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General Information

History
- University of Minnesota School of Business founded in 1919
- Named the Curtis L. Carlson School of Management in 1986
- Moved into current building in 1998

Faculty and Staff
- 108 faculty, including 22 endowed faculty
- 228 staff members

Alumni
- 43,000 alumni
- Located in 50 states, Washington D.C., and 70 foreign countries
- 85 Outstanding Achievement Awards

Rankings
- Ranked 12th among all business schools and 8th among all public business schools by U.S. News & World Report, 2006
- Executive M.B.A. program ranked 20th in the nation by U.S. News & World Report, 2006
- 2nd tier M.B.A. program, Business Week, 2004

Degrees Awarded
- Bachelor of science in business (B.S.B.)
- Master of business administration (M.B.A.)
- Executive M.B.A. (E.M.B.A.)
- Master of arts in human resources and industrial relations (M.A.H.R.I.R.)
- Master of business taxation (M.B.T.)
- Master of science in management of technology (M.S.-M.O.T.)
- Doctorate in business administration (Ph.D. Business)
- Doctorate in industrial relations (Ph.D. I.R.)

2005-2006 Enrollments
- 1700 undergraduates
- 202 full time M.B.A. students
- 1650 part time M.B.A. students
- 125 C.E.M.B.A. students
- 117 M.A.H.R.I.R. day students
- 71 M.A.H.R.I.R. evening students
- 124 M.B.T. students
- 60 M.S.-M.O.T. students
- 93 Ph.D.-business administration students
- 16 Ph.D.-industrial relations students

2005 Placement Statistics
Average salaries of new graduates:
- B.S.B. — $43,659
- M.B.A. — $82,436
- M.A.H.R.I.R. — $61,013

Professional Education
- Executive Development Center
- Labor Education Service
- ISP (Healthcare Administration)

Carlson Sponsored International Programs
- Graduate student exchange programs in Australia, Belgium, Brazil, China, Costa Rica, Denmark, England, France, Japan, New Zealand, Spain, Sweden, and Switzerland
- Short-term global enrichment electives for undergraduate and graduate students, including the Vienna Seminar and Vienna Summer Program with Wirtschaftsuniversitat Wien in Austria, the Lyon Summer Program with Universite’ Jean Moulin-Lyon III in France, the Copenhagen Summer Program at Copenhagen Business School in Denmark, and the Costa Rica Seminar with the Instituto Centroamericano de Administracion de Empresas
- Joint executive M.B.A. degree program with Warsaw School of Economics, Poland
- Joint executive M.B.A. degree program with Wirtschaftsuniversitat Wein, Austria
- Joint executive M.B.A. degree program with Lingnan College (University) in Guangzhou, China
- Undergraduate semester business exchange programs in Austria, Belgium, China, Denmark, England, France, Italy, Netherlands, Norway, New Zealand, Singapore, and Switzerland. Hundreds of other study abroad opportunities are also available through the University’s Learning Abroad Center.
- Faculty exchange programs in China, France, Japan, Austria, and Poland

Accreditation
The Carlson School of Management is accredited by AACSB International, the Association to Advance Collegiate Schools of Business. AACSB is the premier accrediting agency for undergraduate and graduate business administration and accounting programs.

Research Centers
- Accounting Research Center
- Center for Brand Management
- Center for Entrepreneurial Studies
- Center for the Financial Services Industry
- Medical Industry Leadership Institution
- Human Resources Research Institute
- Industrial Relations Center
- Logistics Management Research Center
- Management Information Systems Research Center
- Juran Center for Leadership in Quality
- Strategic Management Research Center
At the Carlson School of Management our mission is to provide the highest quality education for present and future business and academic leaders, and advance the understanding and practice of management through research and outreach.

Admission
Each year Carlson admits approximately 375 freshmen, 50 sophomores, and 120 juniors.

Freshman Admission
The Carlson School of Management admits students based on an overall assessment of the applicant’s background and accomplishments as presented in the application materials. In addition to very strong academic records, applicants should have strong leadership and service experience. Among the factors considered in the application review are academic performance (i.e. completion of the high school preparation requirements, a strong background in math and science, high school class rank, ACT/SAT scores and competitiveness of curriculum), demonstrated leadership skills, and active participation in extra-curricular activities.

The following profile of the class of fall 2005 is intended as a guide to help students assess their qualifications for admission:

- Average high school rank 94th percentile
- Average ACT score 28

Applicants who submit a completed application by the December 15 priority application deadline will receive priority consideration for admission. Applications postmarked or completed after the priority deadline are reviewed on a space-available basis. Applications are available online and from the Office of Admissions, 240 Williamson Hall, 231 Pillsbury Drive S.E. Minneapolis, MN 55455 (612-625-2008 or 800-752-1000).

Admission at the Sophomore Year
A limited number of sophomores from within the University of Minnesota system are admitted each fall. To be considered for admission as a sophomore, the following standards apply:

- Completion of 30–49 credits (at least 50 percent of the total credits must be taken from the University of Minnesota)
- Completion of microeconomics, macroeconomics, and calculus

Students should complete both the Application for Undergraduate Change of College form and the Carlson School Addendum, available at the Student Service Center, 200 Fraser Hall or 130 West Bank Skyway, or the Carlson School Undergraduate Program Office, 1-105 Carlson School of Management, by the March 1 deadline.

Admission to Upper Division Carlson Major Programs
Students from within the University of Minnesota system and from other institutions may apply directly to the upper division program. Applications are reviewed for fall admission only and should be submitted by the March 1 deadline.

To be considered for admission at the junior level or higher, the following standards apply:

- Completion of 50 or more semester credits
- Completion of calculus, microeconomics, macroeconomics, business statistics, and introduction to financial accounting

Transfer Admission
Transfer admission is competitive and is based on an overall assessment of the applicant’s background and accomplishments as presented in the application materials. Applicants who have completed the required tool courses are considered. Academic performance is assessed on factors such as overall grade point average and rigor of curriculum, progress in the tool courses, grade trends and completion patterns. In addition to very strong academic records, applicants should have strong leadership, service, and/or work experience. The application addendum, which must be completed in addition to the application, provides the basis for assessing an applicant’s accomplishments outside the classroom.

Students who started their college career as freshmen in the University of Minnesota system may apply for transfer at the sophomore or junior level. Students from outside the University of Minnesota system are accepted only at the junior level or higher.

If transferring from within the University of Minnesota system, students should complete the Application for Undergraduate Change of College form and the Carlson School Addendum, available at the Student Service Center, 200 Fraser Hall or 130 West Bank Skyway, or the Carlson School Undergraduate Program Office, 1-105 Carlson School of Management.

If transferring from outside the University, students are encouraged to apply online at http://admissions.tc.umn.edu. Students may also obtain an admission application and the Application Addendum at the Office of Admissions, 240 Williamson Hall, 231 Pillsbury Drive S.E., Minneapolis, MN 55455 (612-625-2008). Students must request that an official transcript from each college attended be sent directly from the college to the Office of Admissions. In addition, a nonrefundable application fee must accompany the application.

How Credits Transfer to Carlson
Transferable credits completed at another institution may be used to meet admission requirements. Junior- and senior-level business courses from other institutions are usually accepted for general elective credit but must be evaluated by an appropriate faculty member before they can be used in lieu of Carlson upper division course requirements. To have courses evaluated, students should bring their syllabi to the Undergraduate Program Office in 1-105 Carlson School of Management after admission to the program. The Carlson School does not normally accept lower division business coursework in lieu of upper division course requirements.

Note: If students have earned a bachelor’s degree in business from another four-year institution, they may not earn a second bachelor’s degree from the Carlson School.

Foreign Credits
If students earned credit at a recognized educational institution abroad, the credits may transfer to the Carlson School if the coursework meets specific lower division distribution requirements or upper division elective requirements, as determined by the admissions coordinator. If students completed credits at a foreign institution before admission to the University of Minnesota, the credits are generally accepted on the S-N grading system only.
Non-degree-seeking Students
If students are interested in taking courses but not in earning a degree and have a bachelor’s degree or business experience and a strong undergraduate record, they may enroll as a non-degree-seeking student.

Students admitted as non-degree-seeking students who later decide to become degree candidates must satisfy Carlson’s admission requirements and apply to transfer into a degree program.

Applications for admission with non-degree-seeking status are available in the Office of Admissions, 240 Williamson Hall.

Degrees

Baccalaureate Programs
A Carlson degree combines management and liberal arts coursework to provide students with strong communication, analytical, and creative problem-solving skills. The Carlson School offers programs leading to the bachelor of science in business (B.S.B.) with majors in accounting, actuarial science, entrepreneurial management, finance, human resources and industrial relations, risk management and insurance, management information systems, marketing, operations, supply chain management, and a self-designed general management major. International business may also be completed as a co-major with one of the majors listed above.

Because of the globalization of the U.S. economy, the school encourages all students to spend at least one semester in a study abroad program during their undergraduate program.

Minors
The Carlson School offers a management minor to students in other degree programs at the University of Minnesota, Twin Cities. Please see the Degree Programs section for details on the minor.

Certified Public Accountant (C.P.A.)
The Uniform CPA Examination is one of the “Three Es” (education, examination, and experience) that are required for licensure as a CPA. Individuals must pass the examination to qualify for licensure as certified public accountants in any of the 55 U.S. jurisdictions (the 50 states, the District of Columbia, Puerto Rico, U.S. Virgin Islands, Guam, and the Commonwealth of Northern Mariana Islands), but passing the examination is not, in itself, sufficient to meet requirements for licensure. Licensure requirements vary by jurisdiction, and are described on Boards of Accountancy Web sites. Links to these Web sites are available at www.nasba.org/nasbaweb.nsf/exam.

Graduate Programs
The Carlson School, in conjunction with the Graduate School, offers programs leading to the degrees of master of business administration (M.B.A.), master of business taxation (M.B.T.), and doctor of philosophy (Ph.D.). The Department of Industrial Relations, in conjunction with the Graduate School, offers programs in industrial relations leading to the degrees of master of arts (M.A.H.R.I.R.) and doctor of philosophy (Ph.D.). Complete descriptions of these programs and graduate-level courses in these areas are in the Graduate School Catalog as well as in the publications of each program.

