This is the Carlson School of Management
General Information and Degree Programs section
of the 2008-2010 Undergraduate Catalog.
History
- University of Minnesota School of Business founded in 1919
- Named the Curtis L. Carlson School of Management in 1986
- Carlson School of Management building opened in 1998
- Hanson Hall opened May 2008 for undergraduate expansion

Faculty and Staff
- 107 faculty, including 19 endowed faculty
- 28 full-time instructional faculty
- 228 staff members

Alumni
- 50,000 alumni
- Located in 50 states and Washington D.C.
- Located in 78 foreign countries
- 85 Outstanding Achievement Award recipients

Ranking
- Ranked 18th among all business schools*
- Ranked 11th among all public business schools*

Degrees Awarded
- Bachelor of science in business (B.S.B.)
- Master of business administration (M.B.A.)
- Executive M.B.A. (C.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 accountancy (M.Acc.)
- Doctorate in business administration (Ph.D. Business)
- Doctorate in human resources and industrial relations (Ph.D. H.R.I.R.)
- Undergraduate Minor in Management
- Joint M.D./M.B.A.
- Joint M.H.A./M.B.A.
- Joint J.D./M.B.A.

2008-09 Enrollments
- 1,950 undergraduates
- 217 full time M.B.A. students
- 2,016 part time M.B.A. students
- 336 C.E.M.B.A. students
- 224 M.A., H.R.I.R., students
- 110 M.B.T. students

- 79 Ph.D., business administration students
- 19 Ph.D., human resources and industrial relations students
- 30 M.Acc. students

2007 Placement Statistics
Average salaries of new graduates:
- B.S.B.—$48,332
- M.B.A.—$88,572
- M.A.H.R.I.R.—$67,246

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

Carlson Sponsored International Programs
- Short-term global enrichment electives including the Vienna Summer Program with Wirtschaftsuniversitat Wien in Austria, the Copenhagen Summer Program at Copenhagen Business School in Denmark, the Costa Rica Seminar with the Instituto Centroamericano de Administracion de Empresas, and the Norwegian International Summer Program at BI Norwegian School of Management in Oslo.
- Semester business exchange programs in Australia, Austria, Belgium, Brazil, China, Denmark, England, France, Germany, Italy, Netherlands, Norway, Singapore, Spain, Switzerland, Taiwan, and Thailand
- Students may choose from a list of nearly 300 programs offered by the University’s Learning Abroad Center.

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

Research Centers
- Center for Integrative Leadership
- Gary S. Holmes Center for Entrepreneurship
- Medical Industry Leadership Institution
- Human Resources Research Institute
- Institute for Research in Marketing
- Management Information Systems Research Center
- Joseph M. Juran Center for Leadership in Quality
- Strategic Management Research Center

Admission
The Carlson School of Management admits a limited number of transfer students to its undergraduate program each fall. Most students are admitted as freshmen, but admission is also offered to a limited number of transfer students each year.

Freshman Admission
Candidates with strong academic records, as well as strong leadership and service experiences are encouraged to apply to the program. Consideration is given to an applicant’s completed high school core coursework in areas necessary to start a business degree, the strength of the applicant’s background in math and science, high school class rank, ACT and SAT scores, the rigor of high school curriculum, special leadership experiences, and extracurricular activities.

Applicants must submit a complete application by December 15 to receive priority consideration for admission. Applications postmarked or completed after that date are reviewed on a space-available basis.

Admission to the Carlson School is competitive. In the fall of 2007, the average entering freshman was in the top 6 percent of their graduating class and had an ACT score of 28.

Transfer Admission
The Carlson School of Management admits a limited number of transfer students to its program each year. The deadline for fall admission is March 1.

Transfer applicants must have
• completed 30 or more semester credits.
• completed the following tool courses: calculus, microeconomics, and macroeconomics. Students who are applying at the junior level should also complete business statistics and financial accounting prior to transfer in order to remain on a four-year plan.
• Students who have completed less than one academic year of college by the application deadline must also submit a high school transcript and ACT or SAT scores to be included in the review.

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 Carlson School Addendum to the student’s application provides the basis for assessing an applicant's accomplishments outside of the classroom.

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 One Stop Student Service Center, 200 Fraser Hall or 130 West Bank Skyway, or at the Carlson School Undergraduate Program Office, 2-190 Hanson Hall. 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 Carlson School 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 that 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 course requirements. To have courses evaluated, students should bring their syllabi to the Undergraduate Program Office in 2-190 Hanson Hall after admission to the program. The Carlson School does not normally accept lower division business coursework in lieu of upper division course requirements.

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

Foreign Credits
If students have earned credit at a recognized educational institution abroad, their 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 Carlson admissions coordinator.

Non-degree-seeking Students
Students who are interested in taking courses but not in earning a degree and who have a bachelor’s degree or business experience and a strong undergraduate record may enroll as non-degree-seeking students.

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.

The Carlson Experience
As one of the nation’s top business schools, the Carlson School is turning today’s students into tomorrow’s leaders.

The Undergraduate Program encourages students to be critical thinkers and future leaders in a global society. Four signature experiences define the Carlson experience, including a freshman contemporary management course, an immersion core during the sophomore year, an international experience, and a capstone experience at the end of the major.

Immersion Core
Students are immersed into four of the most basic functions of all organizations by completing four core courses in strategy, operations, marketing, and finance during the spring semester of their sophomore year. This leading edge program, based on an MBA model of education provides a coordinated experience for students and an opportunity for faculty to collaborate and manage course expectations.

International Experience
An international experience broadens a student’s portfolio of skills and strengthens her or his ability to operate in an increasingly globalized workplace. Carlson students return from a study abroad experience having grown. They exude greater confidence, take larger risks, and are better able to visualize opportunities that may not have been apparent to them previously. They have invested in the world around them and plan to make a return on this investment.

Students entering Carlson in fall 2008 or later will be required to fulfill an international experience. Carlson International Programs offers 17 semester exchanges with premier business
schools throughout the world, as well as short-term offerings starting at two weeks in length. Students can also choose from nearly 300 offerings at the Learning Abroad Center, among them programs ranging from three weeks to one year in length. Internship opportunities may also be available. Advisers work closely with students on academic planning for credit transfer, and scholarship support is available.

To explore programs, find out about scholarships, and get further information:

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

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

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, entrepreneurial management, finance, human resources and industrial relations, international business, risk management and insurance, management information systems, marketing, public/nonprofit management, operations, and supply chain management.

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.), masters of accountancy (M.Acc.), 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 master of arts (M.A.H.R.I.R.) and doctor of philosophy (Ph.D.) degrees. Complete descriptions of these programs and graduate-level courses in these areas can be found 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 who are not making satisfactory academic progress are contacted by their advisers 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 entrance 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, 2-190 Hanson Hall.

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.

Student Scholastic Standing Committee
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.

Academic Integrity
The Carlson School defines academic misconduct as any act by a student that misrepresents the student’s own academic work or that compromises the academic work of another. Scholastic misconduct includes (but is not limited to) cheating on assignments or examinations, plagiarizing (i.e., misrepresenting as one’s own work any work done by another), submitting the same paper (or substantially similar papers) to meet the requirement of more than one course without
the approval and consent of the instructors concerned, or sabotaging another’s work. Within this general definition, however, instructors determine what constitutes academic misconduct in the courses they teach. Students found guilty of academic misconduct face penalties ranging from lowering of the course grade to awarding a grade of F or N for the entire course, to suspension from the University.

