3 CIT 320 3 <i>Choose 3 credits:</i> COMM 130 3 CS 371 3</td> <td style="vertical-align: top;"> <p>Real Estate/Construction</p> B 413 3 CONST 430 3 Choose 6 credits: ARCH 100 3 CONST 120 3 CONST 330 3</td> </tr> </table> | | | <p>Financial Accounting</p> ACCTG 301 3 ACCTG 302 3 ACCTG 401 3 ACCTG 403 3 | <p>Economics and Finance</p> ECON 300 3 ECON 358 3 ECON 421 3 ECON 453 3 | <p>Advertising</p> COMM 230 3 COMM 330 3 COMM 338 3 COMM 430 3 | <p>Tax Accounting</p> ACCTG 301 3 ACCTG 302 3 ACCTG 321 3 ACCTG 322 3 | <p>Data Analytics</p> CIT 203 3 CIT 320 3 CIT 355 3 CIT 425 3 | <p>Public Relations</p> COMM 235 3 COMM 335 3 COMM 338 3 COMM 435 3 | <p>Accounting Info Systems</p> ACCTG 301 3 ACCTG 302 3 ACCTG 333 3 ACCTG 356 3 | <p>Project Lifecycle</p> CIT 203 3 CIT 320 3 CIT 380 3 CIT 485 3 | <p>Visual/Digital Media</p> COMM 130 3 <i>Choose 9 credits:</i> COMM 310 3 COMM 313 3 COMM 316 3 COMM 347 3 | <p>General Accounting</p> ACCTG 301 3 ACCTG 321 3 ACCTG 344 3 ACCTG 356 3 | <p>CIT/Accounting</p> ACCTG 333 3 ACCTG 356 3 CIT 203 3 CIT 230 3 | <p>Mechanical Engineering</p> ME Courses 12 (See Engineering Dept for specific coursework) | <p>General Economics</p> ECON 300 3 ECON 358 3 ECON 381 3 ECON 453 3 | <p>Programming</p> CIT 203 3 CIT 210 3 CIT 310 3 CIT 320 3 | <p>Geographic Info Systems</p> CIT 203 3 GEOG 230 3 GEOG 240 3 GEOG 340 3 | <p>Law and Economics</p> ECON 430 3 ECON 440 3 ECON 444 3 ECON 475 3 | <p>Web Design</p> CIT 230 3 CIT 235 3 CIT 320 3 <i>Choose 3 credits:</i> COMM 130 3 CS 371 3 | <p>Real Estate/Construction</p> B 413 3 CONST 430 3 Choose 6 credits: ARCH 100 3 CONST 120 3 CONST 330 3 |
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| <p>AND <i>After consulting with your faculty advisor, choose a 12-credit complementary cluster which will increase employability after graduation</i></p> <p>OR <i>After consulting with your faculty advisor, choose a 24-credit Minor which will increase employability after graduation</i></p> | | | | | | | | | | | | | | | | | | | | | | |

Total Major Credits=68

This major is available on the following tracks:

Fall-Winter---- YES

Winter-Spring---- YES

Spring-Fall---- YES

Minor for Non-Business Related Majors (189)

Minor Requirements

No Grade Less Than C- for Minor Courses / No Double Counting of Minor Courses

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| <p>Take 9 credits: (credits cannot also be part of major or GE requirements. See Business Mgmt Dept for appropriate substitutions)</p> <table> <tr><td>B 101</td><td>3</td></tr> <tr><td>ECON 112</td><td>3</td></tr> <tr><td>FDMAT 221</td><td>3</td></tr> <tr><td></td><td><u>9</u></td></tr> </table> <p>Take 1 course:</p> <table> <tr><td>ACCTG 180</td><td>3</td></tr> <tr><td>ACCTG 201</td><td>3</td></tr> <tr><td></td><td><u>3</u></td></tr> </table> | B 101 | 3 | ECON 112 | 3 | FDMAT 221 | 3 | | <u>9</u> | ACCTG 180 | 3 | ACCTG 201 | 3 | | <u>3</u> | <p>Take these courses:</p> <table> <tr><td>B 301</td><td>3</td></tr> <tr><td>B 321</td><td>3</td></tr> <tr><td>B 341</td><td>3</td></tr> <tr><td>B 361</td><td>3</td></tr> <tr><td></td><td><u>12</u></td></tr> </table> <p>(Student must apply and be accepted to the IBC Program before completing these courses.) These cannot be taken as stand alone classes. They must be taken as the 12 Credit IBC course.</p> | B 301 | 3 | B 321 | 3 | B 341 | 3 | B 361 | 3 | | <u>12</u> | <p>Program Notes:</p> <p>Students are required to complete B 101, Acctg 180 (or Acctg 201), Econ 112, Math 221 and show spreadsheet competency. (If one of these courses has already been completed to fulfill a major requirement, choose an alternate course from the list below. If student has completed CIT 140, they do not have to complete an exam to show spreadsheet competency. Do not take both Acct. 180 and Acct. 201. Choose only one of them.)</p> |
| B 101 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | |
| ECON 112 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | |
| FDMAT 221 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>9</u> | | | | | | | | | | | | | | | | | | | | | | | | | |
| ACCTG 180 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | |
| ACCTG 201 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>3</u> | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 301 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 321 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 341 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 361 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>12</u> | | | | | | | | | | | | | | | | | | | | | | | | | |