Scholastic Standards and Policies

Academic Progress Standards for Carlson Students
Students in the Carlson School of Management are expected to make continued progress toward completion of their degree. Students entering as freshmen have specific progress standards to meet in order to matriculate to the sophomore year. The progress standards include completing a minimum of 30 semester credits including microeconomics, macroeconomics, calculus, and freshmen composition with a grade of C- or higher; maintaining a 3.00 GPA; and meeting with their academic adviser each term of their freshmen year.

Students not making satisfactory academic progress are contacted by their adviser to develop a plan of action. A copy of the plan is placed in the student’s file.

Declaring a Major
All freshmen enter the program with premajor status. They may declare their major once they have earned at least 50 semester credits and have completed the required tool courses. Transfer students enter the program with a declared major. All students should have a declared major by the time they have earned 60 credits. There are no restrictions for entry into any of the majors once students are admitted into the Carlson School.

To declare a major, students should complete the Major/Minor Declaration form available in the Undergraduate Program Office, 1-105 Carlson School of Management.

Grading Options
Carlson students must earn a minimum of 90 A-F credits. All coursework applied toward the major must be taken on the A-F grading basis.

Incompletes
Students may request a grade of incomplete when they have an emergency or extenuating circumstance that prevents them from completing one or two assignments or a final examination within the normal time frame. Students should work out the details of completing the coursework with the instructor prior to the end of the term, and must complete the work within a year. Incompletes are not awarded to students who are seeking more time to master course material in order to improve their grade. Students are not permitted to sit through a later section of a Carlson School course, or any portion of it, as a means of completing an incomplete. An incomplete changes to an F on the student’s transcript 365 days after the end of the term in which the incomplete was given.

Petitions
The Student Scholastic Standing Committee, comprised of professional staff, meets on a weekly basis to review requests for exceptions to policies and program requirements. Students who submit a petition for an exception are generally required to include written documentation in support of their request.

The Scholastic Committee strives to uphold the integrity of University of Minnesota policies throughout the process, and treats each request in an unbiased and objective manner.

Leave of Absence
Students planning to leave school for a semester or more should contact an adviser in the Undergraduate Program Office and request to be placed on a temporary leave of absence. Undergraduates who have not been granted a leave of absence
Graduation Requirements
To graduate from the Carlson School students must
• complete a minimum of 120 credits. These credits include the required tool courses, liberal education requirements, and major requirements.
• complete a minimum of 60 credits in nonbusiness coursework. This includes liberal education coursework, statistics, and up to 8 credits of economics.
• complete the University of Minnesota liberal education requirements.
• complete at least half (24) of the upper division credits in the major at the Carlson School.
• complete a minimum of 30 credits at the University of Minnesota. Of the last 30 credits earned prior to the awarding of the degree, at least 15 of these must be earned at the University of Minnesota. (With prior approval, students may apply credits earned at an institution participating in the National Student Exchange Program and through foreign studies programs toward these 30 credits.)
• earn a C- or higher in all major coursework. Major coursework includes the tool courses and all upper division business coursework applied toward the major or minor.
• be in good academic standing with a minimum GPA of 2.00 in all work taken at the University of Minnesota.

Advising
The Carlson School offers centralized advising services to undergraduates currently enrolled or interested in its programs. Professional advisers work with students from the point of entry through graduation to provide individualized guidance to the student. Advisers use a holistic approach to insure a comprehensive and successful experience for each student. Students should prepare for appointments with their adviser by giving careful thought to possible course selections, program schedules, and short- and long-term educational and career goals.

Students enrolled in the Carlson School may schedule an appointment with a professional academic adviser by calling 612-624-3313 or coming in to 1-105 Carlson School of Management. Walk-in advising is also available on a daily basis for general questions or urgent matters.

Prospective transfer students may meet with an adviser on a walk-in basis during office hours, Monday through Friday, to discuss admission requirements.

All students are required to attend an orientation program prior to their first term in the school.

Honors
The Carlson School honors program is available to high achieving students. While the program requires hard work and a strong commitment to learning, it offers students access to a richer undergraduate experience by combining academic coursework and extracurricular activities.

Admission—The honors program is extremely competitive and all applicants must have excellent academic records and a history of high achievement. Freshmen who rank at the top of their high school class and have extensive leadership experience will be invited to apply. Sophomores and juniors should apply online after establishing a strong college record.

Freshmen and Sophomores—This program provides an introductory honors experience by allowing high achieving freshmen and sophomores to study in smaller classes and interact more closely with faculty. Participants also receive extended library privileges and can live in honors housing. Although students do not receive an award designation at commencement, they are recognized for having completed the program on their official transcript.

Requirements:
• Complete the Emerging Leadership Program
• Complete four honors courses, selecting from the list below:
  ECON 1101H - Microeconomics (4 cr) or ECON 1104
  ECON 1102H - Macroeconomics (4 cr) or ECON 1105
  OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
  ENGC 1011H - Honors: University Writing and Critical Reading (4 cr)
  MATH 1571H - Honors Calculus I (4 cr)
  ACCT 2050H - Financial Accounting (4 cr)
College of Liberal Arts honors colloquia or liberal arts honors course
• Maintain an overall GPA of 3.50 during the freshman and sophomore years.

Juniors and Seniors—This program gives high achieving juniors and seniors the opportunity to study in smaller classes, interact more closely with faculty, and work with other high achieving students. Students do not need to complete the freshman/sophomore program to be admitted to the junior/senior program. Students who complete the program will receive an honors designation on their diploma.

Requirements:
• Complete the Emerging Leadership Program
• Complete two courses from the following:
  BA 3200H — Leadership Colloquium (2 cr)
  BA 4000H — Honors Seminar (3 cr)
  MGMT 4004V — Honors: Business Policy: Strategy Formulation and Implementation (3 cr)
• Complete the Emerging Leadership Program
• Complete two courses from the following:
  BA 3033V — Honors: Business Communications (3 cr)
  MGMT 3040H — Honors: Understanding the International Environment of Firms, International Business (3 cr)
  BA 3990H — Honors topics (2-4 cr) (topics vary from semester to semester)
  ACCT 2050H - Financial Accounting (4 cr)
College of Liberal Arts honors colloquia or liberal arts honors course
• Complete at least 60 credits at the University of Minnesota.
• Achieve a GPA in the final 60 credits to qualify for graduation with Latin honors (as established by the University).

3.50 GPA — cum laude
3.66 GPA — magna cum laude
3.75 GPA — summa cum laude
Emerging Leadership Program—This program encourages high achieving students to engage in extracurricular activities that foster intellectual and personal growth. Activities promote the development of the characteristics associated with productive, ethical, and successful leaders. The program is open to students with an overall GPA of 3.50. To earn the Emerging Leadership designation, students must complete and document a minimum of 15 hours of activity in each of the following categories, plus an additional 10 hours of activity in one of them: leadership, community service, diversity, career development. After the activities are completed, students present their program to a panel of alumni, staff, and an honors board member.

Graduating with Honors—Students may be awarded Latin honors by completing the honors program above. Students may also qualify to graduate with high distinction or distinction without completing the honors requirements. They must complete at least 60 credits at the University of Minnesota to qualify. High distinction—3.900 GPA, distinction—3.750 GPA.

Special Learning Opportunities and Resources
The Carlson School provides programs and services that promote a positive learning experience to help foster student success. The comprehensive programs offered by the undergraduate program range from workshops, student organizations, retreats, case competitions, and national leadership conferences. Activities vary in length and intensity and are designed to provide students at all levels with leadership development opportunities.

Mentorship Program—This program provides valuable career exploration and professional development opportunities by matching students with successful professionals from the Twin Cities business community. Open to sophomores, juniors, and seniors, volunteer mentors guide students to become more focused in their professional goals. The program begins each fall, with activities continuing throughout the fall and spring semesters, and concludes in mid-April.

Technology Support—The Carlson School’s Office of Information Technology provides a variety of services and resources to Carlson students, faculty, and staff. Workshops on basic computing skills, including the use of word processing, spreadsheet, e-mail, and database systems, are offered on a regular basis. Equipment is available for students to check out. In addition, computer labs specifically designated for Carlson undergraduate students’ use are available in the school.

Ambassador Program—Carlson’s Undergraduate Ambassador Program is a service organization focused on leadership and service. The program serves on the college, University, and community. Student ambassadors are afforded a unique opportunity to interact with legislators, deans, corporate and community members, and prospective and fellow students on a frequent basis. Student volunteers are selected in September to serve one academic year, renewable once. Time commitment for the ambassador program varies depending on the time of year; however, students on average commit to 5 to 8 hours per week. The program begins in September and ends at May commencement. Summer commitments are not part of the ambassador program.

Carlson’s ambassadors enthusiastically and professionally represent the college at a variety of activities throughout the academic year. They serve as student representatives at committee meetings, greet special guests of the school, build strong relationships with the University community, meet with corporate recruiters, and help plan and organize special events at the Carlson School.

Business Week—As one of the most highly profiled annual events at the Carlson School of Management, Business Week provides a great opportunity for companies who recruit at the Carlson School and students to create or further establish a relationship with one another. Each year’s celebration includes a variety of events, both social and professional, organized to recognize the many achievements throughout the academic and business community.

Case Competitions—Each academic year seniors are provided the opportunity to compete in internal case competitions with other Carlson undergraduate students. From this pool of students a select few are chosen to compete in national case competitions. The national case competition locations vary by year. Typically, internal case competitions are held during September.

Leadership Conferences—The undergraduate program selects a few students each year to participate in national leadership conferences. Students who are chosen for this opportunity are typically juniors who have demonstrated exceptional leadership abilities. Conferences vary on location and time of year.

Scholarships
A variety of scholarships—both need- and merit-based—are available for current and prospective Carlson students. The priority deadline for most freshman scholarships is January 15. Applications are available from the Office of Admissions, 240 Williamson Hall (612-625-2008). Information and scholarship applications for continuing students are available online beginning in March of each year.

International Programs
Carlson School students in all majors are encouraged to study abroad. The undergraduate program is committed to having 50 percent or more of its students participate in a study abroad program as part of their undergraduate experience. In addition to providing a firsthand experience of today’s complex global economy, international study programs allow students to fulfill liberal education and major-related requirements, as well as elective credits. Semester-length programs, exchange programs, and several short-term global enrichment electives are available to students. All students with an international business major participate in a study abroad experience.