**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 and who do not register for a semester (excluding summer session) are placed on “discontinued” status and need to contact the Undergraduate Program Office for approval to return.

**Graduation Requirements**

To graduate from the Carlson School students must

- be admitted to the Carlson School of Management and complete all campus, college and major requirements. Grades of a C- or higher are required in the tool courses and all lower and upper division business coursework applied toward the major or minor.
- complete a minimum of 120 credits.
- complete a minimum of 30 credits at the University of Minnesota, including at least half of the upper division coursework from the Carlson School of Management. 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.
- 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.

All students are required to attend New Student Orientation prior to their first term in the school. See New Student Orientation and Welcome Week in the General Information section of this catalog.

Freshmen are required to meet with their adviser both semesters of their first year. Second year students participate in a “Challenge” group appointment, facilitated by an academic adviser and a career coach.

Students enrolled in the Carlson School may schedule an appointment with their academic adviser by calling 612-624-3313 or coming in to 2-190 Hanson Hall. 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.

**Honors**

Beginning in fall 2008, the University Honors Program (UHP) will offer rigorous and interdisciplinary curricula along with other honors experiences designed for highly qualified and motivated students. Honors courses, available only to honors students, offer small class sizes, close interaction with world-class faculty, and an engaging learning atmosphere. The University Honors Program serves honors students in all colleges. See the University Honors Program section at the front of this catalog for more information, or visit the University Honors Program Web site at [www.honors.umn.edu](http://www.honors.umn.edu).

Students admitted before fall 2008 will continue to follow the honors requirements outlined at the time they entered their college honors program. All students admitted to honors as of fall 2008 will follow the requirements of the new University Honors Program. Students admitted to a college honors program before fall 2008 and who change colleges must apply to the UHP if they want to participate in Honors. If admitted, they will be held to the new UHP requirements. See the University Honors Program section of this catalog for further instructions on how to apply.

**Graduating with Honors**—Students may be awarded Latin honors by completing the honors program. Students may also qualify to graduate “with high distinction” or “with 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. Students are recognized for their accomplishments at the commencement ceremony and a notation is placed on their diploma.

**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, open to sophomores, juniors, and seniors, provides valuable career exploration and professional development opportunities by matching students with successful professionals from the Twin Cities business community. 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.

**Laptop Program**—The Carlson Undergraduate Laptop Program is a unique program that aligns with the school’s strategy of creating a mobile, collaborative learning environment for students. The Carlson School has partnered with a vendor to provide a high quality product and support at an extremely competitive price. All incoming students are expected to own a laptop that meets or exceeds the minimum laptop specifications for their class.

**Ambassador Program**—Carlson’s ambassadors enthusiastically and professionally represent the school 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 — One of the most highly profiled annual events at the Carlson School of Management, Business Week provides a great opportunity for students to establish and pursue further relationships with the companies who recruit at the Carlson School. 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 in 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 December 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.

Career Information
The Undergraduate Business Career Center (UBCC) is responsible for meeting the career planning and placement needs of Carlson School undergraduate students. It does this by providing high quality services such as individual appointments, workshops, classes, and a mock interview program. Peer career coaches, a strong mentorship program, and a wide-reaching alumni network also provide students with valuable career planning assistance.

Each year, more than 100 companies visit campus to interview students for full-time and internship opportunities; hundreds more post opportunities on the school’s online recruiting system. In addition to partnering with many of the companies in the Twin Cities and surrounding state, the UBCC has national and international partnerships with a wide range of companies that provide opportunities for students wishing to venture outside of the Midwest.

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 is open to all students and staff of all colleges who wish to learn more about the exciting field of actuarial science. The club’s mission is to inform prospective and current students about the actuarial profession as well as the process involved in becoming an actuary. The club also prides itself on its support group for students trying to reach their goal of becoming an actuary.

Alpha Kappa Psi, a national, coeducational 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.

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 aspiring accountants 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.

Business Association for Multicultural Students (BAM) is dedicated to providing students with a diverse perspective of today’s global business environment and assisting them in their pursuit of professional excellence and community leadership. This is fostered through various corporate interactions as well as social and community service events, interview preparation, site visits, and the resume book given to recruiters from presenting firms. BAM is not only a place to prepare for a future career and expand student card files but is also an environment where students can find meaningful lessons and relationships that will last a lifetime.

Business Board (B-Board) represents the undergraduate student body at the Carlson School. As the student government body of the Carlson School’s undergraduate program, B-Board 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.

Club MIS is an organization dedicated to providing undergraduate MIS students with the opportunity to meet and learn about companies that focus on information technology or have quality IT/IS departments. The club invites companies to campus throughout the school year so that students can hear presentations, ask questions, and talk to representatives. Join to learn more about companies and gain insight into the management information systems field.

Consulting Club is for highly driven students interested in consulting careers. 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 offers a unique combination of professional events and social activities. An international professional business fraternity for men and women, it offers everything from community service opportunities to intramural athletics. Meetings are held on Monday evenings. Check the bulletin board in the undergraduate student lounge for details and recruitment schedules. E-mail: deltasis@csom.umn.edu; Web site: [www.dspnet.org](http://www.dspnet.org)

Entrepreneurship Club is dedicated to teaching students how to become financially independent, successful entrepreneurs. The club consists of 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.

**Honors Association** is dedicated to creating a unique undergraduate experience for high-achieving students. Through rigorous and interactive academic courses, students in the Carlson Honors Association grow by applying classroom theory to real world applications. The Carlson Honors Association is also committed to the personal development of its members by encouraging participation in the Emerging Leadership Program and hosting numerous social, community service, and career development events. Web site: www.carlsonhonors.com; e-mail: CarlsonHonorsBSB@csom.umn.edu.

**Investment and Finance Organization (InFO)** provides the opportunity for all students to meet with professionals from various sectors of the financial industry, including corporate finance, financial services, and investments. Each week InFO exposes students to speakers from these companies and provides valuable insight into finance-related career paths. In addition, InFO sponsors social events to help students meet others with similar interests and conducts an investment simulation competition for members. InFO meets every Tuesday from 3:30 p.m. to 4:30 p.m. For more information, visit www.carlsonschool.umn.edu/Page4808.aspx.

**Music and Entertainment Business Organization (MEBO)** is a resource for students who want to learn about the different fields in the music industry. It sponsors guest lectures by representatives from various music companies/businesses, venues, booking agencies, music law firms, and recording studios, etc.; and visits to these companies, venues, and studios to see how they are run and what goes on backstage; and plans, organizes, and promotes large events/benefits at the end of each semester.

**Pi Sigma Epsilon (PSE)** strives to provide its members with hands-on experiences to further their skills in marketing and sales. The group does projects for real companies, plans its own events, and participates in community service projects. It also networks with alumni and sponsors to help make its members aware of career opportunities.

**Professional and Cultural Opportunities (PACO)** encourages and provides students with the opportunity to get involved in international and cultural activities through guest speakers, social activities, and events with the Minnesota International Center. Meeting time varies.