Total Minor Credits=24

This minor is available on the following tracks:

Fall-Winter---- YES

Winter-Spring---- YES

Spring-Fall---- YES

Minor for Business Related Majors Finance Emphasis (207)

Minor Requirements

No Grade Less Than C- for Minor Courses / No Double Counting of Minor Courses

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|--|-----------|---|-------|---|-------|---|-------|---|-------|---|-------|---|-------|---|--|-----------|-------|---|-------|---|-------|---|-------|---|-------|---|-------|---|--------|---|----------|---|--|----------|---|-------|---|-------|---|-------|---|-------|---|--|-----------|-------|---|-------|---|-------|---|-------|---|--------|---|--------|---|--------|---|-------|---|-------|---|-------|---|--|----------|-------|---|-------|---|-------|---|-------|---|--|----------|--|-------|---|--------|---|--|----------|--------|---|-------|---|--|----------|--------|---|-------|---|--|----------|------------------------------|
| <p>Accounting majors take these courses:</p> <table> <tr><td>B 301</td><td>3</td></tr> <tr><td>B 321</td><td>3</td></tr> <tr><td>B 341</td><td>3</td></tr> <tr><td>B 361</td><td>3</td></tr> <tr><td>B 410</td><td>3</td></tr> <tr><td>B 428</td><td>1</td></tr> <tr><td>B 433</td><td>1</td></tr> <tr><td></td><td><u>17</u></td></tr> </table> <p>AND take 3 credits:</p> <table> <tr><td>B 370</td><td>3</td></tr> <tr><td>B 411</td><td>3</td></tr> <tr><td>B 413</td><td>3</td></tr> <tr><td>B 432</td><td>3</td></tr> <tr><td>B 475</td><td>3</td></tr> <tr><td>B 483</td><td>3</td></tr> <tr><td>B 499A</td><td>3</td></tr> <tr><td>Econ 453</td><td>3</td></tr> <tr><td></td><td><u>3</u></td></tr> </table> | B 301 | 3 | B 321 | 3 | B 341 | 3 | B 361 | 3 | B 410 | 3 | B 428 | 1 | B 433 | 1 | | <u>17</u> | B 370 | 3 | B 411 | 3 | B 413 | 3 | B 432 | 3 | B 475 | 3 | B 483 | 3 | B 499A | 3 | Econ 453 | 3 | | <u>3</u> | <p>Economic and CIT majors take these courses as the 12-credit IBC:</p> <table> <tr><td>B 301</td><td>3</td></tr> <tr><td>B 321</td><td>3</td></tr> <tr><td>B 341</td><td>3</td></tr> <tr><td>B 361</td><td>3</td></tr> <tr><td></td><td><u>12</u></td></tr> </table> <p>AND take 4 credits:</p> <table> <tr><td>B 370</td><td>3</td></tr> <tr><td>B 383</td><td>3</td></tr> <tr><td>B 411</td><td>3</td></tr> <tr><td>B 413</td><td>3</td></tr> <tr><td>B 424A</td><td>1</td></tr> <tr><td>B 424C</td><td>1</td></tr> <tr><td>B 424D</td><td>1</td></tr> <tr><td>B 432</td><td>3</td></tr> <tr><td>B 475</td><td>3</td></tr> <tr><td>B 483</td><td>3</td></tr> <tr><td></td><td><u>4</u></td></tr> </table> <p>Take these courses as the Finance Emphasis:</p> <table> <tr><td>B 401</td><td>3</td></tr> <tr><td>B 410</td><td>3</td></tr> <tr><td>B 428</td><td>1</td></tr> <tr><td>B 433</td><td>1</td></tr> <tr><td></td><td><u>8</u></td></tr> </table> | B 301 | 3 | B 321 | 3 | B 341 | 3 | B 361 | 3 | | <u>12</u> | B 370 | 3 | B 383 | 3 | B 411 | 3 | B 413 | 3 | B 424A | 1 | B 424C | 1 | B 424D | 1 | B 432 | 3 | B 475 | 3 | B 483 | 3 | | <u>4</u> | B 401 | 3 | B 410 | 3 | B 428 | 1 | B 433 | 1 | | <u>8</u> | <p>All majors choose one of the following career tracks</p> <p>Advanced Investments and Capital Markets</p> <p>Take these courses:</p> <table> <tr><td>B 411</td><td>3</td></tr> <tr><td>B 424A</td><td>1</td></tr> <tr><td></td><td><u>4</u></td></tr> </table> <p>OR</p> <p>Banking and Corporate Financial Management</p> <p>Take these courses:</p> <table> <tr><td>B 424C</td><td>1</td></tr> <tr><td>B 432</td><td>3</td></tr> <tr><td></td><td><u>4</u></td></tr> </table> <p>OR</p> <p>New Venture Financing</p> <p>Take these courses:</p> <table> <tr><td>B 424D</td><td>1</td></tr> <tr><td>B 475</td><td>3</td></tr> <tr><td></td><td><u>4</u></td></tr> </table> | B 411 | 3 | B 424A | 1 | | <u>4</u> | B 424C | 1 | B 432 | 3 | | <u>4</u> | B 424D | 1 | B 475 | 3 | | <u>4</u> | <p>Program Notes:</p> |
| B 301 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 321 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 341 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 361 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 410 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 428 | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 433 | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>17</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 370 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 411 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 413 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 432 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 475 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 483 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 499A | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Econ 453 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>3</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 301 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 321 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 341 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 361 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>12</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 370 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 383 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 411 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 413 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 424A | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 424C | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 424D | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 432 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 475 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 483 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>4</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 401 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 410 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 428 | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 433 | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>8</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 411 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 424A | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>4</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 424C | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 432 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>4</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 424D | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 475 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <u>4</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Total Minor Credits=24