Explore study abroad programs, find out about scholarships, and get answers:

Learning Abroad Center
www.umabroad.umn.edu
230 Heller Hall
612-626-9000

Carlson International Programs Office
www.carlsonschool.umn.edu/Page615.aspx
Suite 4-104 Carlson School of Management
612-625-9361
Career Information

Carlson School students gain knowledge, practical skills, and real-life business experiences that today’s recruiters are looking for. In addition to developing strong communication and teamwork skills, students can participate in leadership and mentorship programs, connect with alumni, and use the Business Career Center. The Business Career Center (1-110 Carlson School of Management, 612-624-0011) offers a wide range of services, including career workshops, mock interviews, a career skills course (BA 3000), national site and industry visits, networking events, internship and full-time job postings through the Carlson Automated Recruiting System (CARS), and individual career coaching. Last year, more than 70 percent of Carlson students had jobs at graduation, far surpassing the national average of 45 percent.

Student Organizations

With more than 500 organizations at the University of Minnesota—dozens of which are affiliated with the Carlson School—students can get involved and connect with others who share their interests. Student organizations associated with the Carlson School include:

Actuarial Club consists of actuary, math, and business students from freshman to graduate status. The club holds monthly meetings and features speakers from many different consulting and insurance companies. There are also study groups, social events, and volunteer opportunities. The main event is the Actuarial Science Career Fair held every November.

Alpha Kappa Psi, a coeducational, national business fraternity, brings together students with a common interest in business for scholastic and social activities. Prominent men and women in business are featured at meetings throughout the year. Members participate in tours, seminars, and community service projects. Meetings are held Sunday evenings at the chapter house, 1116 Fifth Street S.E., Minneapolis. Visitors are welcome.

American Marketing Association (AMA) is a student-run organization whose main goal is to promote a better understanding of marketing and its role in the business world. AMA provides opportunities to hear area business leaders speak on current marketing issues, tour area firms, and make valuable business contacts. AMA is a great way to meet fellow marketing students, learn interviewing tips, and gain knowledge of careers in marketing.

Beta Alpha Psi (BAP) is a national, professional honorary organization made up of accounting majors. BAP introduces the aspiring accountant to the business world by encouraging interaction among students, faculty, alumni, and area business people. This is a great way to make new friends, get acquainted with professionals in the field, and learn about careers in accounting.

Beta Gamma Sigma encourages and rewards scholarship, promotes advancement of education in business, and fosters integrity in the conduct of business operations. Membership in Beta Gamma Sigma is the highest national recognition a student can receive in an undergraduate or master’s program in business or management. To be eligible for membership students must rank in the upper 7 percent of their junior class, upper 10 percent of their graduating senior class, or upper 20 percent of their graduating master’s class. Members are elected to membership and publicly recognized during spring semester.

Business Association for Multicultural Students (BAM) is a non-major specific organization. It exposes members to local companies who discuss their line of work, what employment opportunities they have, and what they look for in potential employees. Although most members are students of color, anyone is welcome to join. BAM sponsors tours of local corporations, guest speakers, and social events during the academic year.

Business Board (B-Board) is the student government of the Carlson School undergraduate program that sets policies that govern student organizations. Members serve on various school committees and plan activities to foster interaction among students and faculty. All students registered in the Carlson School are urged to inquire about nomination and election to the Board. Non-board members are welcome to participate in all B-Board meetings and events. Meetings are held on Wednesdays at 5:30 p.m. in the Undergraduate Student Lounge, Suite 1-112, at the Carlson School.

Club MIS is a student organization that offers opportunities to learn about the MIS industry. It’s a fun, relaxing environment to meet other students interested in MIS. At most meetings, there is a company presentation in addition to regular meeting activities. This provides students with a great opportunity to network and learn about companies they may be interested in for future internships or jobs. Club MIS also sponsors a variety of social activities, such as intramural teams, barbecues, dinners, and an annual ski-trip.

Consulting Club is for highly driven students interested in a consulting career. To create a dynamic and diverse club, students from all majors across the University are welcome. The club acts as a liaison between students and consulting firms by hosting various opportunities and events for students to acquire and refine their skills to be a competitive individual in the consulting field.

Delta Sigma Pi is an international professional business fraternity for men and women that offers everything from community service opportunities to intramural athletics. Meetings are held on Monday evenings.

Entrepreneurship Club is dedicated to teaching students how to become financially independent, successful entrepreneurs. The Entre Club is a group of student entrepreneurs who have come together to bring the spirit of entrepreneurship to the University by putting students and successful business owners together. Every week, members network with small business owners, presidents/CEOs, venture capitalists, restaurant/café owners, home business owners, bankers, investors, real estate investors, tax accountants, finance specialists, authors, and local leaders. All University students are welcome.

GLOBE provides opportunities for Carlson students, faculty, and staff interested in international business to learn about the topic through monthly speakers and various cultural activities. GLOBE’s mission is to promote international activities that integrate Carlson School students, community leaders, faculty, and staff for greater educational and social opportunities.

Honors Association believes that in addition to achieving excellent academic records, honors students in business should provide leadership and support activities outside of the classroom. You must be in the honors program to be a member of the Honors Association. See the Honors section for more information.

Investment and Finance Organization (InFO) is open to all students who wish to meet professionals within various areas of the financial industry. InFO exposes students to speakers from investing and finance companies that give valuable insight into career paths. InFO also sponsors social events to help students acquaint themselves with other students that have similar interests. Weekly meetings involve in-depth discussions about the stock market, investing, bonds, commodities, and financial planning.
Phi Beta Lambda (PBL) is the collegiate version of the Future Business Leaders of America (FBLA). It provides students interested in business-related careers the opportunity to sharpen their communication, leadership, and analytical skills through a series of local and national competitions. This organization is open to all University students and seeks participation particularly from freshmen and sophomores.

Pi Sigma Epsilon (PSE) is the only national, professional, and co-educational fraternity in marketing, sales management, and selling. The University of Minnesota chapter was founded in 2003. This organization provides great leadership, professional and career opportunities, workshops, site visits, and social events. PSE’s mission is to develop foundations of leadership and professionalism, while shaping members into able businessmen/women through real-world and educational experience within the fields of marketing and sales.

Real Estate Club is a group of highly motivated undergraduate students who are devoted to learn how to begin investing in real estate and firmly believe that real estate should secure an integral part in any serious investor’s portfolio. Join the Real Estate Club at weekly meetings to meet some of Minnesota’s most accomplished real estate professionals to. All majors are welcome.

Society for the Advancement of Management (SAM) welcomes management and non-management students interested in becoming involved in the business community. Members learn practical business techniques by interacting with practicing professionals and other students.

Society for Human Resource Management (SHRM) promotes mutually beneficial interaction between HR students and practitioners. Membership offers students the opportunity to supplement their classroom experiences with real-world knowledge and hands-on experiences.

Student Association for Accounting (SAFA) provides opportunities for accounting and finance students to meet members of the Twin Cities business community through a variety of social and professional events in a casual, relaxed environment. Events include a fall golf tournament as well as many smaller events with accounting and finance firms. SAFA has 10 executive committee members, allowing many people to plan events and take on various leadership roles.

Student Association for Nonprofit Enterprise (SANE) is dedicated to increasing nonprofit business awareness through interactions with the community and the University. SANE’s mission is to give University students the opportunity to give back to the community through volunteer services and to help the Carlson School integrate a nonprofit focus into the undergraduate program.

Supply Chain and Operations Club is a bridge for students between the academic world and the professional world. All majors are welcomed and encouraged to join. The club has numerous ties with professional organizations in the Twin Cities and regularly attends events with business professionals from the local community. Speaker events and site visits are held during every semester and there are numerous opportunities for networking and leadership. With the growing importance of lean supply chain management and the continual drive for quality and efficient operations, membership in the undergraduate Supply Chain and Operations Club indicates sensitivity to the ever-changing business environment.

Truth in Business (TiB) is a Christian business student organization that focuses on faith in the marketplace. Through weekly meetings, lectures, discussions, social events, and mentoring relationships students will gain the tools they need to be successful living out their faith in a bottom line business world. Open to all University students and welcome people of all denominations and beliefs.

Women in Business (WIB) is dedicated to bringing women together in business-related fields through networking, speakers, volunteering, and events. WIB strives to make opportunities in the business world for women more apparent and help overcome challenges encountered. WIB helps to develop skills to succeed in the business world and facilitates personal and professional growth. All majors and sexes are welcome.
Directory

Accounting and Business Law
3-122 Carlson School of Management
612-624-6506

Business Career Center
1-110 Carlson School of Management
612-624-0011

Carlson Executive M.B.A. Program
4-106 Carlson School of Management
612-624-1385

Executive Development Center
2-250 Carlson School of Management
612-624-2545

Finance
3-122 Carlson School of Management
612-624-2888

Health Care Management
(moved to School of Public Health)
612-624-5151

Human Resources and Industrial Relations
Industrial Relations Center (IRC)
3-300 Carlson School of Management
612-624-2500 (graduate programs, 624-5810)

Employer Education Service
612-624-5525
I.R. Reference Room
612-624-7011

Labor Education Service
612-624-5020

Information and Decision Sciences
3-365 Carlson School of Management
612-624-8030

Management and Information
Systems Research Center
3-306 Carlson School of Management
612-624-6565

International Programs
4-104 Carlson School of Management
612-625-9361

Juran Center for Leadership in Quality
3-306 Carlson School of Management
612-624-4554

Marketing and Logistics Management
3-150 Carlson School of Management
612-624-5055

Center for Entrepreneurial Studies
3-306 Carlson School of Management
612-624-3838

M.B.A. Program (full-time)
2-210 Carlson School of Management
612-624-0006

M.B.A. Program (part-time)
4-106 Carlson School of Management
612-626-7900

M.B.T. Program
3-108 Carlson School of Management
612-624-7511

M.S.-M.O.T. Program
107 Lind Hall
612-624-5747

Office of the Dean
4-300 Carlson School of Management
612-626-9636

Advancement
612-626-9636

Communications
612-626-7756

Financial Services
612-626-9382

Human Resources
612-626-9636

Office of Information Technology
1-160 Carlson School of Management
612-624-5550

Physical Resources
612-624-5567

Operations and Management Sciences
3-150 Carlson School of Management
612-624-7010

Ph.D. Program
4-201 Carlson School of Management
612-624-0875

Strategic Management and Organization
3-365 Carlson School of Management
612-624-5232

Strategic Management Research
3-306 Carlson School of Management
612-624-0226

Undergraduate Program
1-105 Carlson School of Management
612-624-3313

Mailing Address
Undergraduate Program Office
Carlson School of Management
University of Minnesota
1-105 Carlson School of Management
321 19th Avenue S.
Minneapolis, MN 55455-0430
612-624-3313
Fax: 624-0350
Web: www.carlsonschool.umn.edu
Degree Programs and Minors

Accounting B.S.B.