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

**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.

**Sports Management Association** is committed to providing undergraduate students with an insight to the highly competitive sports marketplace. The association strives to educate interested students about the different business careers in the sports industry. It brings industry professionals to campus to speak about the business behind sports, while also allowing for members to have fun and build lasting relationships. SMA also holds occasional social events and volunteer opportunities to bring members together while extending the reach of the Carlson School of Management into the local community.

The **Stock Trader’s Club (STC)** was founded in 2006, on the notion that there should be a way for students to learn about investing and personal finance. Taking control of personal finances is an important step in becoming independent and successful, and in accumulating wealth. The organization focuses on teaching the “nuts and bolts” of investing and managing money.

The **Student Association for Accounting (SAFA)** provides valuable opportunities for aspiring accounting and finance professionals to meet and interact with an extensive network of accounting and finance professionals from within the Twin Cities business community. Through a variety of social and professional events, SAFA members enjoy the perks of company-sponsored events, while meeting key members of the area’s top employers. Additionally, with more than 10 executive board positions, SAFA provides many excellent opportunities for leadership experience, allowing many people to plan events and take on various leadership roles.

**Student Association for Nonprofit Enterprise (SANE)** is a group of undergraduate students who share their interests. Web site: www.carlsonschool.umn.edu/Page4808.aspx.

**Undergraduate Supply Chain and Operations Club (SCOC)** provides an environment where people can learn about supply chain management and explore further opportunities in the field. The Supply Chain Management Club educates and encourages students in other majors about the importance of supply chain management. E-mail: supplychain@csom.umn.edu.

**Truth in Business (TiB)** is a Christian business student organization with a focus on faith in the marketplace. Through weekly meetings, lectures, discussions, social events, and mentoring relationships, students gain the tools they need to be successful living out their faith in a bottom-line business world. The organization is open to all University students and welcomes people of all denominations and beliefs, standing firm on the truth of the Holy Bible. TiB meets on Mondays, noon to 1 p.m., in Carlson 2-233. E-mail: TiB@umn.edu. Web site: www.tc.umn.edu/~tib.

**Undergraduate 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. Biweekly speaker meetings take place on Tuesdays from Noon–1 p.m. Web site: www.tc.umn.edu/~wib.
Directory

Mailing Address
Undergraduate Program Office
Carlson School of Management
University of Minnesota
2-190 Hanson Hall
1925 4th Street S.
Minneapolis, MN 55455
612-624-3313
Fax: 612-624-0350
Web: www.carlsonschool.umn.edu

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

Departments and Student Services

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

Business Career Center
2-180 Hanson Hall
612-624-0011

Carlson Executive M.B.A. Program
4-106 Carlson School of Management
612-625-6558

Executive Education
2-250 Carlson School of Management
612-624-2545

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

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

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

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

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

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

MAAC Program
3-108 Carlson School of Management
612-624-7511

M.B.A. Program (full-time)
4-106 Carlson School of Management
612-625-5555 (admissions)
612-624-0006 (current students)

M.B.A. Program (part-time)
4-106 Carlson School of Management
612-625-5555 (admissions)
612-624-0006 (current students)

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

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

Undergraduate Program
2-190 Hanson Hall
612-624-3313
Carlson School of Management

Degree Programs and Minors

NOTE: At the time this catalog went to press, faculty and staff of the Carlson School of Management were in the process of restructuring the undergraduate curriculum and revising the majors. The programs listed in the following pages do not include those changes. Students entering the school in fall 2008 will be held to new requirements.

For the most up-to-date listing of program requirements, students should visit the Catalog Web site at www.catalogs.umn.edu/programs.html and consult with their advisers.

Accounting B.S.B.

Accounting
• Required credits to graduate with this degree: 120.
• Required credits within the major: 24.
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.

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 http://admissions.tc.umn.edu.

Tool Courses

ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
or
APEC 1101—Principles of Microeconomics, SSCI (3 cr)
or
ECON 1101H—Honors Course: Principles of Microeconomics, IP, SSCI, H (4 cr)
or
ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
or
ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)
or
APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)
or
ECON 1102H—Honors: Principles of Macroeconomics, IP, SSCI, H (4 cr)
or
ECON 1105—Principles of Macroeconomics, IP, SSCI (4 cr)
MATH 1142—Short Calculus, MATH (4 cr)
or
MATH 1271—Calculus I, MATH (4 cr)
or
MATH 1571H—Honors Calculus I, MATH (4 cr)
OBS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
or
OBS 2550H—Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4 cr)
ACCT 2050—Introduction to Financial Reporting (4 cr)
or
ACCT 2050H—Honors: Introduction to Financial Reporting, H (4 cr)

Additional program requirements

PSY 1001—Introduction to Psychology, SSCI (4 cr)
BA 3000—Career Skills (1 cr)

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.

Functional Core

ACCT 3001—Introduction to Management Accounting (3 cr)
FINA 3001—Finance Fundamentals (3 cr)
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
IDSC 3001—Information Systems for Business Processes and Management (3 cr)
MGMT 3001—Fundamentals of Management (3 cr)
MKTG 3001—Principles of Marketing (3 cr)
OMS 3001—Introduction to Operations Management (3 cr)

Communication, International, Business Policy Core

BA 3033W—Business Communication, WI (3 cr)
or
BA 3033V—Honors: Business Communication, WI, H (3 cr)
MGMT 3040—Understanding the International Environment of Firms: International Business, IP (3 cr)
or
MGMT 3040H—Honors: Understanding the International Environment of Firms: International Business, H (3 cr)
MGMT 4004W—Business Policy: Strategy Formulation and Implementation, WI (3 cr)
or
MGMT 4004V—Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3 cr)

Major Courses

ACCT 5101—Intermediate Accounting I (4 cr)
ACCT 5102—Intermediate Accounting II (4 cr)
ACCT 5125—Auditing Principles and Procedures (4 cr)
ACCT 5135—Fundamentals of Federal Income Tax (4 cr)
ACCT 3201—Intermediate Management Accounting (2 cr)
BLAW 3058—The Law of Contracts and Agency (4 cr)

Electives

Note: IDSC 4490 Topics, Accounting Information Systems is the only topic accepted as an elective in the accounting major.
ACCT 5160—Financial Statement Analysis (2 cr)
or
ACCT 5180—Consolidations and Advanced Reporting (2 cr)
or
ACCT 5236—Introduction to Taxation of Business (2 cr)
or
ACCT 5320—Current Topics in Accounting (2 cr)
or
IDSC 4490—Information Systems Special Topics (2 cr)
Accounting Minor

- Required credits in this minor: 12.
- See major description for more information.

Minor Requirements

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

Required Courses for the Minor

- ACCT 5101—Intermediate Accounting I (4 cr)
- ACCT 5102—Intermediate Accounting II (4 cr)
- ACCT 5135—Fundamentals of Federal Income Tax (4 cr)
- ACCT 5160—Financial Statement Analysis (2 cr)
- ACCT 5180—Consolidations and Advanced Reporting (2 cr)

Entrepreneurial Management

B.S.B.

Strategic Management and Organization

- Required credits to graduate with this degree: 120.
- Required credits within the major: 20.

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.

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 http://admissions.tc.umn.edu.