This minor is available on the following tracks:

Fall-Winter---- YES

Winter-Spring---- YES

Spring-Fall---- YES

Minor for Business Related Majors Marketing Emphasis (208)

Minor Requirements

No Grade Less Than C- for Minor Courses / No Double Counting of Minor Courses

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|-------|---|-------|---|-------|---|--------|---|--|-------|--|----|-------|---|-------|---|-------|---|-------|---|--|-------|--|----|---|-------|---|-------|---|-------|---|-------|---|-------|---|-------|---|--|-------|--|----|-------|---|-------|---|-----------|---|--|-------|--|---|------------------------------|
| <p><i>Accounting majors take these courses:</i></p> <table> <tr><td>B 321</td><td>3</td></tr> <tr><td>B 341</td><td>3</td></tr> <tr><td>B 361</td><td>3</td></tr> <tr><td>B 499A</td><td>3</td></tr> <tr><td></td><td><hr/></td></tr> <tr><td></td><td>12</td></tr> </table> <p>OR</p> <p><i>Economic and CIT majors take these courses as the 12-credit IBC:</i></p> <table> <tr><td>B 301</td><td>3</td></tr> <tr><td>B 321</td><td>3</td></tr> <tr><td>B 341</td><td>3</td></tr> <tr><td>B 361</td><td>3</td></tr> <tr><td></td><td><hr/></td></tr> <tr><td></td><td>12</td></tr> </table> | B 321 | 3 | B 341 | 3 | B 361 | 3 | B 499A | 3 | | <hr/> | | 12 | B 301 | 3 | B 321 | 3 | B 341 | 3 | B 361 | 3 | | <hr/> | | 12 | <p><i>All majors take these courses:</i></p> <table> <tr><td>B 443</td><td>2</td></tr> <tr><td>B 446</td><td>2</td></tr> <tr><td>B 448</td><td>1</td></tr> <tr><td>B 452</td><td>2</td></tr> <tr><td>B 453</td><td>2</td></tr> <tr><td>B 458</td><td>1</td></tr> <tr><td></td><td><hr/></td></tr> <tr><td></td><td>10</td></tr> </table> <p><i>Take 2 credits:</i></p> <table> <tr><td>B 451</td><td>2</td></tr> <tr><td>B 457</td><td>1</td></tr> <tr><td>Comm 231A</td><td>1</td></tr> <tr><td></td><td><hr/></td></tr> <tr><td></td><td>2</td></tr> </table> | B 443 | 2 | B 446 | 2 | B 448 | 1 | B 452 | 2 | B 453 | 2 | B 458 | 1 | | <hr/> | | 10 | B 451 | 2 | B 457 | 1 | Comm 231A | 1 | | <hr/> | | 2 | <p><i>Program Notes:</i></p> |
| B 321 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 341 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 361 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 499A | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | 12 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 301 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 321 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 341 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 361 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | 12 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 443 | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 446 | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 448 | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 452 | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 453 | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 458 | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | 10 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 451 | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 457 | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Comm 231A | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Total Minor Credits=24

This minor is available on the following tracks:

Fall-Winter---- YES

Winter-Spring---- YES

Spring-Fall---- YES

Minor for Business Related Majors Supply Chain Management (209)

Minor Requirements

No Grade Less Than C- for Minor Courses / No Double Counting of Minor Courses

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|-------|---|-------|---|-------|---|--------|---|--|-------|--|----|-------|---|-------|---|-------|---|-------|---|--|-------|--|----|---|-------|---|-------|---|-------|---|-------|---|--|-------|--|----|------------------------------|
| <p><i>Accounting majors take these courses:</i></p> <table> <tr><td>B 321</td><td>3</td></tr> <tr><td>B 341</td><td>3</td></tr> <tr><td>B 361</td><td>3</td></tr> <tr><td>B 499A</td><td>3</td></tr> <tr><td></td><td><hr/></td></tr> <tr><td></td><td>12</td></tr> </table> <p>OR</p> <p><i>Economic and CIT majors take these courses as the 12-credit IBC:</i></p> <table> <tr><td>B 301</td><td>3</td></tr> <tr><td>B 321</td><td>3</td></tr> <tr><td>B 341</td><td>3</td></tr> <tr><td>B 361</td><td>3</td></tr> <tr><td></td><td><hr/></td></tr> <tr><td></td><td>12</td></tr> </table> | B 321 | 3 | B 341 | 3 | B 361 | 3 | B 499A | 3 | | <hr/> | | 12 | B 301 | 3 | B 321 | 3 | B 341 | 3 | B 361 | 3 | | <hr/> | | 12 | <p><i>Take these courses:</i></p> <table> <tr><td>B 461</td><td>3</td></tr> <tr><td>B 466</td><td>3</td></tr> <tr><td>B 468</td><td>3</td></tr> <tr><td>B 478</td><td>3</td></tr> <tr><td></td><td><hr/></td></tr> <tr><td></td><td>12</td></tr> </table> | B 461 | 3 | B 466 | 3 | B 468 | 3 | B 478 | 3 | | <hr/> | | 12 | <p><i>Program Notes:</i></p> |
| B 321 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 341 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 361 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 499A | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | 12 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 301 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 321 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 341 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 361 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| B 461 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 466 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 468 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| B 478 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | 12 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Total Minor Credits=24