Requirements for this program are current for Fall 2006.

Required credits to graduate with this degree: 120.

Required credits within the major: 24.

Degree: Bachelor of Science in Business.

Accounting is the process of gathering financial information and presenting it in a manner that will help others make better decisions. Accountants also are frequently called upon to analyze financial information and provide important business advice. The terms and definitions that have emerged from the discipline of accounting are used widely within industry. In fact, accounting is commonly described as the “language of business.”

With increased automation over the years, the role of accountants has changed dramatically. Accountants have become recognized as valued business advisers and important members of an organization’s management team.

The major areas of study within the accounting curriculum are financial accounting, management accounting, income taxation, auditing, and business law.

The Carlson School Honors program offers students access to a richer undergraduate experience. Honors students have closer contact with their professors. They work in smaller classes and they put their skills to work for the benefit of the community. The program requires hard work and a strong commitment to learning.

Admission Requirements

Students must complete 50 credits before admission to the program.

A GPA above 2.00 is preferred for the following:

- 3.00 for students transferring from another University of Minnesota college.
- 3.00 for students transferring from outside the University.

Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores must complete microeconomics, macroeconomics, and calculus before admission. Juniors and above must complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Required Courses for Admission

Tool Courses

An adviser-approved statistics course may be taken in place of OMS 2550.

ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
or ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)
or ECON 1102H - Honors: Principles of Macroeconomics, IP, SSCI (4.0 cr)
or ECON 1105 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
MATH 1142 - Short Calculus, MATH (4.0 cr)
or MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1571H - Honors Calculus I, MATH, H (4.0 cr)
OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)

Technology and Psychology

BA 1001 is required for students admitted as freshmen and recommended for others who need additional background in technology.

BA 1001 - Introduction to Information Technology (1.0 cr)
PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

General Requirements

Recommended freshman writing course(s) for this program: ENGC 1011, 1012, 1013, or 1014

Program Requirements

Effective July 1, 2006: Students who wish to earn the Certified Public Accountant (CPA) certification will need to complete 150 credit hours of coursework.

Required Courses

Functional Core

ACCT 3001 - Introduction to Management Accounting (3.0 cr)
BA 3000 - Career Skills (1.0 cr)
FINA 3001 - Finance Fundamentals (3.0 cr)
HRIR 3021 - Human Resource Management and Industrial Relations (3.0 cr)
IDSC 3001 - Information Systems for Business Processes and Management (3.0 cr)
MGMT 3001 - Fundamentals of Management (3.0 cr)
MKTG 3001 - Principles of Marketing (3.0 cr)
OMS 3001 - Introduction to Operations Management (3.0 cr)

Communication, International, Business Policy Core

BA 3033W - Business Communication, WI (3.0 cr)
or BA 3033V - Honors: Business Communication, WI, H (3.0 cr)
MGMT 3040 - Understanding the International Environment of Firms: International Business, H (3.0 cr)
or MGMT 3040H - Honors: Understanding the International Environment of Firms, International Business, H (3.0 cr)
MGMT 4004W - Business Policy: Strategy Formulation and Implementation, WI (3.0 cr)
or MGMT 4004V - Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3.0 cr)

Major Courses

ACCT 5101 - Intermediate Accounting I (4.0 cr)
ACCT 5102 - Intermediate Accounting II (4.0 cr)
ACCT 5125 - Auditing Principles and Procedures (4.0 cr)
The program requires hard work and a strong commitment to learning.

Admission Requirements
Students must complete 50 credits before admission to the program.

A GPA above 2.00 is preferred for the following:

- 3.00 for students transferring from another University of Minnesota college.
- 3.00 for students transferring from outside the University.

Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores need to complete microeconomics, macroeconomics, and calculus before admission. Juniors and above need to complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Required Courses for Admission

Tool Courses
An adviser-approved statistics course may be taken in place of OMS 2550. MATH 1271 is recommended instead of MATH 1142 and is a prerequisite for future math courses in the major.

ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
or ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)
or ECON 1101H - Honors Course: Principles of Microeconomics, IP, SSCI, H (4.0 cr)
or ECON 1104 - Principles of Microeconomics, IP, SSCI (4.0 cr)
APEC 1102 - Principles of Macroeconomics, IP, SSCI (3.0 cr)
or ECON 1102 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
or ECON 1102H - Honors: Principles of Macroeconomics, IP, SSCI, H (4.0 cr)
or ECON 1105 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1142 - Short Calculus, MATH (4.0 cr)
or MATH 1571H - Honors Calculus I, MATH, H (4.0 cr)
OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)

Technology and Psychology

BA 1001 is required for students admitted as freshmen and recommended for others who need additional background with technology.

BA 1001 - Introduction to Information Technology (1.0 cr)
PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

Preparatory Mathematics

These courses are prerequisites to mathematics courses for the major.

MATH 1272 - Calculus II (4.0 cr)
MATH 2243 - Linear Algebra and Differential Equations (4.0 cr)
MATH 2263 - Multivariable Calculus (4.0 cr)

General Requirements

Recommended freshman writing course(s) for this program:
ENG 1011, 1012, 1013, or 1014
### Actuarial Science Minor

**Finance**

Requirements for this program are current for Fall 2006.

Required credits in this minor: 15.

See major description for more information.

**Admission Requirements**

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at [http://admissions.tc.umn.edu](http://admissions.tc.umn.edu).

**Program Requirements**

This minor is only available to students admitted to a degree program in the Carlson School of Management.

### Entrepreneurial Management B.S.B.

#### Strategic Management & Organization

Requirements for this program are current for Fall 2006.

Required credits to graduate with this degree: 120.

Required credits within the major: 20.

Degree: Bachelor of Science in Business.

Businesses, large and small, are coming to understand a new environment of rapid change. They are being challenged to take advantage of new markets and greater demands on current products. Their ability to adapt to a rapidly changing environment can yield great rewards, but it requires multifunctional and multitasking individuals able to form and develop new businesses and comfortably exist within a sea of change.

The entrepreneurial management major provides current and future business professionals with the necessary skills and tools to successfully form and develop businesses and function as entrepreneurs or as productive members of entrepreneurial, emerging, or aggressively-positioned companies. These organizations require individuals that have the ability to manage risk, multitask across functional boundaries, and creatively engage and adapt to an environment that is constantly changing.

The Carlson School Honors program offers students access to a richer undergraduate experience. Honors students have closer contact with their professors. They work in smaller classes and they put their skills to work for the benefit of the community. The program requires hard work and a strong commitment to learning.

#### Admission Requirements

Students must complete 50 credits before admission to the program.

A GPA above 2.00 is preferred for the following:

- 3.00 for students transferring from another University of Minnesota college.
- 3.00 for students transferring from outside the University.

Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores need to complete microeconomics, macroeconomics, and calculus before admission. Juniors and above need to complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.

### Program Requirements

**Required Courses**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MATH 4100</td>
<td>Business Policy: Strategy Formulation and Implementation, WI</td>
</tr>
<tr>
<td>MATH 4101</td>
<td>Business Policy: Strategy Formulation and Implementation, WI</td>
</tr>
<tr>
<td>MATH 4102</td>
<td>Business Policy: Strategy Formulation and Implementation, WI</td>
</tr>
<tr>
<td>MATH 5067</td>
<td>Actuarial Mathematics I (4.0 cr)</td>
</tr>
<tr>
<td>MATH 5068</td>
<td>Actuarial Mathematics II (4.0 cr)</td>
</tr>
<tr>
<td>MATH 5651</td>
<td>Basic Theory of Probability and Statistics (4.0 cr)</td>
</tr>
<tr>
<td>MATH 5652</td>
<td>Introduction to Stochastic Processes (4.0 cr)</td>
</tr>
<tr>
<td>STAT 4101</td>
<td>Theory of Statistics I (4.0 cr)</td>
</tr>
<tr>
<td>STAT 5101</td>
<td>Theory of Statistics I (4.0 cr)</td>
</tr>
<tr>
<td>STAT 5102</td>
<td>Theory of Statistics II (4.0 cr)</td>
</tr>
<tr>
<td>STAT 5103</td>
<td>Theory of Statistics II (4.0 cr)</td>
</tr>
</tbody>
</table>

**Electives**

Take 4 or more credit(s) from the following:

- INS 4100 - Corporate Risk Management (2.0 cr)
- INS 4101 - Employee Benefits (2.0 cr)
- INS 4200 - Insurance Theory and Practice (2.0 cr)
- INS 4201 - Personal Financial Management (2.0 cr)
- INS 4202 - Personal Financial Planning 2: Tax and Estate Planning Techniques (2.0 cr)
Required Courses for Admission

Tool Courses
An adviser-approved statistics course may be taken in place of OMS 2550.
ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
or ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)
or ECON 1101H - Honors Course: Principles of Microeconomics, IP, SSCI, H (4.0 cr)
or ECON 1104 - Principles of Microeconomics, IP, SSCI (4.0 cr)
or ECON 1105 - Principles of Microeconomics, IP, SSCI (3.0 cr)
or ECON 1102 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
or ECON 1102 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
or ECON 1102H - Honors: Principles of Macroeconomics, IP, SSCI, H (4.0 cr)
or ECON 1105 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
MATH 1142 - Short Calculus, MATH (4.0 cr)
or MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1571H - Honors Calculus I, MATH, H (4.0 cr)
or MATH 1572H - Honors Calculus II, H (4.0 cr)
OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)

Technology and Psychology
BA 1001 is required for students admitted as freshmen and recommended for others who need additional background with technology.
BA 1001 - Introduction to Information Technology (1.0 cr)
PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

General Requirements
Recommended freshman writing course(s) for this program:
ENGC 1011, 1012, 1013, or 1014

Program Requirements

Required Courses

Functional Core
ACCT 3001 - Introduction to Management Accounting (3.0 cr)
BA 3000 - Career Skills (1.0 cr)
FINA 3001 - Finance Fundamentals (3.0 cr)
HRIR 3021 - Human Resource Management and Industrial Relations (3.0 cr)
IDSC 3001 - Information Systems for Business Processes and Management (3.0 cr)
MGMT 3001 - Fundamentals of Management (3.0 cr)
MKTG 3001 - Principles of Marketing (3.0 cr)
OMS 3001 - Introduction to Operations Management (3.0 cr)