Tool Courses

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

- or ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
- or APEC 1101—Principles of Microeconomics, SSCI (3 cr)
- or ECON 1104—Principles of Macroeconomics, IP, SSCI (4 cr)
- or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)
- or ECON 1102H—Honors: Principles of Macroeconomics, IP, SSCI, H (4 cr)
- or ECON 1105—Principles of Macroeconomics, IP, SSCI (4 cr)
- or MATH 1142—Short Calculus, MATH (4 cr)
- or MATH 1271—Calculus I, MATH (4 cr)
- or MATH 1571H—Honors Calculus I, MATH, H (4 cr)
- or MATH 1572H—Honors Calculus II, H (4 cr)
- or OMS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
- or OMS 2550H—Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4 cr)
- or ACCT 2050—Introduction to Financial Reporting (4 cr)
- or ACCT 2050H—Honors: Introduction to Financial Reporting, H (4 cr)

Additional Program Requirements

- PSY 1001—Introduction to Psychology, SSCI (4 cr)
- BA 3000—Career Skills (1 cr)

Program Requirements

Functional Core

- ACCT 3001—Introduction to Management Accounting (3 cr)
- FINA 3001—Finance Fundamentals (3 cr)
- HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
- IDSC 3001—Information Systems for Business Processes and Management (3 cr)
- MGMT 3001—Fundamentals of Management (3 cr)
- MKTG 3001—Principles of Marketing (3 cr)

Communication, International, Business Policy Core

- BA 3033W—Business Communication, WI (3 cr)
- or BA 3033V—Honors: Business Communication, WI, H (3 cr)
- or MGMT 3040—Understanding the International Environment of Firms: International Business, IP (3 cr)
- or MGMT 3040H—Honors: Understanding the International Environment of Firms, International Business, H (3 cr)
- or MGMT 4004W—Business Policy: Strategy Formulation and Implementation, WI (3 cr)
- or MGMT 4004V—Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3 cr)

Major Courses

- MGMT 3010—Introduction to Entrepreneurship (4 cr)
- MGMT 4008—Entrepreneurial Management (4 cr)
- MGMT 4050—Management of Innovation and Change (2 cr)
- MGMT 4177—The Business Plan (2 cr)

Electives

- Take 8 or more credit(s) from the following:
- ACCT 3201—Intermediate Management Accounting (2 cr)
- ACCT 5100—Corporate Financial Reporting (4 cr)
- ACCT 5160—Financial Statement Analysis (2 cr)
- BLAW 3058—The Law of Contracts and Agency (4 cr)
- FINA 4241—Corporate Financing Decisions (4 cr)
- FINA 4242—Corporate Investment Decisions (4 cr)
- FINA 4641—International Finance and Risk Management (4 cr)
- HRIR 3031—Staffing and Selection: Strategic and Operational Concerns (2 cr)
- IDSC 3202—Analysis and Modeling for Business Systems Development (4 cr)
- INS 4100—Corporate Risk Management (2 cr)
- INS 4201—Personal Financial Management (2 cr)
- MGMT 4002—Managerial Psychology (4 cr)
- MKTG 3010—Marketing Research (4 cr)
- MKTG 4050—Integrated Marketing Communications (4 cr)

Note: Programs listed in this catalog are current as of March 2008.
Entrepreneurial Management Minor

- Required credits in this minor: 16.
- See major description for more information.

Admission Requirements

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

Program Requirements

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.

Required Courses

Take 10 or more credit(s) from the following:
- MGMT 3010—Introduction to Entrepreneurship (4 cr)
- MGMT 4008—Entrepreneurial Management (4 cr)
- MGMT 4050—Management of Innovation and Change (2 cr)
- MGMT 4177—The Business Plan (2 cr)

Electives

Take 6 or more credit(s) from the following:
- ACCT 3010—Corporate Financial Accounting (2 cr)
- ACCT 5100—Corporate Financial Reporting (4 cr)
- ACCT 5160—Financial Statement Analysis (2 cr)
- BBL 3058—The Law of Contracts and Agency (4 cr)
- FINA 4241—Corporate Financing Decisions (4 cr)
- FINA 4242—Corporate Investment Decisions (4 cr)
- FINA 4641—International Finance and Risk Management (4 cr)
- HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
- IDSC 3001—Information Systems for Business Processes and Management (3 cr)
- INS 4100—Corporate Risk Management (2 cr)
- INS 4201—Personal Financial Management (2 cr)
- MGMT 3010—Introduction to Entrepreneurship (4 cr)
- MGMT 4002—Managerial Psychology (4 cr)
- MGMT 4008—Entrepreneurial Management (4 cr)
- MGMT 4050—Management of Innovation and Change (2 cr)
- MGMT 4177—The Business Plan (2 cr)
- MKTG 3010—Marketing Research (4 cr)
- MKTG 4050—Integrated Marketing Communications (4 cr)
- MGMT 142—Short Calculus, MATH (4 cr)
- MATH 1271—Calculus I, MATH (4 cr)
- MATH 1571H—Honors Calculus I, MATH, H (4 cr)
- MATH 1572H—Honors Calculus II, H (4 cr)
- MATH 1142—Short Calculus, MATH (4 cr)
- OMS 3041—Project Management (2 cr)
- OMS 3056—Operations Planning and Control (4 cr)

Finance B.S.B.

Finance

- Required credits to graduate with this degree: 120.
- Required credits within the major: 20.

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.

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 http://admissions.tc.umn.edu.

Tool Courses

An adviser-approved statistics course may be taken in place of OMS 2550.
- ACCT 2050—Introduction to Financial Reporting (4 cr)
- ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
- or APEC 1101—Principles of Microeconomics, SSCI (3 cr)
- or ECON 1101H—Honors Course: Principles of Microeconomics, IP, SSCI, H (4 cr)
- or ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
- or APEC 1102—Principles of Macroeconomics, IP, SSCI, H (4 cr)
- or APEC 1102H—Honors: Principles of Macroeconomics, IP, SSCI, H (4 cr)
- or ECON 1105—Principles of Macroeconomics, IP, SSCI (4 cr)
- or MATH 1142—Short Calculus, MATH (4 cr)
- or MATH 1271—Calculus I, MATH (4 cr)
- or MATH 1571H—Honors Calculus I, MATH, H (4 cr)
- or MATH 1572H—Honors Calculus II, H (4 cr)
- or OMS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
- or OMS 2550H—Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4 cr)

Additional Admission Requirements

PSY 1001—Introduction to Psychology, SSCI (4 cr)
- BA 3000—Career Skills (1 cr)

Program Requirements

Functional Core

ACCT 3001—Introduction to Management Accounting (3 cr)
- FINA 3001—Finance Fundamentals (3 cr)
- HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
- IDSC 3001—Information Systems for Business Processes and Management (3 cr)
- MGMT 3001—Fundamentals of Management (3 cr)
- MKTG 3001—Principles of Marketing (3 cr)
- OMS 3041—Project Management (2 cr)
- OMS 3056—Operations Planning and Control (4 cr)

Communication, International, Business Policy Core

BA 3033W—Business Communication, WI, H (3 cr)
- or BA 3033V—Honors: Business Communication, WI, H (3 cr)
- or MGMT 3040—Understanding the International Environment of Firms: International Business, IP, (3 cr)
- or MGMT 3040H—Honors: Understanding the International Environment of Firms, International Business, H (3 cr)
- or MGMT 4004W—Business Policy: Strategy Formulation and Implementation, WI, H (3 cr)
- or MGMT 4004V—Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3 cr)