This minor is available on the following tracks:

Fall-Winter---- YES

Winter-Spring---- YES

Spring-Fall---- YES

Business Management

Brigham Young University-Idaho 2009-2010

Business Pre-approved Clusters

General Business

| | | |
|----------------------------|--|-----------|
| <i>Take these courses:</i> | | |
| B 101 | Introduction to Business | 3 |
| ACCTG 180 | Survey of Accounting | 3 |
| <i>Take 6-9 credits</i> | | |
| ECON 112 | Economic Principles and Problems - Micro | 3 |
| B 201 | Introduction to Finance | 3 |
| B 247 | Principles of Marketing | 3 |
| B 275 | Business Law and Legal Environment | 3 |
| B 279R | Business Discovery Series | 1 |
| B 370 | Human Resource Management | 3 |
| B 380 | Introduction to International Business | 2 |
| B 413 | Real Estate | <u>3</u> |
| | Total Credits | 12 |

Business Fundamentals (Application Only Cluster - See Advising)

| | | |
|--------------------------|--|-----------|
| <i>Take this course:</i> | | |
| B 211 | Business Fundamentals I | 10 |
| | Also includes ACCTG 201 & ECON 112 (This is a predefined group of classes for this cluster available by application only) | |
| <i>Take one course:</i> | | |
| ACCTG 205 | Accounting Software | 2 |
| ART 392 | Business for the Professional Artist | 2 |
| B 247 | Principles of Marketing | 3 |
| B 250 | Web Business I | 3 |
| B 275 | Business Law and the Legal Environment | 3 |
| B 283 | Entrepreneurship Skills | 3 |
| B 301 | Financial Management | 3 |
| B 370 | Human Resource Management | 3 |
| B 413 | Real Estate | 3 |
| HS 285 | Hospital and Health Administration | 3 |
| | Total Credits | 12 |

General Business (For Accounting Majors)

| | | |
|----------------------------|---------------------------------|-----------|
| <i>Take these courses:</i> | | |
| B 321 | Organizational Effectiveness | 3 |
| B 341 | Marketing Management | 3 |
| B 361 | Operations Management | 3 |
| B 499A | Principles of Business Strategy | <u>3</u> |
| | Total Credits | 12 |

Entrepreneurship (Non-Business Majors)

| | | |
|----------------------------|-------------------------|-----------|
| <i>Take these courses:</i> | | |
| ACCTG 180 | Survey of Accounting | 3 |
| B 247 | Principles of Marketing | 3 |
| B 283 | Entrepreneurship Skills | 3 |
| B 383 | New Venture Creation | <u>3</u> |
| | Total Credits | 12 |

Administrative Assistant

| | | |
|----------------------------|---------------------------------|-----------|
| <i>Take these courses:</i> | | |
| ACCTG 180 | Survey of Accounting | 3 |
| B 101 | Introduction to Business | 3 |
| B 370 | Human Resource Management | 3 |
| CIT 140 | Micro-Applications for Business | <u>3</u> |
| | Total Credits | 12 |

Human Resource Management (Business Majors)

| | | |
|----------------------------|--------------------------------|-----------|
| <i>Take these courses:</i> | | |
| B 370 | Human Resource Management | 3 |
| COMM 450 | Conflict Management | 3 |
| SOC 323 | Race and Ethnic Relations | 3 |
| SOC 357 | Human Relations and Leadership | <u>3</u> |
| | Total Credits | 12 |

Human Resources (Non-Business Majors)

| | | |
|----------------------------|-----------------------------------|-----------|
| <i>Take these courses:</i> | | |
| B 370 | Human Resource Management | 3 |
| COMM 150 | Interpersonal Theory and Practice | 3 |
| COMM 450 | Conflict Management | 3 |
| SOC 323 | Race and Ethnic Relations | <u>3</u> |
| | Total Credits | 12 |

Real Estate (Non-Business Majors)

| | | |
|----------------------------|--------------------------|-----------|
| <i>Take these courses:</i> | | |
| ACCTG 180 | Survey of Accounting | 3 |
| ARCH 100 | Construction Documents | 3 |
| B 101 | Introduction to Business | 3 |
| B 413 | Real Estate | <u>3</u> |
| | Total Credits | 12 |

Real Estate (Business Majors)

| | | |
|----------------------------|-------------------------|-----------|
| <i>Take these courses:</i> | | |
| B 413 | Real Estate | 3 |
| CONST 210 | Finishing Systems | 3 |
| CONST 350 | Soils and Equipment | 3 |
| <i>Take 2 courses:</i> | | |
| ARCH 100 | Construction Documents | 3 |
| CONST 120 | Framing Systems | 3 |
| CONST 330 | Construction Estimating | <u>3</u> |
| | Total Credits | 15 |