Communication, International, Business Policy Core
BA 3033W - Business Communication, WI (3.0 cr)
or BA 3033V - Honors: Business Communication, WI, H (3.0 cr)
MGMT 3040 - Understanding the International Environment of Firms: International Business, IP (3.0 cr)
or MGMT 3040H - Honors: Understanding the International Environment of Firms, International Business, H (3.0 cr)
MGMT 4004W - Business Policy: Strategy Formulation and Implementation, WI (3.0 cr)
or MGMT 4004V - Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3.0 cr)

Electives
Take 8 or more credit(s) from the following:
ACCT 3001 - Intermediate Management Accounting (2.0 cr)
ACCT 5100 - Corporate Financial Reporting (4.0 cr)
ACCT 5160 - Financial Statement Analysis (2.0 cr)
BLAW 3058 - The Law of Contracts and Agency (4.0 cr)
FINA 4241 - Corporate Financing Decisions (4.0 cr)
FINA 4242 - Corporate Investment Decisions (4.0 cr)
FINA 4041 - International Finance and Risk Management (4.0 cr)
HRIR 3031 - Staffing and Selection: Strategic and Operational Concerns (2.0 cr)
IDSC 3202 - Analysis and Modeling for Business Systems Development (4.0 cr)
INS 4100 - Corporate Risk Management (2.0 cr)
INS 4201 - Personal Financial Management (2.0 cr)
MGMT 4002 - Managerial Psychology (4.0 cr)
MKTG 3010 - Marketing Research (4.0 cr)
MKTG 4050 - Integrated Marketing Communications (4.0 cr)
OMS 3041 - Project Management (2.0 cr)
OMS 3056 - Operations Planning and Control (4.0 cr)

Entrepreneurial Management Minor

Strategic Management & Organization
Requirements for this program are current for Fall 2006. Required credits in this minor: 16.
See major description for more information.

Admission Requirements
For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Program Requirements
This minor is only available for students admitted to a degree program in the Carlson School of Management.

Required Courses

Minor Courses
Students minoring in entrepreneurial management must take a minimum of 10 credits from the required courses below, and an additional 6 credits from either the required courses or elective courses listed below. Required courses may not be used to fulfill the 6 credits of electives requirement.
Take 10 or more credit(s) from the following:
MGMT 3010 - Introduction to Entrepreneurship (4.0 cr)
MGMT 4008 - Entrepreneurial Management (4.0 cr)
MGMT 4050 - Management of Innovation and Change (2.0 cr)
MGMT 4177 - The Business Plan (2.0 cr)

Electives
Take 6 or more credit(s) from the following:
ACCT 3001 - Intermediate Management Accounting (2.0 cr)
ACCT 5100 - Corporate Financial Reporting (4.0 cr)
ACCT 5160 - Financial Statement Analysis (2.0 cr)
BLAW 3058 - The Law of Contracts and Agency (4.0 cr)
FINA 4241 - Corporate Financing Decisions (4.0 cr)
Finance B.S.B.

Finance

Requirements for this program are current for Fall 2006.

Required credits to graduate with this degree: 120.

Required credits within the major: 20.

Degree: Bachelor of Science in Business.

The finance major develops students’ understanding of principles and techniques of effective financial decision making. It provides students with the skills and knowledge required to assist businesses, governments, or individuals in answering questions regarding raising funds, making investments, evaluating performance, and distributing profits.

The Carlson School Honors program offers students access to a richer undergraduate experience. Honors students have closer contact with their professors. They work in smaller classes and they put their skills to work for the benefit of the community. The program requires hard work and a strong commitment to learning.

Admission Requirements

Students must complete 50 credits before admission to the program.

A GPA above 2.00 is preferred for the following:

- 3.00 for students transferring from another University of Minnesota college.
- 3.00 for students transferring from outside the University.

Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores need to complete microeconomics, macroeconomics, and calculus before admission. Juniors and above need to complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Required Courses for Admission

Tool Courses

An adviser-approved statistics course may be taken in place of OMS 2550.

ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
or ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)

Electives

Take 12 or more credit(s) from the following:

ACCT 5100 - Corporate Financial Reporting (4.0 cr)
or ACCT 5102 - Corporate Accounting II (4.0 cr)
or ACCT 5101 - Intermediate Accounting I (4.0 cr)
or ACCT 5100 - Corporate Financial Reporting (4.0 cr)
or ACCT 5102 - Principles of Microeconomics, IP, SSCI (4.0 cr)
or ACCT 5101 - Intermediate Accounting I (4.0 cr)

In order to declare a major, students must complete:

- MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1571H - Honors Calculus I, MATH, H (4.0 cr)
or MATH 1572H - Honors Calculus II, H (4.0 cr)

Requirements for this program are current for Fall 2006.

Degree Programs

Carlson School of Management
Finance Minor

Finance

Requirements for this program are current for Fall 2006.
Required credits in this minor: 12.
See major description for more information.

Admission Requirements

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Program Requirements

This minor is only available for students admitted to a degree program in the Carlson School of Management.

Required Courses

Minor Courses
FINA 4241 - Corporate Financing Decisions (4.0 cr)

Take 8 or more credit(s) from the following:
ACCT 5100 - Corporate Financial Reporting (4.0 cr)
FINA 4121 - Financial Markets and Interest Rates (2.0 cr)
FINA 4122 - Banking Institutions (2.0 cr)
FINA 4242 - Corporate Investment Decisions (4.0 cr)
FINA 4321 - Portfolio Management and Performance Evaluation (2.0 cr)
FINA 4322 - Security Analysis (2.0 cr)
FINA 4541 - Futures, Options, and Other Derivative Securities (4.0 cr)
FINA 4641 - International Finance and Risk Management (4.0 cr)

General Management Self-Designed B.S.B.

Requirements for this program are current for Fall 2006.
Required credits to graduate with this degree: 120.
Required credits within the major: 16.
Degree: Bachelor of Science in Business.

The general management self-designed major is intended for students who wish to develop an area of expertise outside of the major programs offered by the Carlson School. Students who pursue this major should have a particular career goal or objective in mind that can best be addressed through a self-designed program of study.

Admission Requirements

Students must complete 50 credits before admission to the program.
Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the 5 tool courses and liberal education requirements.

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Required Courses for Admission

Tool Courses
An adviser-approved statistics course may be taken in place of OMS 2550.
ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
or ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)
or ECON 1101H - Honors Course: Principles of Microeconomics, IP, SSCI, H (4.0 cr)
or ECON 1104 - Principles of Microeconomics, IP, SSCI (4.0 cr)
APEC 1102 - Principles of Macroeconomics, IP, SSCI (3.0 cr)
or ECON 1102 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
or ECON 1102H - Honors: Principles of Macroeconomics, IP, SSCI, H (4.0 cr)
or ECON 1105 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
MATH 1142 - Short Calculus, MATH (4.0 cr)
or MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1571H - Honors Calculus I, MATH, H (4.0 cr)
or MATH 1572H - Honors Calculus II, H (4.0 cr)
OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)

Technology and Psychology

BA 1001 is required for students admitted as freshmen and recommended for others who need additional background with technology.
BA 1001 - Introduction to Information Technology (1.0 cr)
PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

General Requirements

Recommended freshman writing course(s) for this program:
EngC 1011, 1012, 1013, or 1014

Program Requirements

Required Courses

Functional Core
ACCT 3001 - Introduction to Management Accounting (3.0 cr)
BA 3000 - Career Skills (1.0 cr)
FINA 3001 - Finance Fundamentals (3.0 cr)
HRIR 3021 - Human Resource Management and Industrial Relations (3.0 cr)
IDSC 3001 - Information Systems for Business Processes and Management (3.0 cr)
MGMT 3001 - Fundamentals of Management (3.0 cr)
MKTG 3001 - Principles of Marketing (3.0 cr)
OMS 3001 - Introduction to Operations Management (3.0 cr)

Communication, International, Business Policy Core
BA 3033W - Business Communication, WI, W (3.0 cr)
or BA 3033V - Honors: Business Communication, WI, W, H (3.0 cr)
MGMT 3040 - Understanding the International Environment of Firms: International Business, IP (3.0 cr)
or MGMT 3040H - Honors: Understanding the International Environment of Firms, International Business, H (3.0 cr)
MGMT 4004W - Business Policy: Strategy Formulation and Implementation, WI, W (3.0 cr)
or MGMT 4004V - Honors: Business Policy: Strategy Formulation and Implementation, WI, W, H (3.0 cr)

Major Courses

There are no specific course requirements for the general management self-designed major. Each student designs his or her own course of study in consultation with their adviser.
Human Resources and Industrial Relations B.S.B.

Industrial Relations Center

Requirements for this program are current for Fall 2006.

Required credits to graduate with this degree: 120.

Required credits within the major: 16.

Degree: Bachelor of Science in Business.

The human resources and industrial relations (HRIR) major prepares graduates for positions involving the recruitment and/or selection of new employees, identification of training needs among new and current workers, the functional operation of compensation systems and benefits packages, and the management of employee relations programs where workers are represented by trade unions. Human resource specialists have progressed from record keepers to strategic partners in the areas of finance and marketing as organizations recognize the importance of qualified people to their success. Today businesses compete as much based on human capital as they do on physical capital. The Carlson School Honors program offers students access to a richer undergraduate experience. Honors students have closer contact with their professors. They work in smaller classes and they put their skills to work for the benefit of the community. The program requires hard work and a strong commitment to learning.

Admission Requirements

Students must complete 50 credits before admission to the program.

A GPA above 2.00 is preferred for the following:

- 3.00 for students transferring from another University of Minnesota college.
- 3.00 for students transferring from outside the University.

Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores need to complete microeconomics, macroeconomics, and calculus before admission. Juniors and above need to complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Required Courses for Admission

Tool Courses

An adviser-approved statistics course may be taken in place of MATH 1571H - Honors Calculus I, MATH, H (4.0 cr) or MATH 1572H - Honors Calculus II, H (4.0 cr)

OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr) or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)

Technology and Psychology

BA 1001 is required for students admitted as freshmen and recommended for others who need additional background with technology.

