



Curtis L. Carlson  
**SCHOOL OF MANAGEMENT**

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## General Information

### History

- University of Minnesota School of Business founded in 1919
- Named the Curtis L. Carlson School of Management in 1986
- Carlson School of Management building opened in 1998
- Hanson Hall opened May 2008 for undergraduate expansion

### Faculty and Staff

- 106 faculty, including 19 endowed faculty
- 28 full-time instructional faculty

### Alumni

- 45,000 alumni
- Located in 80 countries

### 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
- A variety of joint M.B.A. programs

### 2009-10 Enrollments

- 2,100 undergraduates

### 2009 Placement Statistics

- Average salaries of new graduates:
- B.S.B.—\$48,609

### 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.

## The Carlson School Experience

The Carlson School has designed its program to keep pace with the constantly changing world of business. With an exciting curriculum, a new state-of-the-art building, and a commitment to providing students with an unparalleled international experience, students discover a whole new way of doing business.

### Curriculum

Students get exposure to business coursework from day one. The innovative curriculum begins with contemporary management during the first semester as a freshman. As a student moves into their second year, they will be fully engaged in the immersion core—a set of four fundamental business courses: strategy, operations, marketing, and finance. Best of all, students register for the immersion core in a cohort, similar to an M.B.A. program. A capstone experience is integrated into each major.

### Required International Experience

There are no borders in the business world. That's why the Carlson School has taken a bold step—its faculty believes so strongly in the value of an international experience for future business leaders that the school made it a graduation requirement. To help students plan an international experience, the Carlson School International Programs office has a dedicated team ready to help. Short term Global Enrichment and semester length Global Immersion programs are available in over 20 countries.

### Herbert M. Hanson Jr. Hall

Built specifically for the undergraduate program, Hanson Hall is both stylish and state-of-the-art. The facility offers wireless access throughout the building and features technology-rich classrooms, collaborative learning spaces, and a sky-lit atrium. The Undergraduate Program office and the Undergraduate Business Career Center on the second floor make meeting with advisers or interviewing for internships or full-time jobs simple.

### Student Support Services

The Carlson School is more than just a college. It is a community. As part of the Carlson School community, students have unparalleled support to help them achieve their goals. Students are assigned an academic advisor before they register for their first class, and work with their advisor until they graduate. When it is time for the internship or full-time career search, the school's Undergraduate Business Career Center offers tip-notch coaching and support to connect students to organizations in the Twin Cities and beyond.

## Admission

The Carlson School admits 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 exemplary academic records, as well as strong leadership and service experiences, are encouraged to apply to the program. An applicant's academic achievements are the primary factors considered and include the following.

- successful completion of a college preparatory curriculum
- high school rank percentile, grade point average
- ACT or SAT scores
- strength of curriculum through high school graduation

Secondary factors are used to make decisions among similarly qualified applicants. Some of these include outstanding high school of community involvement, work experience and other extenuating circumstances.

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 2009, the average entering freshman was in the top 10 percent of their graduating class and had an ACT score of 29.

### Transfer Admission

Applicants for transfer admission are accepted at the sophomore and junior level. Transfer admission is competitive and is based on a holistic review of the applicant's background and accomplishments as presented in the application materials.

Admission consideration factors include, but are not limited to:

- academic performance
- progress in tool course (see below; strong preference is given to applicants who have completed/will complete all tool course by the end of the spring semester of application)
- leadership, service and other "outside of the classroom" experiences
- writing skills
- high school academic performance and ACT/SAT scores for students with less than one year of college work.

<b>Completion of 30 credits</b>	✓
Completion of the following three "tool" courses, with a grade of C- or higher: Microeconomics (ECON 1101, 1104, or APEC 1101) Macroeconomics (ECON 1102, 1105, or APEC 1102) Calculus (MATH 1142 or 1271)	
<b>Junior-level applicants</b> may also wish to complete the following prior to admission in order to remain on a four-year graduation plan: Business Statistics (OMS 2550) Financial Accounting (ACCT 2050) Fundamentals of Management (MGMT 3001)	

Applications are accepted for fall admission only. **The application deadline is March 1.** An application will only be reviewed if ALL application materials are received by the March 1 deadline. To be considered for admission, students should meet the following criteria:

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 a One Stop Student Service Center 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>. Applicants must also complete the *Carlson School Addendum*. 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.

## Degrees

### Baccalaureate Program and Majors

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, finance and risk management insurance, human resources and industrial relations, international business, management information systems, marketing, public/nonprofit management, and supply chain and operations 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. Major-specific minors may only be completed by Carlson School students as part of their B.S.B. degree program.