Health Care Administration

| | | |
|----------------------------|---------------------------------------|-----------|
| <i>Take 1 course:</i> | | |
| HS 285 | Hospital and Health Services Admin. | 3 |
| HS 360 | Community and Public Health Admin. | 2 |
| <i>Take these courses:</i> | | |
| HS 280 | Medical Terminology | 2 |
| HS 390 | Planning, Implementing and Evaluation | 3 |
| MA 106 | Medical Law and Ethics | 2 |
| SOC 357 | Human Relations and Leadership | <u>3</u> |
| | Total Credits | 12 |

Business Management

Brigham Young University-Idaho 2009-2010

Course Descriptions

Credits*

| | |
|---|-------------------------|
| <p>B 100 Introduction to Business Management Fee: \$8.00 This course is to introduce and prepare students to enter the Business Management program. The vision of the university, college, and department will be discussed. Students will review and prepare their 4-year academic plan, gain basic technology skills and understanding, and be introduced to the College of Business and Communication Career Map. (Fall, Winter, Spring)</p> | <p>(1.0:1:0)</p> |
| <p>B 101 Introduction to Business Fee: \$12.00 For non-business majors only. Recommended for students interested in gaining an overview of business management, marketing, accounting, human resource management, and small business entrepreneurship. (Fall, Winter, Spring)</p> | <p>(3.0:3:0)</p> |
| <p>B 201 Introduction To Finance Fee: \$12.00 This is an introductory course to familiarize non-business majors with the basic vocabulary and substantive knowledge of personal finance, financial institutions, and business finance. The class will provide an opportunity to develop skills in effective communication, financial analysis, and problem solving. Ethics in the area of finance will be discussed. (Fall, Winter, Spring)</p> | <p>(3.0:3:0)</p> |
| <p>B 211 Business Fundamentals I Fee: \$16.00 Prerequisite: B 100 and CIT 138 This course is part of an integrated group of classes for Business Management majors and will be taught concurrently with Economics 111 and Accounting 201. The course is designed to introduce students to the world of business, facilitate career preparation, and give them a strong foundation for later business-related courses. (Fall, Winter, Spring)</p> | <p>(4.0:4:0)</p> |
| <p>B 212 Business Fundamentals II Fee: \$16.00 Prerequisite: B 100 and CIT 138 This course is part of an integrated group of classes for Business Management majors and will be taught concurrently with Economics 112 and Accounting 202. The course is designed to build upon Business Foundation I courses and continue to add depth and understanding of key business topics. (Fall, Winter, Spring)</p> | <p>(4.0:4:0)</p> |
| <p>B 220 Business Communication Fee: \$12.00 Prerequisite: FDENG 101 and 22 credit hours. This course includes learning proper grammar, punctuation, and document format; analyzing, composing, and editing business letters and memos; producing job application documents; interviewing; and giving oral presentations. (Fall, Winter, Spring)</p> | <p>(3.0:3:0)</p> |
| <p>B 247 Principles of Marketing Fee: \$12.00 This course is a comprehensive introduction to the principles of marketing. Course will cover marketing essentials such as consumer research; consumer segmentation, segment targeting and product positioning; new product development and introduction; marketing strategy; branding; marketing communications; pricing and distribution. (Fall, Winter, Spring)</p> | <p>(3.0:3:0)</p> |
| <p>B 250 Web Business I Fee: \$12.00 This course is designed for any student interested in building a web-based business. Students will go through the necessary steps to build and launch a web-based business that is capable of accepting online payments. (Fall, Winter, Spring)</p> | <p>(3.0:3:0)</p> |

B 275 Business Law and the Legal Environment (3.0:3:0)

Fee: \$12.00
 An introduction to legal environment in which businesses operate as well as an overview of laws impacting business. Topics covered include legal procedures, torts, intellectual property, contracts, employment law, employment discrimination, and business organizations.
 (Fall, Winter, Spring)

B 283 Entrepreneurship Skills (3.0:3:0)

Fee: \$12.00
 This course offers an introductory level overview of the major elements of entrepreneurship and small business management. This course is especially good for students who plan to launch a business while going to school or plan to have their own business in the future.
 (Fall, Winter, Spring)

B 298R Beginning Internship (1.0-5.0:0:0)

Fee: \$7.00
 Prerequisite: Business Majors Only.
 Required of all Business Management majors. Non-classroom program designed for students working full-time or part-time in business-related employment. Students must complete a contract provided by the College of Business and Communication Advising Center with their employer allowing them to work for college credit. Other requirements include on-the-job learning reports, hourly log reports and supervisor evaluations.
 (Fall, Winter Spring)

B 301 Financial Management (3.0:3:0)

Fee: \$24.00
 Prerequisite: Successful completion of Pre-business core (B 275, CIT 140, Econ 111, Econ 112, Acct 201, Acct 202, and Math 221) or Business Fundamentals I and Business Fundamentals II or instructor approval.
 Part of the junior integrated core for business majors. This introductory course in financial management provides a basic foundation for other courses in finance and business management. Topics covered in this course include financial statement analysis, financial forecasting, leverage, working capital management, capital structure, capital budgeting, short and long-term financial management, sources of financing, time value of money, and cost of capital.
 (Fall, Winter, Spring)

B 321 Organizational Effectiveness (3.0:3:0)

Fee: \$44.00
 Prerequisite: Successful completion of Pre-business core (B 275, CIT 140, Econ 111, Econ 112, Acct 201, Acct 202, and Math 221) or Business Fundamentals I and Business Fundamentals II or instructor approval.
 Part of the junior integrated core for business majors. Organizational Behavior at three levels: individual, group, and organizations. Examination of areas: motivation, team, group behavior, organizational design, structure, culture, communication, leadership, decision making, and managing change.
 (Fall, Winter, Spring)