BA 1001 - Introduction to Information Technology (1.0 cr)

PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

General Requirements

Recommended freshman writing course(s) for this program:

ENGC 1011, 1012, 1013, or 1014

Program Requirements

Required Courses

Functional Core

ACCT 3001 - Introduction to Management Accounting (3.0 cr)
BA 3000 - Career Skills (1.0 cr)
FINA 3001 - Finance Fundamentals (3.0 cr)
HRIR 3021 - Human Resource Management and Industrial Relations (3.0 cr)
IDSC 3001 - Information Systems for Business Processes and Management (3.0 cr)
MGMT 3001 - Fundamentals of Management (3.0 cr)
MKTG 3001 - Principles of Marketing (3.0 cr)
OMS 3001 - Introduction to Operations Management (3.0 cr)

Communication, International, Business Policy Core

BA 3033W - Business Communication, WI (3.0 cr)
or BA 3033V - Honors: Business Communication, WI, H (3.0 cr)
MGMT 3040 - Understanding the International Environment of Firms: International Business, IP (3.0 cr)
or MGMT 3040H - Honors: Understanding the International Environment of Firms, International Business, H (3.0 cr)
MGMT 4004W - Business Policy: Strategy Formulation and Implementation, WI (3.0 cr)
or MGMT 4004V - Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3.0 cr)

Major Courses

Take 16 or more credit(s) from the following:

HRIR 3011 - Staffing and Selection: Strategic and Operational Concerns (2.0 cr)
HRIR 3032 - Training and Development (2.0 cr)
HRIR 3041 - The Individual in the Organization (2.0 cr)
HRIR 3042 - The Individual and Organizational Performance (2.0 cr)
HRIR 3051 - Compensation: Theory and Practice (2.0 cr)
HRIR 3071 - Union Organizing and Labor Relations (2.0 cr)
HRIR 3072 - Collective Bargaining and Dispute Resolution (2.0 cr)
HRIR 5000 - Topics in Human Resources and Industrial Relations (2.0 cr)
HRIR 5021 - Systems of Conflict and Dispute Resolution (4.0 cr)
HRIR 5022 - Managing Diversity (2.0 cr)
HRIR 5023 - Employment and Labor Law for the HRIR Professional (2.0 cr)
HRIR 5024 - Employee Performance: Appraisal and Management (2.0 cr)
HRIR 5025 - Comparative and International Human Resources and Industrial Relations, IP (2.0 cr)
HRIR 5026 - Innovative HR Leadership in the Context of Change and Uncertainty (2.0 cr)

HRIR 5054 - Public Policies on Employee Benefits: Social Safety Nets (2.0 cr)
HRIR 5061 - Public Policies on Work and Pay (3.0 cr)
HRIR 5991 - Independent Study in Human Resources and Industrial Relations (1.0-8.0 cr)
INS 4101 - Employee Benefits (2.0 cr)
Human Resources and Industrial Relations Minor

Requirements for this program are current for Fall 2006.
Required credits in this minor: 8.
See major description for more information.

Admission Requirements

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Program Requirements

This minor is only available for students admitted to a degree program in the Carlson School of Management.

Required Courses

Minor Courses

Take 8 or more credit(s) from the following:
HRIR 3031 - Staffing and Selection: Strategic and Operational Concerns (2.0 cr)
HRIR 3032 - Training and Development (2.0 cr)
HRIR 3041 - The Individual in the Organization (2.0 cr)
HRIR 3042 - The Individual and Organizational Performance (2.0 cr)
HRIR 3051 - Compensation: Theory and Practice (2.0 cr)
HRIR 3071 - Union Organizing and Labor Relations (2.0 cr)
HRIR 3072 - Collective Bargaining and Dispute Resolution (2.0 cr)
HRIR 5000 - Topics in Human Resources and Industrial Relations (2.0 cr)
HRIR 5021 - Systems of Conflict and Dispute Resolution (4.0 cr)
HRIR 5022 - Managing Diversity (2.0 cr)
HRIR 5023 - Employment and Labor Law for the HRIR Professional (2.0 cr)
HRIR 5024 - Employee Performance: Appraisal and Management (2.0 cr)
HRIR 5025 - Comparative and International Human Resources and Industrial Relations, IP (2.0 cr)
HRIR 5026 - Innovative HR Leadership in the Context of Change and Uncertainty (2.0 cr)
HRIR 5061 - Public Policies on Work and Pay (3.0 cr)
INS 4101 - Employee Benefits (2.0 cr)

International Business B.S.B.

Curtis L. Carlson School of Management - Adm

Requirements for this program are current for Fall 2006.
Required credits to graduate with this degree: 120.
Required credits within the major: 16.
Degree: Bachelor of Science in Business.
Carlson’s international mission is “to ensure that its faculty and students obtain the necessary understanding of and appreciation for the impact of a global economy on the teaching and practice of management...” The major in international business follows this mission and allows students to combine study abroad experience(s) with coursework in international business and economics, and language.
The international business program may only be completed as a second major in combination with another Carlson School major.
The Carlson School Honors program offers students access to a richer undergraduate experience. Honors students have closer contact with their professors. They work in smaller classes and they put their skills to work for the benefit of the community. The program requires hard work and a strong commitment to learning.

Admission Requirements

Students must complete 50 credits before admission to the program.
A GPA above 2.00 is preferred for the following:
• 3.00 for students transferring from another University of Minnesota college.
• 3.00 for students transferring from outside the University.
Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores need to complete microeconomics, macroeconomics, and calculus before admission. Juniors and above need to complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Required Courses for Admission

Tool Courses

An adviser-approved statistics course may be taken in place of OMS 2550.
ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
or ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)
or ECON 1101H - Honors Course: Principles of Microeconomics, IP, SSCI, H (4.0 cr)
or ECON 1104 - Principles of Microeconomics, IP, SSCI (4.0 cr)
APEC 1102 - Principles of Macroeconomics, IP, SSCI (3.0 cr)
or ECON 1102 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
or ECON 1102H - Honors: Principles of Macroeconomics, IP, SSCI, H (4.0 cr)
or ECON 1105 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
MATH 1142 - Short Calculus, MATH (4.0 cr)
or MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1571H - Honors Calculus I, MATH, H (4.0 cr)
or MATH 1572H - Honors Calculus II, H (4.0 cr)
OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)

Technology and Psychology

BA 1001 is required for students admitted as freshmen and recommended for others who need additional background with technology.
BA 1001 - Introduction to Information Technology (1.0 cr)
PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

General Requirements

Recommended freshman writing course(s) for this program: ENGC 1011, 1012, 1013, or 1014

Program Requirements

Students are required to take 4 semester(s) of any second language.
The international business major is completed as a co-major within the Carlson School. Students complete coursework abroad or at the University of Minnesota and should satisfy the following requirements:
• At least one course with an international focus supporting or broadening the student’s knowledge of their primary major.
• At least one course focusing on the economic environment in which global business operates.
• Two supporting courses (6 credits maximum) focusing on the humanities and sociocultural aspects of the population of the region.

• Students submit a proposal outlining the courses they wish to include along with a rationale of how the courses contribute to an understanding of international business.

**Required Courses**

**Functional Core**
- ACCT 3001 - Introduction to Management Accounting (3.0 cr)
- BA 3000 - Career Skills (1.0 cr)
- FINA 3001 - Finance Fundamentals (3.0 cr)
- HRIR 3021 - Human Resource Management and Industrial Relations (3.0 cr)
- IDSC 3001 - Information Systems for Business Processes and Management (3.0 cr)
- MGMT 3001 - Fundamentals of Management (3.0 cr)
- MKTG 3001 - Principles of Marketing (3.0 cr)
- OMS 3001 - Introduction to Operations Management (3.0 cr)

**Communication, International, Business Policy Core**
- BA 3033W - Business Communication, WI (3.0 cr)
- or BA 3033V - Honors: Business Communication, WI, H (3.0 cr)
- MGMT 3040 - Understanding the International Environment of Firms: International Business, IP (3.0 cr)
- or MGMT 3040H - Honors: Understanding the International Environment of Firms, International Business, H (3.0 cr)
- MGMT 4004W - Business Policy: Strategy Formulation and Implementation, WI (3.0 cr)
- or MGMT 4004V - Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3.0 cr)

**Major Courses**

Students must complete 10–12 credits of coursework that supports their primary business major and focuses on the economic environment in which global business operates. In addition, students must complete 4–6 credits focusing on the sociocultural aspects of the population of the region. Courses may be completed in a study abroad program or on campus. However, a study abroad experience of at least a semester in length is required, and it is recommended that at least half of the international business requirements are completed abroad.

### Management Minor

Requirements for this program are current for Fall 2006.

Required credits in this minor: 16.

The Carlson School’s management minor provides a broad understanding of business principles through the study of seven functional areas. Available to students in all majors at the University of Minnesota, Twin Cities, this general management background will help students succeed in whatever field they choose.

The Carlson School has partnered with the Hubert H. Humphrey Institute of Public Affairs in offering courses focusing on the nonprofit environment as part of the management minor.

### Admission Requirements

Students must complete 30 credits before admission to the program.

A GPA above 2.00 is preferred for the following:

- 3.00 for students already admitted to the degree-granting college.
- 3.00 for students transferring from another University of Minnesota college.
- 3.00 for students transferring from outside the University.

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at [http://admissions.tc.umn.edu](http://admissions.tc.umn.edu).

### Required Courses for Admission

**Economics, Math, and Statistics Courses**
- ECON 1102 or ECON 1105 are recommended but not required.
  - ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)
  - or ECON 1104 - Principles of Microeconomics, IP, SSCI (4.0 cr)
  - MATH 1031 - College Algebra and Probability, MATH (3.0 cr)
  - or a higher level math course may be taken in place of MATH 1031.
  - OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
  - or an adviser-approved statistics course may be substituted for OMS 2550.

### Program Requirements

**Required Courses**

- ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
- Take 12 or more credit(s) from the following:
  - ACCT 3001 - Introduction to Management Accounting (3.0 cr)
  - FINA 3001 - Finance Fundamentals (3.0 cr)
  - HRIR 3021 - Human Resource Management and Industrial Relations (3.0 cr)
  - IDSC 3001 - Information Systems for Business Processes and Management (3.0 cr)
  - MGMT 3001 - Fundamentals of Management (3.0 cr)
  - MKTG 3001 - Principles of Marketing (3.0 cr)
  - TOMS 3001 - Introduction to Operations Management (3.0 cr)
  - PA 3003 - Nonprofit and Public Financial Analysis and Budgeting (3.0 cr)
  - PA 4101 - Nonprofit Management and Governance (3.0 cr)

### Management Information Systems B.S.B.

**Information & Decision Sciences**

Requirements for this program are current for Fall 2006.