Major Courses

FINA 4241—Corporate Financing Decisions (4 cr)
- or Take both of the following:
  - ACCT 5100—Corporate Financial Reporting (4 cr)
- or Fin 1104—Honors: Corporate Financial Reporting (4 cr)
- or ACCT 5101—Intermediate Accounting I (4 cr)
- or ACCT 5102—Intermediate Accounting II (4 cr)

Electives

Take 12 or more credit(s) from the following:
- ACCT 5160—Financial Statement Analysis (2 cr)
FINA 4121—Financial Markets and Interest Rates (2 cr)
FINA 4122—Banking Institutions (2 cr)
FINA 4242—Corporate Investment Decisions (4 cr)
FINA 4231—Portfolio Management and Performance Evaluation (2 cr)
FINA 4322—Security Analysis (2 cr)
FINA 4541—Futures, Options, and Other Derivative Securities (4 cr)
FINA 4641—International Finance and Risk Management (4 cr)

Finance Minor

• Required credits in this minor: 12.
See major description for more information.

Minor Requirements

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

Required Courses for the Minor

FINA 4241—Corporate Financing Decisions (4 cr)
Take 8 or more credits from the following:
ACCT 5100—Corporate Financial Reporting (4 cr)
FINA 4211—Financial Markets and Interest Rates (2 cr)
FINA 4222—Banking Institutions (2 cr)
FINA 4242—Corporate Investment Decisions (4 cr)
FINA 4231—Portfolio Management and Performance Evaluation (2 cr)
FINA 4322—Security Analysis (2 cr)
FINA 4541—Futures, Options, and Other Derivative Securities (4 cr)
FINA 4641—International Finance and Risk Management (4 cr)

Human Resources and Industrial Relations B.S.B.

Industrial Relations Center

• Required credits to graduate with this degree: 120.
• Required credits within the major: 16.
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.

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 http://admissions.tc.umn.edu.

Tool Courses
An adviser-approved statistics course may be taken in place of OMS 2550.
ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
or APEC 1101—Principles of Microeconomics, SSCI (3 cr)
or ECON 1101H—Honors Course: Microeconomics, IP, SSCI, H (4 cr)
or ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)
or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)
or ECON 1102H—Honors: Principles of Macroeconomics, IP, SSCI, H (4 cr)
or ECON 1105—Principles of Macroeconomics, IP, SSCI (4 cr)
MATH 1142—Short Calculus, MATH (4 cr)
or MATH 1271—Calculus I, MATH (4 cr)
or MATH 1571H—Honors Calculus I, MATH, H (4 cr)
or MATH 1572H—Honors Calculus II, H (4 cr)
OMS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
or OMS 2550H—Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4 cr)
ACCT 2050—Introduction to Financial Reporting (4 cr)
or ACCT 2050H—Honors: Introduction to Financial Reporting, H (4 cr)

Additional Program Requirements

PSY 1001—Introduction to Psychology, SSCI (4 cr)
BA 3000—Career Skills (1 cr)

Program Requirements

Functional Core

ACCT 3001—Introduction to Management Accounting (3 cr)
FINA 3001—Finance Fundamentals (3 cr)
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
IDSC 3001—Information Systems for Business Processes and Management (3 cr)
MGMT 3001—Fundamentals of Management (3 cr)
MKTG 3001—Principles of Marketing (3 cr)
OMS 3001—Introduction to Operations Management (3 cr)

Communication, International, Business Policy Core

BA 3033W—Business Communication, WI (3 cr)
or BA 3033V—Honors: Business Communication, WI, H (3 cr)
MGMT 3040—Understanding the International Environment of Firms: International Business, IP (3 cr)
or MGMT 3040H—Honors: Understanding the International Environment of Firms, International Business, H (3 cr)
MGMT 4004W—Business Policy: Strategy Formulation and Implementation, WI (3 cr)
or MGMT 4004V—Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3 cr)

Major Courses

Take 16 or more credit(s) from the following:
HRIR 3031—Staffing and Selection: Strategic and Operational Concerns (2 cr)
HRIR 3032—Training and Development (2 cr)
HRIR 3041—The Individual in the Organization (2 cr)
HRIR 3042—The Individual and Organizational Performance (2 cr)
HRIR 3051—Compensation: Theory and Practice (2 cr)
HRIR 3071—Union Organizing and Labor Relations (2 cr)
HRIR 3072—Collective Bargaining and Dispute Resolution (2 cr)
HRIR 5000—Topics in Human Resources and Industrial Relations (2 cr)
HRIR 5021—Systems of Conflict and Dispute Resolution (4 cr)
HRIR 5022—Managing Diversity (2 cr)
HRIR 5023—Employment and Labor Law for the HRIR Professional (2 cr)
HRIR 5024—Employee Performance: Appraisal and Management (2 cr)
HRIR 5025—Comparative and International Human Resources and Industrial Relations, IP (2 cr)
HRIR 5026—Innovative HR Leadership in the Context of Change and Uncertainty (2 cr)
HRIR 5054—Public Policies on Employee Benefits: Social Safety Nets (2 cr)
HRIR 5061—Public Policies on Work and Pay (3 cr)

Note: Programs listed in this catalog are current as of March 2008.
Human Resources and Industrial Relations Minor

- Required credits in this minor: 8.

See major description for more information.

Minor Requirements

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

Required Courses for the Minor

Take 8 or more credit(s) from the following:

- HRIR 3031—Staffing and Selection: Strategic and Operational Concerns (2 cr)
- HRIR 3032—Training and Development (2 cr)
- HRIR 3041—The Individual in the Organization (2 cr)
- HRIR 3042—The Individual and Organizational Performance (2 cr)
- HRIR 3051—Compensation: Theory and Practice (2 cr)
- HRIR 3071—Union Organizing and Labor Relations (2 cr)
- HRIR 3072—Collective Bargaining and Dispute Resolution (2 cr)
- HRIR 5000—Topics in Human Resources and Industrial Relations (2 cr)
- HRIR 5021—Systems of Conflict and Dispute Resolution (4 cr)
- HRIR 5022—Managing Diversity (2 cr)
- HRIR 5023—Employment and Labor Law for the HRIR Professional (2 cr)
- HRIR 5024—Employee Performance: Appraisal and Management (2 cr)
- HRIR 5025—Comparative and International Human Resources and Industrial Relations, IP (2 cr)
- HRIR 5026—Innovative HR Leadership in the Context of Change and Uncertainty (2 cr)
- HRIR 5061—Public Policies on Work and Pay (3 cr)
- INS 4101—Employee Benefits (2 cr)

International Business B.S.B.

Curtis L. Carlson School of Management

- Required credits to graduate with this degree: 120.
- Required credits within the major: 16.

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.

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 [http://admissions.tc.umn.edu](http://admissions.tc.umn.edu).