B 341 Marketing Management (3.0:3:0)

Fee: \$24.00
 Prerequisite: Successful completion of Pre-business core (B 275, CIT 140, Econ 111, Econ 112, Acct 201, Acct 202, and Math 221) or Business Fundamentals I and Business Fundamentals II or instructor approval.
 Part of the junior integrated core for business majors. This course is a comprehensive introduction to the principles of marketing. Course will cover marketing essentials such as consumer research; consumer segmentation, segment targeting and product positioning; new product development and introduction; marketing strategy; branding; marketing communications; pricing and distribution.
 (Fall, Winter, Spring)

B 361 Introduction to Operations and Supply Chain Management (3.0:3:0)

Fee: \$49.00
 Prerequisite: Successful completion of Pre-business core (B 275, CIT 140, Econ 111, Econ 112, Acct 201, Acct 202, and Math 221) or Business Fundamentals I and Business Fundamentals II or instructor approval.
 Part of the junior integrated core for business majors. Topics covered: operations strategy, project management, forecasting, process analysis, sourcing, and distribution management. Excel tutorials, web-based simulations, and case studies will play an important and significant role throughout the course.
 (Fall, Winter Spring)

Business Management

Brigham Young University-Idaho 2009-2010

B 364 Automotive Business Management

(3.0:3:0)

Fee: \$18.00

A management class as it relates to the operations of an automotive dealership or aftermarket business. The course will cover basic management skills pertaining to the automotive industry as well as human resource skills such as hiring, recruiting, and motivating employees. Strategies for customer retention, promotion, advertising, and marketing will also be addressed. Finally, an overview of financial statement analysis pertaining to an automotive repair business will be presented.

(Winter)

B 370 Human Resource Management

(3.0:3:0)

Fee: \$24.00

An overview of human resource management topics such as diversity, EEOC laws, recruiting, training, performance management, compensation and benefits, motivation, workplace & organizational design, difficult interactions, employee relations, and safety. The course also considers organizational behavior topics in the context of human resource management such as teamwork, power dynamics, innovation, and groupthink. The course leverages case studies and professional/scholarly articles to gain a better understanding of real-life workplace challenges.

(Fall, Winter, Spring)

B 380 Introduction to International Business

(2.0:2:0)

Fee: \$16.00

An overview of international business designed to provide a global perspective on international trade and direct investment. Reviews international cultural, political, legal and economic environments and their effect on marketing, production, and human resource management strategy.

(Fall, Winter, Spring)

B 383 New Venture Creation

(3.0:3:0)

Fee: \$24.00

Prerequisite: Acct 201 or Instructor Approval

The course is designed as an introduction to the process of perceiving an opportunity and creating an organization to pursue it. Working alone and in teams you will learn to plan, finance, launch, manage, and harvest a new venture. In order to integrate ideas across departments and colleges, this course will be open to students in engineering, computer science, and business management. All students who desire to lead a business plan team will have an opportunity to describe their ventures in the early class sessions to facilitate team member recruiting. Class discussion, readings, lectures, and projects are learning tools. Your project is developed throughout this course and involves completing a new venture plan and financial forecast. Each team's business plan also becomes a "live case" for the purposes of class discussion.

(Fall, Winter Spring)

B 398 Advanced Academic Internship

(3.0:0:0)

Fee: \$24.00

Prerequisite: 200-level CIT course or higher

Students will participate in the following: review and learn new job-getting skills in resume writing, job portfolio preparation, networking, and interviewing; find a professional business management internship/job in an approved business and complete 270 hours of work over a minimum time length of eight weeks; apply the principles and skills learned in the classroom to on-the-job practices and procedures in business management. Through on the job experience, students will gain a greater vision of what it means to be a business management professional. Students will establish professional career networking links with the business they are employed in and others they come into contact with during work experience. Students may also receive compensation and recognition by receiving wages from the employer and letters of recommendation from both the employer and BYU-Idaho.

(Fall, Winter, Spring)

B 399 Special Projects

(1.0-3.0:0:0)

Fee: \$8.00

Prerequisite: Instructor Approval

An arranged research or special project course.

(Fall, Winter, Spring)

B 401 Advanced Financial Management

(3.0:3:0)

Fee: \$24.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Finance Emphasis program.

Financial management in the corporate setting, asset valuation, risk analysis capital decision making, financial controls, applications of financial principles to the corporate organization, in-depth coverage of securities structure and pricing, capital generation and dividend policy. Also includes working capital management, leasing, and international corporate finance.

(Fall, Winter, Spring)

B 410 Investments

(3.0:3:0)

Fee: \$24.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Finance Emphasis program.

Covers topics in the financial markets, including portfolio theory, valuation, fixed-income securities, security analysis, mutual funds, and derivative assets, financial markets, investment vehicles, asset allocation, risk analysis, evaluating performance, global considerations, buying and selling securities, and tax implications of investing.

(Fall, Winter, Spring)

B 411 Advanced Investments

(3.0:3:0)

Fee: \$24.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Finance Emphasis program.

An advanced investments course that covers topics in financial markets, investments, portfolio theory, valuation, hedging, fixed-income securities, structured finance, security analysis, and derivative assets.