Required credits to graduate with this degree: 120.

Required credits within the major: 20.

Degree: Bachelor of Science in Business.

The management information systems (MIS) major prepares students to be leaders in conceptualizing, prescribing, developing, and delivering leading-edge information system applications that support business processes and management decision making. It provides students with an understanding of the functions of information systems in organizations and detailed knowledge of information system analysis, design, and operation.
Carlson School of Management

The Carlson School Honors program offers students access to a richer undergraduate experience. Honors students have closer contact with their professors. They work in smaller classes and they put their skills to work for the benefit of the community. The program requires hard work and a strong commitment to learning.

Admission Requirements

Students must complete 50 credits before admission to the program.

A GPA above 2.00 is preferred for the following:

- 3.00 for students transferring from another University of Minnesota college.
- 3.00 for students transferring from outside the University.

Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores need to complete microeconomics, macroeconomics, and calculus before admission. Juniors and above need to complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Required Courses for Admission

Tool Courses

An adviser-approved statistics course may be taken in place of OMS 2550.

- ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
- APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
- or ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)
- or ECON 1101H - Honors Course: Principles of Microeconomics, IP, SSCI, H (4.0 cr)
- or ECON 1104 - Principles of Microeconomics, IP, SSCI (4.0 cr)
- APEC 1102 - Principles of Macroeconomics, IP, SSCI (3.0 cr)
- or ECON 1102 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
- or ECON 1102H - Honors: Principles of Macroeconomics, IP, SSCI, H (4.0 cr)
- or ECON 1105 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
- MATH 1142 - Short Calculus, MATH (4.0 cr)
- or MATH 1271 - Calculus I, MATH (4.0 cr)
- or MATH 1571H - Honors Calculus I, MATH, H (4.0 cr)
- or MATH 1572H - Honors Calculus II, H (4.0 cr)
- OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
- or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)

Technology and Psychology

BA 1001 is required for students admitted as freshmen and recommended for others who need additional background with technology.

- BA 1001 - Introduction to Information Technology (1.0 cr)
- PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

General Requirements

Recommended freshman writing course(s) for this program:

ENGCS 1011, 1012, 1013, or 1014

Program Requirements

Required Courses

Functional Core

- ACCT 3001 - Introduction to Management Accounting (3.0 cr)
- BA 3000 - Career Skills (1.0 cr)

Management Information Systems Minor

Information & Decision Sciences

Requirements for this program are current for Fall 2006.

Required credits in this minor: 12.

The management information systems (MIS) minor prepares students to be leaders in conceptualizing, prescribing, developing, and delivering leading-edge information system applications that support business processes and management decision making. It provides students with an understanding of the functions of information systems in organizations and detailed knowledge of information system analysis, design, and operation.

Admission Requirements

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Program Requirements

This minor is only available for students admitted to a degree program in the Carlson School of Management.

Required Courses

Minor Requirements

- IDSC 3202 - Analysis and Modeling for Business Systems Development (4.0 cr)
Marketing B.S.B.
Marketing & Logistics Management

Requirements for this program are current for Fall 2006.
Required credits to graduate with this degree: 120.
Degree: Bachelor of Science in Business.
Marketing is concerned with the flow of goods and services through the economy and the distribution of both industrial and consumer goods. Because more than one half of the consumer dollar goes to pay for marketing services, marketing is a significant part of the economy, and the efficiency with which marketing activities are carried out has major social and economic implications.
The Carlson School Honors program offers students access to a richer undergraduate experience. Honors students have closer contact with their professors. They work in smaller classes and they put their skills to work for the benefit of the community. The program requires hard work and a strong commitment to learning.

Admission Requirements
Students must complete 50 credits before admission to the program.
A GPA above 2.00 is preferred for the following:
• 3.00 for students transferring from another University of Minnesota college.
• 3.00 for students transferring from outside the University.
Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores need to complete microeconomics, macroeconomics, and calculus before admission. Juniors and above need to complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.
For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at [http://admissions.tc.umn.edu](http://admissions.tc.umn.edu).

Required Courses for Admission
Tool Courses
An adviser-approved statistics course may be taken in place of OMS 2550.

ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
IDSC 3201 - Introduction to Programming for Systems Development (4.0 cr)
IDSC 4203 - Information Technology Infrastructure (4.0 cr)
IDSC 4204 - Managing Information Services (4.0 cr)
IDSC 4401 - Information Security (2.0 cr)
IDSC 4421 - Financial Information Systems and Technologies (2.0 cr)
IDSC 4431 - Advanced Database Design (2.0 cr)
IDSC 4432 - Advanced Database Management and Administration (2.0 cr)
IDSC 4441 - Electronic Commerce (2.0 cr)
IDSC 4461 - Data Warehousing (2.0 cr)
IDSC 4490 - Information Systems Special Topics (2.0 cr)

or ECON 1101 - Principles of Microeconomics, IP, SSCI (3.0 cr)
or ECON 1101H - Honors Course: Principles of Microeconomics, IP, SSCI, H (4.0 cr)
or ECON 1104 - Principles of Microeconomics, IP, SSCI (4.0 cr)
APEC 1102 - Principles of Macroeconomics, IP, SSCI (3.0 cr)
or ECON 1102H - Honors: Principles of Macroeconomics, IP, SSCI, H (4.0 cr)
or ECON 1105 - Principles of Macroeconomics, IP, SSCI (4.0 cr)

MATH 1142 - Short Calculus, MATH (4.0 cr)
or MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1571H - Honors Calculus I, MATH, H (4.0 cr)
or MATH 1572H - Honors Calculus II, H (4.0 cr)
OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)

Technology and Psychology
BA 1001 is required for students admitted as freshmen and recommended for others who need additional background with technology.
BA 1001 - Introduction to Information Technology (1.0 cr)
PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

General Requirements
Recommended freshman writing course(s) for this program: ENGC 1011, 1012, 1013, or 1014

Program Requirements
Required Courses
Functional Core
ACCT 3001 - Introduction to Management Accounting (3.0 cr)
BA 3000 - Career Skills (1.0 cr)
FINA 3001 - Finance Fundamentals (3.0 cr)
HRIR 3021 - Human Resource Management and Industrial Relations (3.0 cr)
IDSC 3001 - Information Systems for Business Processes and Management (3.0 cr)
MGMT 3001 - Fundamentals of Management (3.0 cr)
MKTG 3001 - Principles of Marketing (3.0 cr)
OMS 3001 - Introduction to Operations Management (3.0 cr)

Communication, International, Business Policy Core
BA 3033W - Business Communication, WI (3.0 cr)
or BA 3033V - Honors: Business Communication, WI, H (3.0 cr)
MGMT 3040 - Understanding the International Environment of Firms: International Business, IP (3.0 cr)
or MGMT 3040H - Honors: Understanding the International Environment of Firms, International Business, H (3.0 cr)
MGMT 4004W - Business Policy: Strategy Formulation and Implementation, WI (3.0 cr)
or MGMT 4004V - Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3.0 cr)

Major Courses
MKTG 3010 - Marketing Research (4.0 cr)

Complete at least 16 credits from the following:
MKTG 4020 - Advanced Logistics and Supply Chain Management (2.0 cr)
or MKTG 4030 - Selling and Sales Management (4.0 cr)
or MKTG 4040 - Buyer Behavior (4.0 cr)
or MKTG 4050 - Integrated Marketing Communications (4.0 cr)
or MKTG 4060 - Marketing and Distribution Channels (4.0 cr)
or MKTG 4070 - International Marketing (2.0 cr)
or MKTG 4080 - Marketing Strategy (4.0 cr)
or MKTG 4090 - Marketing Topics (2.0 cr)
Marketing Minor

Marketing & Logistics Management

Requirements for this program are current for Fall 2006.
Required credits in this minor: 12.
See major description for more information.

Admission Requirements

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Program Requirements

This minor is only available for students admitted to a degree program in the Carlson School of Management.

Required Courses

Minor Courses
MKTG 3010 - Marketing Research (4.0 cr)
Take 8 or more credit(s) from the following:
MKTG 4020 - Advanced Logistics and Supply Chain Management (2.0 cr)
MKTG 4030 - Selling and Sales Management (4.0 cr)
MKTG 4040 - Buyer Behavior (4.0 cr)
MKTG 4050 - Integrated Marketing Communications (4.0 cr)
MKTG 4060 - Marketing and Distribution Channels (4.0 cr)
MKTG 4070 - International Marketing (2.0 cr)
MKTG 4080 - Marketing Strategy (4.0 cr)
MKTG 4090 - Marketing Topics (2.0 cr)

Operations B.S.B.

Operations & Management Science

Requirements for this program are current for Fall 2006.
Required credits to graduate with this degree: 120.
Required credits within the major: 20.
Degree: Bachelor of Science in Business.