Tool Courses

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

- ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
- or APEC 1101—Principles of Microeconomics, SSCI (3 cr)
- or ECON 1101H—Honors: Course: Principles of Microeconomics, IP, SSCI, H (4 cr)
- or ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
- ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)
- or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)
- or ECON 1102H—Honors: Principles of Macroeconomics, IP, SSCI, H (4 cr)
- or ECON 1105—Principles of Macroeconomics, IP, SSCI (4 cr)
- MATH 1142—Short Calculus, MATH (4 cr)
- or MATH 1271—Calculus I, MATH (4 cr)
- or MATH 1571H—Honors Calculus I, MATH, H (4 cr)
- OMS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
- or OMS 2550H—Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4 cr)
- ACCT 2050—Introduction to Financial Reporting (4 cr)
- or ACCT 2050H—Honors: Introduction to Financial Reporting, H (4 cr)

Additional Program Requirements

- PSY 1001—Introduction to Psychology, SSCI (4 cr)
- BA 3000—Career Skills (1 cr)

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.

Functional Core

- ACCT 3001—Introduction to Management Accounting (3 cr)
- FINA 3001—Finance Fundamentals (3 cr)
- HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
- IDSC 3001—Information Systems for Business Processes and Management (3 cr)
- MGMT 3001—Fundamentals of Management (3 cr)
- MKTG 3001—Principles of Marketing (3 cr)
- or OMS 3001—Introduction to Operations Management (3 cr)

Communication, International, Business Policy Core

- BA 3033W—Business Communication, WI (3 cr)
- or BA 3033Y—Honors: Business Communication, WI, H (3 cr)
- or MGMT 3040—Understanding the International Environment of Firms: International Business, IP (3 cr)
- or MGMT 3040H—Honors: Understanding the International Environment of Firms, International Business, H (3 cr)
- or MGMT 4004W—Business Policy: Strategy Formulation and Implementation, WI (3 cr)
- or MGMT 4004V—Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3 cr)

Major Courses

Students work with their adviser to 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. Students may complete coursework abroad or at the University of Minnesota.

- At least 10 credits of international business coursework supporting the student’s primary major and focusing on the economic environment in which global business operates.
- At least two supporting courses focusing on the sociocultural aspects of the population of the region.
- A study abroad experience of at least one semester in length.
Management Minor

Curtis L. Carlson School of Management

• Required credits in this minor: 16.

The management minor is open to all non-Carlson School students on the Twin Cities campus. Carlson School students may not earn the management minor. Courses are taught by Carlson School of Management (CSOM) faculty.

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 http://admissions.tc.umn.edu.

Economics, Math, and Statistics Courses

ECON 1102 or ECON 1105 are recommended but not required.

ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
or ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
MATH 1031—Algebra and Probability, MATH (3 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 cr)
or An adviser-approved statistics course may be substituted for OMS 2550.

Required Courses for the Minor

ACCT 2050—Introduction to Financial Reporting (4 cr)
Take 12 or more credit(s) from the following:
ACCT 3001—Introduction to Management Accounting (3 cr)
FINA 3001—Finance Fundamentals (3 cr)
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
IDSC 3001—Information Systems for Business Processes and Management (3 cr)
MGMT 3001—Fundamentals of Management (3 cr)
OMS 3001—Introduction to Operations Management (3 cr)
PA 3003—Nonprofit and Public Financial Analysis and Budgeting (3 cr)
PA 4101—Nonprofit Management and Governance (3 cr)

Management Information Systems B.S.B.

Information and Decision Sciences

• Required credits to graduate with this degree: 120.
• Required credits within the major: 20.

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.

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 http://admissions.tc.umn.edu.

Tool Courses

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

ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
or APEC 1101—Principles of Microeconomics, SSCI (3 cr)
or ECON 1101H—Honors Course: Principles of Microeconomics, IP, SSCI, H (4 cr)
or ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
or ECON 1102—Principles of Microeconomics, IP, SSCI (4 cr)
or APEC 1102—Principles of Microeconomics, IP, SSCI (3 cr)
or ECON 1102H—Honors Course: Principles of Microeconomics, IP, SSCI, H (4 cr)
or ECON 1105—Principles of Macroeconomics, IP, SSCI (4 cr)
MATH 1142—Short Calculus, MATH (4 cr)
or MATH 1271—Calculus I, MATH (4 cr)
or MATH 1571H—Honors Calculus I, MATH, H (4 cr)
or MATH 1572H—Honors Calculus II, H (4 cr)
OMS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
or OMS 2550H—Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4 cr)
ACCT 2050—Introduction to Financial Reporting (4 cr)
or ACCT 2050H—Honors: Introduction to Financial Reporting, H (4 cr)

Additional Program Requirements

PSY 1001—Introduction to Psychology, SSCI (4 cr)
BA 3000—Career Skills (1 cr)

Program Requirements

Functional Core

ACCT 3001—Introduction to Management Accounting (3 cr)
FINA 3001—Finance Fundamentals (3 cr)
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
IDSC 3001—Information Systems for Business Processes and Management (3 cr)
MGMT 3001—Fundamentals of Management (3 cr)
MKTG 3001—Principles of Marketing (3 cr)
OMS 3001—Introduction to Operations Management (3 cr)
PA 3003—Nonprofit and Public Financial Analysis and Budgeting (3 cr)
PA 4101—Nonprofit Management and Governance (3 cr)

Communication, International, Business Policy Core

BA 3033W—Business Communication, WI (3 cr)
or BA 3033V—Honors: Business Communication, WI, H (3 cr)
MGMT 3040—Understanding the International Environment of Firms: International Business, IP (3 cr)
or MGMT 3040H—Honors: Understanding the International Environment of Firms, International Business, H (3 cr)
MGMT 4004W—Business Policy: Strategy Formulation and Implementation, WI, H (3 cr)
or MGMT 4004V—Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3 cr)

Major Courses

IDSC 3201—Introduction to Programming for Systems Development (4 cr)
IDSC 3202—Analysis and Modeling for Business Systems Development (4 cr)
IDSC 4203—Information Technology Infrastructure (4 cr)
IDSC 4204—Managing Information Services (4 cr)

Electives

Take 4 or more credit(s) from the following:
IDSC 4421—Financial Information Systems and Technologies (2 cr)
IDSC 4431—Advanced Database Design (2 cr)
Requirements, visit http://admissions.tc.umn.edu.

For information about University of Minnesota admission calculus, business statistics, and accounting before admission. Students transferring Part of the 50 credits should include the five tool courses do not declare a major until 50 credits have been completed. Freshmen are admitted to Carlson School of Management, but do not declare a major until 50 credits have been completed. Tool Courses

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

ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
or APEC 1101—Principles of Microeconomics, SSCI (3 cr)
or ECON 1101H—Honors Course: Principles of Microeconomics, IP, SSCI, H (4 cr)
or ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)
or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)
or ECON 1102H—Honors: Principles of Macroeconomics, IP, SSCI, H (4 cr)
or ECON 1105—Principles of Macroeconomics, IP, SSCI (4 cr)
MATH 1142—Short Calculus, MATH (4 cr)
or MATH 1271—Calculus I, MATH (4 cr)
or MATH 1571H—Honors Calculus I, MATH, H (4 cr)
or MATH 1572H—Honors Calculus II, H (4 cr)
OMS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
or OMS 2550H—Honors: Business Statistics: Data Sources, Presentation, and Analysis, H (4 cr)
ACCT 2050—Introduction to Financial Reporting (4 cr)
or ACCT 2050H—Honors: Introduction to Financial Reporting, H (4 cr)