(Fall, Winter Spring)

B 413 Real Estate

(3.0:3:0)

Fee: \$24.00

Prerequisite: B 201 or B 301

A one-semester course in real estate practices and finance. Topics include basic forms of real estate ownership, investments, fundamental transactions, appraisal, brokerage, land use planning and financing. Financial aspects of the the real estate business are covered including the mortgage market, real estate lending policies and foreclosure practices.

(Winter, Fall)

B 424A Legal Aspects of Finance: Investments

(1.0:1:0)

Fee: \$8.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Finance Emphasis program.

Students must apply for the program via the Business Management homepage. If they are accepted to the program, the department will register the student for the class. This course is designed to review legal issues affecting finance including shareholder rights, securities, corporate governance, and the Sarbanes-Oxley Act.

(Fall, Winter Spring)

B 424C Legal Aspects of Financing Banking

(1.0:1:0)

Fee: \$8.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Finance Emphasis program.

Students must apply for the program via the Business Management homepage. If they are accepted to the program, the department will register the student for the class. This course is designed to provide students with a basic understanding of legal issues that are commonly encountered by banking finance professionals and to prepare students to recognize legal issues in the finance field and to work confidently with legal advisors.

(Fall, Winter Spring)

B 424D Legal Aspects of Financing New Ventures (1.0:1:0)

Fee: \$8.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Finance Emphasis experience.

The primary purpose of this course is for students to become familiar with primary legal issues they will encounter in a new business venture. The content covers employee stock option plans, executive compensation and employment contracts, non-disclosure agreements, choice and creation of business entities, business licensing, statutory requirements for corporations, securities laws that apply to private financing, mergers and acquisitions, review of contracts, torts, and employment laws.

(Fall, Winter, Spring)

Business Management

Brigham Young University-Idaho 2009-2010

B 428 Real Estate Management

(1.0:1:0)

Fee: \$8.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Finance Emphasis program.

This course covers topics, skills, and vocabulary used in the real estate arena. Each student will be expected to build their own advanced mortgage model, analyze cases, and learn fundamentals of real estate investing.

(Fall, Winter Spring)

B 432 Corporate Finance and Banking

(3.0:3:0)

Fee: \$24.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Finance Emphasis program.

The course covers the basic issues involved in working with or managing financial institutes including banks, savings and loans, mutual funds, commercial and consumer finance companies and investment banks. The course explores the differences in institutions, management of interest rate risk, regulation, credit analysis, loan policy, and types of credit facilities. Students are required to have a laptop computer with Excell available in class. Students may also want to have access to a calculator that handles basic business and financial functions, including time value of money calculations and cash flow analysis (IRR, NPV and PMT) such as the HP 10BII or 12C.

(Fall, Winter Spring)

B 433 Personal Finance

(1.0:1:0)

Fee: \$8.00

Prerequisite: B 301, 321, 341, 361

This course is part of the business Management Integrated Finance Emphasis program.

The primary purpose of this course is for students to learn to apply personal financial management tools to their own and their clients' lives. The content covers advanced time value of money, retirement planning strategies, tax-deferred retirement planning vehicles, asset allocation, specific investment products, insurance, estate planning, and financial planning strategies. Students broaden their understanding and develop skills through problem solving using Excel, through case studies, and through application to existing personal financial management situations.

(Fall, Winter Spring)

B 441 Global Markets

(2.0:2:0)

Fee: \$16.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Marketing Emphasis program. Students must apply for the program via the Business Management homepage. If they are accepted to the program, the department will register the student for the class. A comprehensive overview of the many factors influencing marketing decision and strategies on a global basis. Sensitizes students to differences in cultural, political, legal, and economic environments and how they affect product, pricing, promotion, and distribution strategies. Much of the course is based on student application of marketing concepts and knowledge from previous courses to cases, global marketing scenarios, and a course project. Using a simulation exercise students will conduct business negotiations in an international scenario.

B 443 Marketing Research Skills

(2.0:2:0)

Fee: \$8.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Marketing Emphasis program. Students must apply for the program via the Business Management homepage. If they are accepted to the program, the department will register the student for the class. Concepts and methodology for conducting quantitative marketing research will be discussed.

Emphasis on solving problems faced by marketing manager. There will be a consulting research project required, involving the use of statistical database software.

(Fall, Winter Spring)

B 446 Consumer Behavior and Customer Service

(2.0:2:0)

Fee: \$16.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Marketing Emphasis experience. Explores how the consumer's culture and psychological make-up affect buying decisions.

(Fall, Winter, Spring)

B 448 Marketing Law

(1.0:1:0)

Fee: \$8.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Marketing Emphasis program.

Students must apply for the program via the Business Management homepage. If they are accepted to the program, the department will register the student for the class.

(Fall, Winter Spring)

B 451 Database Tools for Business to Business and Business to Consumer

(2.0:2:0)

Fee: \$16.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Marketing Emphasis program.

Students must apply for the program via the Business Management homepage. If they are accepted to the program, the department will register the student for the class.

This course will cover key issues in managing and developing marketing databases for segmenting markets, maximizing relationships with customers, and developing marketing tactics. Also focusing on data mining, CRM and other database tools to focus on developing analysis.

(Fall, Winter Spring)

B 452 Sales and Negotiations

(2.0:2:0)

Fee: \$16.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Marketing Emphasis program.