Admission Requirements

Students must complete 50 credits before admission to the program.
A GPA above 2.00 is preferred for the following:
• 3.00 for students transferring from another University of Minnesota college.
• 3.00 for students transferring from outside the University.
Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores need to complete microeconomics, macroeconomics, and calculus before admission. Juniors and above need to complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.
For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Required Courses for Admission

Tool Courses
An adviser-approved statistics course may be taken in place of OMS 2550.
ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
or ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)
or ECON 1101H - Honors Course: Principles of Microeconomics, IP, SSCI, H (4.0 cr)
or ECON 1104 - Principles of Microeconomics, IP, SSCI (4.0 cr)
APEC 1102 - Principles of Macroeconomics, IP, SSCI (3.0 cr)
or ECON 1102 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
or ECON 1102H - Honors: Principles of Macroeconomics, IP, SSCI, H (4.0 cr)
or ECON 1105 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
MATH 1142 - Short Calculus, MATH (4.0 cr)
or MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1571H - Honors Calculus I, MATH, H (4.0 cr)
OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)

Technology and Psychology

BA 1001 is required for students admitted as freshmen and recommended for others who need additional background with technology.
BA 1001 - Introduction to Information Technology (1.0 cr)
PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

General Requirements

Recommended freshman writing course(s) for this program:
EngC 1011, 1012, 1013, or 1014

Program Requirements

Required Courses

Functional Core
ACCT 3001 - Introduction to Management Accounting (3.0 cr)
BA 3000 - Career Skills (1.0 cr)
FINA 3001 - Finance Fundamentals (3.0 cr)
HRIR 3021 - Human Resource Management and Industrial Relations (3.0 cr)
IDSC 3001 - Information Systems for Business Processes and Management (3.0 cr)
MGMT 3001 - Fundamentals of Management (3.0 cr)
MKTG 3001 - Principles of Marketing (3.0 cr)
OMS 3001 - Introduction to Operations Management (3.0 cr)

Communication, International, Business Policy Core
BA 3033W - Business Communication, WI (3.0 cr)
or BA 3033V - Honors: Business Communication, WI, H (3.0 cr)
MGMT 3040 - Understanding the International Environment of Firms: International Business, IP (3.0 cr)
or MGMT 3040H - Honors: Understanding the International Environment of Firms: International Business, H (3.0 cr)
MGMT 4004W - Business Policy: Strategic Formulation and Implementation, WI (3.0 cr)
or MGMT 4004V - Honors: Business Policy: Strategic Formulation and Implementation, WI, H (3.0 cr)

Major Requirements
OMS 3041 - Project Management (2.0 cr)
OMS 3056 - Operations Planning and Control (4.0 cr)
OMS 3059 - Quality Management and Six Sigma (4.0 cr)
OMS 4081 - Operations Strategy and Technology (4.0 cr)
Electives
Note prerequisites for some courses within this list.
Take 6 or more credit(s) from the following:
IDSC 3202 - Analysis and Modeling for Business Systems Development (4.0 cr)
IDSC 4441 - Electronic Commerce (2.0 cr)
MKTG 4020 - Advanced Logistics and Supply Chain Management (2.0 cr)
MKTG 4060 - Marketing and Distribution Channels (4.0 cr)
OMS 3045 - Purchasing and Supply Management (2.0 cr)
OMS 5170 - Simulation Modeling and Analysis (4.0 cr)

Operations Minor
Operations & Management Science
Requirements for this program are current for Fall 2006.
Required credits in this minor: 12.

Admission Requirements
For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Program Requirements
This minor is only available to students admitted to a degree program in the Carlson School of Management.

Required Courses
Minor Requirements
OMS 3056 - Operations Planning and Control (4.0 cr)
OMS 3059 - Quality Management and Six Sigma (4.0 cr)
OMS 4081 - Operations Strategy and Technology (4.0 cr)

Risk Management and Insurance
B.S.B.

Finance
Requirements for this program are current for Fall 2006.
Required credits to graduate with this degree: 120.
Required credits within the major: 11 to 12.
Degree: Bachelor of Science in Business.
Risk management is the practice of identifying the risks that affect a company’s business and finding ways to mitigate and offset those risks. Risk management tools and techniques help corporations deal with all types of issues, legal concerns, and human resources changes.
This major introduces students to the risk management discipline and multiple career paths, including corporate risk manager, benefits manager, insurance agent/broker, underwriter, loss adjuster, consultant, and personal financial planner.
The Carlson School Honors program offers students access to a richer undergraduate experience. Honors students have closer contact with their professors. They work in smaller classes and they put their skills to work for the benefit of the community. The program requires hard work and a strong commitment to learning.

Admission Requirements
Students must complete 50 credits before admission to the program.
A GPA above 2.00 is preferred for the following:
• 3.00 for students transferring from another University of Minnesota college.
• 3.00 for students transferring from outside the University.
Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores need to complete microeconomics, macroeconomics, and calculus before admission. Juniors and above need to complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.
For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Required Courses for Admission
Tool Courses
An adviser-approved statistics course may be taken in place of OMS 2550.
ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
or ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)
or ECON 1101H - Honors Course: Principles of Microeconomics, IP, SSCI, H (4.0 cr)
or ECON 1104 - Principles of Microeconomics, IP, SSCI (4.0 cr)
APEC 1102 - Principles of Macroeconomics, IP, SSCI (3.0 cr)
or ECON 1102 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
or ECON 1102H - Honors: Principles of Macroeconomics, IP, SSCI, H (4.0 cr)
or ECON 1105 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
MATH 1142 - Short Calculus, MATH (4.0 cr)
or MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1571H - Honors Calculus I, MATH (4.0 cr)
or MATH 1572H - Honors Calculus II, H (4.0 cr)
OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)

Technology and Psychology
BA 1001 is required for students admitted as freshmen and recommended for others who need additional background with technology.
BA 1001 - Introduction to Information Technology (1.0 cr)
PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

General Requirements
Recommended freshman writing course(s) for this program:
ENGC 1011, 1012, 1013, or 1014

Program Requirements
Required Courses
Functional Core
ACCT 3001 - Introduction to Management Accounting (3.0 cr)
BA 3000 - Career Skills (1.0 cr)
FINA 3001 - Finance Fundamentals (3.0 cr)
HRIR 3021 - Human Resource Management and Industrial Relations (3.0 cr)
IDSC 3001 - Information Systems for Business Processes and Management (3.0 cr)
MGMT 3001 - Fundamentals of Management (3.0 cr)
MKTG 3001 - Principles of Marketing (3.0 cr)
OMS 3001 - Introduction to Operations Management (3.0 cr)
Supply Chain Management
B.S.B.

Marketing & Logistics Management

Requirements for this program are current for Fall 2006.

Required credits to graduate with this degree: 120.
Required credits within the major: 20.
Degree: Bachelor of Science in Business.

Supply chain management manages the flow of goods, information, and services in order to deliver maximum value to the consumer while minimizing the costs of the flow. It is an integrative process across functions within a firm and between trading partners. It is also considered an essential strategy for product-oriented firms as they seek competitive advantage.

The Carlson School Honors program offers students access to a richer undergraduate experience. Honors students have closer contact with their professors. They work in smaller classes and they put their skills to work for the benefit of the community. The program requires hard work and a strong commitment to learning.

Admission Requirements
Students must complete 50 credits before admission to the program.

A GPA above 2.00 is preferred for the following:
• 3.00 for students transferring from another University of Minnesota college.
• 3.00 for students transferring from outside the University.

Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Part of the 50 credits should include the five tool courses and liberal education requirements. Those transferring in as sophomores need to complete microeconomics, macroeconomics, and calculus before admission. Juniors and above need to complete microeconomics, macroeconomics, calculus, business statistics, and accounting before admission.

For information about University of Minnesota admission requirements, visit the Office of Admissions Web site at http://admissions.tc.umn.edu.

Required Courses for Admission

Tool Courses
An adviser-approved statistics course may be taken in place of OMS 2550.

ACCT 2050 - Introduction to Financial Reporting (4.0 cr)
APEC 1101 - Principles of Microeconomics, SSCI (3.0 cr)
or ECON 1101 - Principles of Microeconomics, IP, SSCI (4.0 cr)
or ECON 1101H - Honors Course: Principles of Microeconomics, IP, SSCI, H (4.0 cr)
or ECON 1104 - Principles of Microeconomics, IP, SSCI (4.0 cr)
PFIN 2420 - Corporate Financing Decisions (4.0 cr)
MATH 1142 - Short Calculus, MATH (4.0 cr)
or MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1571 - Honors Calculus I, MATH (4.0 cr)
MATH 2110 - Principles of Macroeconomics, IP, SSCI (3.0 cr)
or ECON 1102 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
or ECON 1102H - Honors: Principles of Macroeconomics, IP, SSCI, H (4.0 cr)
or ECON 1105 - Principles of Macroeconomics, IP, SSCI (4.0 cr)
MATH 1142 - Short Calculus, MATH (4.0 cr)
or MATH 1271 - Calculus I, MATH (4.0 cr)
or MATH 1571H - Honors Calculus I, MATH, H (4.0 cr)
or MATH 1572H - Honors Calculus II, H (4.0 cr)
OMS 2550 - Business Statistics: Data Sources, Presentation, and Analysis (4.0 cr)
or OMS 2550H - Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4.0 cr)
Technology and Psychology
BA 1001 is required for students admitted as freshmen and recommended for others who need additional background with technology.

BA 1001 - Introduction to Information Technology (1.0 cr)
PSY 1001 - Introduction to Psychology, SSCI (4.0 cr)

General Requirements
Recommended freshman writing course(s) for this program:
ENGC 1011, 1012, 1013, or 1014

Program Requirements

Required Courses

Functional Core
ACCT 3001 - Introduction to Management Accounting (3.0 cr)
BA 3000 - Career Skills (1.0 cr)
FINA 3001 - Finance Fundamentals (3.0 cr)
HRIR 3021 - Human Resource Management and Industrial Relations (3.0 cr)
IDSC 3001 - Information Systems for Business Processes and Management (3.0 cr)
MGMT 3001 - Fundamentals of Management (3.0 cr)
MKTG 3001 - Principles of Marketing (3.0 cr)
OMS 3001 - Introduction to Operations Management (3.0 cr)

Communication, International, Business Policy Core
BA 3033W - Business Communication, WI (3.0 cr)
or BA 3033V - Honors: Business Communication, WI, H (3.0 cr)
MGMT 3040 - Understanding the International Environment of Firms: International Business, IP (3.0 cr)
or MGMT 3040H - Honors: Understanding the International Environment of Firms, International Business, H (3.0 cr)
MGMT 4004W - Business Policy: Strategy Formulation and Implementation, WI (3.0 cr)
or MGMT 4004V - Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3.0 cr)

Major Courses
IDSC 3202 - Analysis and Modeling for Business Systems Development (4.0 cr)
MKTG 4060 - Marketing and Distribution Channels (4.0 cr)
OMS 3045 - Purchasing and Supply Management (2.0 cr)
OMS 3056 - Operations Planning and Control (4.0 cr)

Electives
Take 6 or more credit(s) from the following:
IDSC 4204 - Managing Information Services (4.0 cr)
IDSC 4441 - Electronic Commerce (2.0 cr)
MGMT 3070 - Topics in Management (4.0 cr)
MKTG 4020 - Advanced Logistics and Supply Chain Management (2.0 cr)
MKTG 4030 - Selling and Sales Management (4.0 cr)
MKTG 4070 - International Marketing (2.0 cr)
OMS 3041 - Project Management (2.0 cr)
OMS 3059 - Quality Management and Six Sigma (4.0 cr)
OMS 5170 - Simulation Modeling and Analysis (4.0 cr)