Additional Program Requirements

PSY 1001—Introduction to Psychology, SSCI (4 cr)
BA 3000—Career Skills (1 cr)

Program Requirements

Functional Core
ACCT 3001—Introduction to Management Accounting (3 cr)
FINA 3001—Finance Fundamentals (3 cr)
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
IDSC 3001—Information Systems for Business Processes and Management (3 cr)
MGMT 3001—Fundamentals of Management (3 cr)
MKTG 3001—Principles of Marketing (3 cr)
OMS 3001—Introduction to Operations Management (3 cr)

Communication, International, Business Policy Core
BA 3033W—Business Communication, WI (3 cr)
or BA 3033V—Honors: Business Communication, WI, H (3 cr)
MGMT 3040—Understanding the International Environment of Firms: International Business, IP (3 cr)
or MGMT 3040H—Honors: Understanding the International Environment of Firms, International Business, H (3 cr)
MGMT 4004W—Business Policy: Strategy Formulation and Implementation, WI (3 cr)
or MGMT 4004V—Honors: Business Policy: Strategy Formulation and Implementation, H (3 cr)

Major Requirements

MKTG 3010—Marketing Research (4 cr)
Take 16 or more credit(s) from the following:
MKTG 4020—Advanced Logistics and Supply Chain Management (2–3 cr)
MKTG 4030—Selling and Sales Management (4 cr)
MKTG 4040—Buyer Behavior (4 cr)
MKTG 4050—Integrated Marketing Communications (4 cr)
MKTG 4060—Marketing and Distribution Channels (4 cr)
MKTG 4070—International Marketing (2 cr)
MKTG 4080—Marketing Strategy (4 cr)
MKTG 4090—Marketing Topics (2–4 cr)

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.

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 http://admissions.tc.umn.edu.

Management Information Systems Minor

• 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.

Required Courses for the Minor

IDSC 3202—Analysis and Modeling for Business Systems Development (4 cr)
Take 8 or more credit(s) from the following:
IDSC 3201—Introduction to Programming for Systems Development (4 cr)
IDSC 4203—Information Technology Infrastructure (4 cr)
IDSC 4204—Managing Information Services (4 cr)
IDSC 4401—Information Security (2 cr)
IDSC 4421—Financial Information Systems and Technologies (2 cr)
IDSC 4431—Advanced Database Design (2 cr)
IDSC 4432—Advanced Database Management and Administration (2 cr)
IDSC 4441—Electronic Commerce (2 cr)
IDSC 4461—Data Warehousing (2 cr)
IDSC 4490—Information Systems Special Topics (2 cr)

Marketing B.S.B.

Marketing and Logistics Management
• Required credits to graduate with this degree: 120.
• Required credits within the major: 20.
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.

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 http://admissions.tc.umn.edu.
Marketing Minor

• Required credits in this minor: 12.
See major description for more information.

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

Required Courses for the Minor
MKTG 3010—Marketing Research (4 cr)
MKTG 4020—Advanced Logistics and Supply Chain Management (2–3 cr)
MKTG 4030—Selling and Sales Management (4 cr)
MKTG 4040—Buyer Behavior (4 cr)
MKTG 4050—Integrated Marketing Communications (4 cr)
MKTG 4060—Marketing and Distribution Channels (4 cr)
MKTG 4070—International Marketing (2 cr)
MKTG 4080—Marketing Strategy (4 cr)
MKTG 4090—Marketing Topics (2–4 cr)

Operations B.S.B.
Operations and Management Science

• Required credits to graduate with this degree: 120.
• Required credits within the major: 20.

Operations management is responsible for supplying the product or service of the organization. The operations area manages the conversion or transformation process that converts inputs into outputs. The operations area manages the vast majority of resources and physical assets, and is primarily responsible for the profitability of most firms. Operations managers make decisions regarding the operations function and its connection with other functions. The operations manager plans and controls the production system and its interfaces within the organization and with the external environment.

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 http://admissions.tc.umn.edu.

Tool Courses
An adviser-approved statistics course may be taken in place of OMS 2550.
ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
or
ECON 1101H—Honors Course: Principles of Microeconomics, IP, SSCI (3 cr)
or
ECON 1101H—Honors Course: Principles of Microeconomics, IP, SSCI, H (4 cr)
or
ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
or
ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
eight to six 3 credit hour courses.

Additional Program Requirements
PSY 1001—Introduction to Psychology, SSCI (4 cr)
BA 3000—Career Skills (1 cr)

Program Requirements

Functional Core
ACCT 3001—Introduction to Accounting (3 cr)
FINA 3001—Finance Fundamentals (3 cr)
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
IDSC 3001—Information Systems for Business Processes and Management (3 cr)
MGMT 3001—Fundamentals of Management (3 cr)

Major Requirements
OMS 3001—Introduction to Operations Management (3 cr)

Communication, International, Business Policy Core
BA 3033W—Business Communication, WI (3 cr)
or
BA 3033V—Honors: Business Communication, WI, H (3 cr)

Electives
Take 6 or more credit(s) from the following:
IDSC 3202—Analysis and Modeling for Business Systems Development (4 cr)
IDSC 4441—Electronic Commerce (2 cr)

Operations Minor

• Required credits in this minor: 12.

Operations management is responsible for supplying the product or service of the organization. The operations area manages the conversion or transformation process that converts inputs into outputs and the vast majority of resources and physical assets, and is primarily responsible for the profitability of most firms. Operations managers make decisions regarding the operations function and its connection with other functions, and plan and control the production system and its interfaces within the organization and with the external environment.

Required Courses for the Minor
OMS 3001 is a prerequisite for other courses in the minor, but does not count toward the minor itself.
OMS 3001—Introduction to Operations Management (3 cr)
OMS 3056—Operations Planning and Control (4 cr)
OMS 3059—Quality Management and Six Sigma (4 cr)
OMS 4081—Operations Strategy and Technology (4 cr)

Note: Programs listed in this catalog are current as of March 2008.
Public/Nonprofit Management B.S.B.

Strategic Management and Organization
• Required credits to graduate with this degree: 120.
• Required credits within the major: 21.

The nonprofit sector is one of the most important components of American life, yet one of its most misunderstood. Nonprofit organizations vary enormously in scope and scale, ranging from grass roots charitable groups to multimillion dollar foundations, university, and health care organizations. There is little doubt that every American is directly or indirectly touched by the services of nonprofits in their daily life.

The nonprofit major blends general management-focused courses from the Carlson School with nonprofit-focused courses from the Humphrey Institute of Public Affairs. All students complete an additional major within Carlson; therefore, every student is able to apply their functional specialty of business to the intricacies of the nonprofit sector.

Admission Requirements
Students must complete 5 courses before admission to the program.

Freshmen students are usually admitted to pre-major status before admission to this major.

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

For information about University of Minnesota admission requirements, visit http://admissions.tc.umn.edu.