An introductory and highly-participatory course covering the fundamental principles of effective professional selling and negotiations. Students will understand how to develop customer needs through use of the SPIN Selling Model. Other topics to be addressed will include career opportunities, pricing, compensation plans, and sales management. Through active learning students will understand and practice principles governing professional negotiations through the use of role-plays and a challenging simulation. Role-plays, case studies, and a simulation will be primary methods of class activity.

(Fall, Winter, Spring)

B 453 Marketing Strategy Research

(2.0:2:0)

Fee: \$16.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Marketing Emphasis program.

Focuses on marketing's role in gaining a sustainable competitive advantage. Covers some of the steps in developing a strategic marketing plan including situation analysis, objectives, and strategies. Includes use of current case studies.

(Fall, Winter, Spring)

B 457 Retail Management

(1.0:1:0)

Fee: \$8.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Marketing Emphasis program.

Students must apply for the program via the Business Management homepage. If they are accepted to the program, the department will register the student for the class. This course will cover key marketing and operations issues unique to retailing, including store location, layout, pricing policy, and merchandising math.

(Fall, Winter Spring)

B 458 Supply Chain Management Principles

1.0:1:0)

Fee: \$8.00

Prerequisite: B 301, B 321, B 341, B 361 with a C- or higher and acceptance to the Business Management Integrated Emphasis program.

Apply online on the Business Management homepage. This course is part of the Business Management Integrated Emphasis. Students must apply to the program via the Business Management homepage. If they are accepted to the program, the department will register the student for the class.

An introductory overview of the discipline of supply chain management and its impact on all functions within an enterprise. With a focus on basic concepts, principles and strategies the course will examine actions and values responsible for the continuous improvement of the design, development, and management process of a supply system, and the effect these have on improving business operations and profitability for both customers and suppliers. This course will include focus on the SCOR Model, a supply chain management simulation, and solving a strategic supply chain problem.

(Fall, Winter Spring)

Business Management

Brigham Young University-Idaho 2009-2010

B 461 Advanced Operations Management

(3.0:3:0)

Fee: \$24.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Supply Chain Management Emphasis program. This course addresses supply chain related activities, decision and concepts that exist with a manufacturer or service provider. This course will be focused on topics that tend to relate more to a single, internal organization.

(Fall, Winter Spring)

B 466 Supply Chain Management - Buy Side Issues

(3.0:3:0)

Fee: \$24.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Supply Chain Management Emphasis program. This course will focus on the buy-side aspects of supply chain management. Students will learn through case studies, scholarly articles, text books, and interaction with supply-chain professionals. Significant emphasis will be placed on learning through real-world application. Focus topics include supplier management strategies, supplier relationship management, procurement processes, vendor selection, negotiations, supplier development, E-procurement, and ethics.

(Fall, Winter Spring)

B 468 Supply Chain Management - Sell Side

(3.0:3:0)

Fee: \$24.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Supply Chain Management Emphasis program. This course will focus on the sell-side aspects of supply chain management. Topics will include customer relationship management, distribution channel communication and coordination, order management, warehouse management, distribution network design, outbound logistics and transportation, and reverse logistics.

(Fall, Winter Spring)

B 475 Financing New Ventures

(3.0:3:0)

Fee: \$24.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Finance Emphasis program. An overview of all the options available to successfully finance new ventures. Financing alternatives are explored including debt financing from venture banks, commercial banks, and SBICs, and equity financing from angels, private placements, venture capitalists, and public equity markets.

(Fall, Winter Spring)

B 478 Integrated Supply Chain Management

(3.0:3:0)

Fee: \$24.00

Prerequisite: B 301, 321, 341, 361

This course is part of the Business Management Integrated Supply Chain Management Emphasis program. Supply Chain Analysis and Modeling is one of the four core elements of the Integrated Supply Chain Management Emphasis. It is focused on the use of computer tools, information systems, simulations, and modeling techniques to support supply chain analysis and decision making. The ability to collect, organize, interpret, and communicate data in a compelling way is an important skill that is much needed in today's complex realm of supply chain management.

(Fall, Winter Spring)

B 483 Entrepreneurial Management

(2.0:2:0)

Fee: \$24.00

This Entrepreneurial Management course is about making management decisions that lead to action. This course was created to help students learn how to integrate the functional analysis of management (financial, operational, organizational, and marketing). The entrepreneurial context then becomes a powerful setting for developing these skills because a new venture will not move forward without managers making decisions that lead to action. Students should be able to 1) understand the decision making process, 2) develop good analysis, and 3) communicate and defend a solid recommendation to key stake holders (senior management, team members, or investors).

(Fall, Winter Spring)

B 499A Principles of Business Strategy

(3.0:3:0)

Fee: \$24.00

Prerequisite: CIT 200-level course or above

A business strategy capstone experience focusing on theory of strategy and problem-solving using the case method and projects. Students form cross-disciplinary teams to participate in an online business simulation and to provide consulting services to local businesses. Emphasis on problem-framing, analysis, and strategic recommendations, both quantitative and qualitative.

(Fall, Winter Spring)

B 499B Applied Principles of Business Strategy

(2.0:1:2)

Fee: \$16.00

Prerequisite: B 301, B 321, B 341, B 361, and 12 credits of 400 level business coursework.

This course is part of the Business Management capstone experience, and is complementary to B 499A. This course applies business theory and research methodology to develop academic and professional articles published in student-generated print or electronic business journals.

(Fall, Winter Spring)