Tool Courses
OMS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
ACCT 2050—Introduction to Financial Reporting (4 cr)
ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
or APEC 1101—Principles of Microeconomics, SSCI (3 cr)
ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)
or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)
MATH 1142—Short Calculus, MATH (4 cr)
or MATH 1271—Calculus I, MATH (4 cr)

Program Requirements
Career Skills
BA 3000—Career Skills (1 cr)

General Psychology
PSY 1001—Introduction to Psychology, SSCI (4 cr)

Functional Core
ACCT 3001—Introduction to Management Accounting (3 cr)
FINA 3001—Finance Fundamentals (3 cr)
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
IDSC 3001—Information Systems for Business Processes and Management (3 cr)

Supporting Core
MGMT 3040H—Honors: Understanding the International Environment of Firms: International Business, H (3 cr)
or MGMT 3040—Understanding the International Environment of Firms: International Business, IP (3 cr)

Tool Courses
OMS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)

Risk Management and Insurance B.S.B.

Finance
• Required credits to graduate with this degree: 120.
• Required credits within the major: 11 to 12.

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.

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 http://admissions.tc.umn.edu.

Tool Courses
An adviser-approved statistics course may be taken in place of OMS 2550.
ECON 1101—Principles of Microeconomics, IP, SSCI (3 cr)
or APEC 1101—Principles of Microeconomics, SSCI (3 cr)
ECON 1101H—Honors Course: Principles of Microeconomics, IP, SSCI, H (4 cr)
or ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)
or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)
o or ECON 1102H—Honors: Principles of Macroeconomics, IP, SSCI, H (4 cr)
or ECON 1105—Principles of Macroeconomics, IP, SSCI (4 cr)
MATH 1142—Short Calculus, MATH (4 cr)
MATH 1271—Calculus I, MATH (4 cr)
or MATH 1571H—IHonors Calculus I, MATH, H (4 cr)
OMS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
or OMS 2550H—IHonors: Business Statistics: Data Sources, Presentation, and Analysis, H (4 cr)
ACCT 2050—Introduction to Financial Reporting (4 cr)
or ACCT 2090H—IHonors: Introduction to Financial Reporting, H (4 cr)

Additional Program Requirements

PSY 1001—Introduction to Psychology, SSCI (4 cr)
BA 5000—Career Skills (1 cr)

Program Requirements

Functional Core
ACCT 3001—Introduction to Management Accounting (3 cr)
FINA 3001—Finance Fundamentals (3 cr)
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
IDSC 3001—Information Systems for Business Processes and Management (3 cr)
MGMT 3001—Fundamentals of Management (3 cr)
MKTG 3001—Principles of Marketing (3 cr)
OMS 3001—Introduction to Operations Management (3 cr)

Communication, International, Business Policy Core
BA 3033W—Business Communication, WI (3 cr)
or BA 3033V—Honors: Business Communication, WI, H (3 cr)
MGMT 3040—Understanding the International Environment of Firms: International Business, IP (3 cr)
or MGMT 3040H—IHonors: Understanding the International Environment of Firms, International Business, H (3 cr)
MGMT 4004W—IHonors: Business Policy: Strategy Formulation and Implementation, WI (3 cr)
or MGMT 4004V—IHonors: Business Policy: Strategy Formulation and Implementation, WI, H (3 cr)

Major Courses
INS 4100—Corporate Risk Management (2 cr)
INS 4101—Employee Benefits (2 cr)
INS 4200—Insurance Theory and Practice (2 cr)
BLAW 3058—The Law of Contracts and Agency (4 cr)
or FINA 4241—Corporate Financing Decisions (4 cr)
or INS 4201—Personal Financial Management (2 cr)
or INS 4202—Personal Financial Planning 2: Tax and Estate Planning Techniques (2 cr)
or MATH 4065—Theory of Interest (3 cr)
or MATH 5067—Actuarial Mathematics I (4 cr)
or MATH 5068—Actuarial Mathematics II (4 cr)

Supply Chain Management

Marketing and Logistics Management
- Required credits to graduate with this degree: 120.
- Required credits within the major: 20.
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 considered an essential strategy for product-oriented firms as they seek competitive advantage.

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 http://admissions.tc.umn.edu.

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

ECON 1101—Principles of Microeconomics, IP, SSCI (4 cr)
or APEC 1101—IHonors Course: Principles of Microeconomics, IP, SSCI, H (4 cr)
or ECON 1104—Principles of Microeconomics, IP, SSCI (4 cr)
ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)
or APEC 1102—IHonor's Principles of Macroeconomics, IP, SSCI (3 cr)
or ECON 1102H—IHonor's Principles of Macroeconomics, IP, SSCI, H (4 cr)
or ECON 1105—IHonor's Principles of Macroeconomics, IP, SSCI (4 cr)
MATH 1142—Short Calculus, MATH (4 cr)
or MATH 1271—Calculus I, MATH (4 cr)
or MATH 1571H—IHonor’s Calculus I, MATH, H (4 cr)
or MATH 1572H—IHonor’s Calculus II, H (4 cr)
OMS 2550—Business Statistics: Data Sources, Presentation, and Analysis (4 cr)
or OMS 2550H—IHonor's Business Statistics: Data Sources, Presentation, and Analysis, H (4 cr)
or ACCT 2050—Introduction to Financial Reporting (4 cr)
or ACCT 2090H—IHonor's Introduction to Financial Reporting, H (4 cr)

Additional Program requirements

PSY 1001—Introduction to Psychology, SSCI (4 cr)
BA 5000—Career Skills (1 cr)

Note: Programs listed in this catalog are current as of March 2008.
Program Requirements

Functional Core
ACCT 3001—Introduction to Management Accounting (3 cr)
FINA 3001—Finance Fundamentals (3 cr)
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
IDSC 3001—Information Systems for Business Processes and Management (3 cr)
MGMT 3001—Fundamentals of Management (3 cr)
MKTG 3001—Principles of Marketing (3 cr)
OMS 3001—Introduction to Operations Management (3 cr)

Communication, International, Business Policy Core
BA 3033W—Business Communication, WI (3 cr)
or BA 3033V—Honors: Business Communication, WI, H (3 cr)
MGMT 3040—Understanding the International Environment of Firms: International Business, IP (3 cr)
or MGMT 3040H—Honors: Understanding the International Environment of Firms, International Business, H (3 cr)
MGMT 4004W—Business Policy: Strategy Formulation and Implementation, WI (3 cr)
or MGMT 4004V—Honors: Business Policy: Strategy Formulation and Implementation, WI, H (3 cr)

Major Courses
IDSC 3202—Analysis and Modeling for Business Systems Development (4 cr)
MKTG 4060—Marketing and Distribution Channels (4 cr)
OMS 3045—Purchasing and Supply Management (2 cr)
OMS 3056—Operations Planning and Control (4 cr)

Electives
Take 6 or more credit(s) from the following:
IDSC 4204—Managing Information Services (4 cr)
IDSC 4441—Electronic Commerce (2 cr)
MGMT 3070—Topics in Management (2–4 cr)
MKTG 4020—Advanced Logistics and Supply Chain Management (2–3 cr)
MKTG 4030—Selling and Sales Management (4 cr)
MKTG 4070—International Marketing (2 cr)
OMS 3041—Project Management (2 cr)
OMS 3059—Quality Management and Six Sigma (4 cr)
OMS 5170—Simulation Modeling and Analysis (4 cr)

For the most up-to-date listing of program requirements, visit the Online Catalog at www.catalogs.umn.edu/programs.html.