### 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 websites. Links to these websites are available at [www.nasba.org/nasbaweb.nsf/exam](http://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.

## Policies

Students are responsible for complying with all University of Minnesota common policies and all Carlson School program requirements. See the “Policies” section of this catalog.

## Graduation Requirements

To earn a Bachelor of Science in Business degree from the Carlson School students must:

- be admitted to the Carlson School of Management and complete all campus, college and major requirements.
- 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
- achieve a cumulative GPA of at least a 2.00 in all work taken at the University of Minnesota, and earn a minimum of a C- or higher in the tool courses and all lower and upper division business coursework applied toward the major or minor.

**Graduating with Honors**—Students may be awarded Latin honors by completing the University Honors Program described in the next column. Students may also qualify to graduate “with high distinction” or “with distinction” without completing the University Honors Program. They must complete at least 60 credits at the University of Minnesota to qualify. High distinction requires a GPA of 3.900, distinction requires a GPA of 3.750.

### Declaring a Major

All freshmen enter the program with premajor status and may declare a major once they have completed, or have in progress, the five required tool courses—microeconomics, macroeconomics, calculus, business statistics, and financial accounting. Most Carlson School students declare a major during their sophomore year. 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.

## 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 available on a daily basis during office hours, Monday through Friday for general questions or urgent matters. Prospective transfer students may meet with an adviser on a walk-in basis to discuss admission requirements.

## Honors

The University Honors Program (UHP) offers 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 size, 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 website at [www.honors.umn.edu](http://www.honors.umn.edu).

Students admitted to honors 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 forward follow the requirements of the University Honors Program. Students admitted to a college honors program before fall 2008 and who change colleges, must apply to 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.

## 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. Some examples of the opportunities available at the Carlson School include:

- Mentorship Program
- Laptop Program
- Ambassador Program
- Business Week
- Case Competitions
- Leadership Conferences

## 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 February 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 hundreds of 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:

- Actuary Club
- Alpha Kappa Psi
- American Marketing Association
- Business Association of Multicultural Students
- Business Board
- Club MIS
- Delta Sigma Pi
- Entre Club
- Investment and Finance Organization
- Green Biz
- Music and Entertainment Business Organization
- Net Impact
- Pi Sigma Epsilon
- Society of Human Resource Management
- Sports Management Association
- Stock Trader's Club
- Student Accounting and Finance Association/Beta Alpha Psi
- Truth in Business
- Supply Chain and Operations Club
- Women in Business

# 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](http://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 MBA Program

1-110 Carlson School of Management  
612-625-6558

### Executive Education

1-105 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

L-103 Hanson Hall  
612-625-5550

### International Programs

2-210 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

### MBA Programs

1-110 Carlson School of Management  
612-625-5555 (admissions)  
612-624-0006 (current students)

### MBT Program

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

### 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

## Degree Programs and Minors

### Accounting B.S.B.

#### Accounting

- Required credits to graduate with this degree: 120.
- Required credits within the major: 78.

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

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

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.

Students in the school have no restrictions on declaring the major but must complete the tool courses before continuing with the major requirements. Students from outside of the school must meet overall admission standards to enter this major, including completion of the tool courses. Students entering as sophomores should complete microeconomics, macroeconomics and calculus prior to transfer. Students entering as juniors should complete microeconomics, macroeconomics, calculus, statistics, and accounting prior to transfer.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

#### Required Courses for Admission

##### Tool Courses

- ECON 1101—Principles of Microeconomics, SOCS (4 cr)  
or APEC 1101—Principles of Microeconomics (3 cr)
- or ECON 1101H—Honors Course: Principles of Microeconomics, H (4 cr)
- or APEC 1101H—Principles of Microeconomics, H (4 cr)
- or ECON 1104—Principles of Microeconomics (4 cr)
- ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)  
or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)
- or ECON 1105—Principles of Macroeconomics (4 cr)
- or APEC 1102H—Honors: Principles of Macroeconomics, H (4 cr)

- MATH 1142—Short Calculus (4 cr)  
or MATH 1271—Calculus I (4 cr)
- or MATH 1571H—Honors Calculus I, 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)

#### 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.

#### Lower Division Requirements

Students entering the program as freshmen or sophomores take MGMT 1001. Students who transfer in as juniors complete MGMT 3001 instead.

- PSY 1001—Introduction to Psychology, SSCI (4 cr)
- BA 3000—Career Skills (1 cr)
- MGMT 1001—Contemporary Management (3 cr)  
or MGMT 3001—Fundamentals of Management (3 cr)

#### Immersion Core

Students complete the Immersion Core as a cohort.

- FINA 3001—Finance Fundamentals (3 cr)
- MKTG 3001—Principles of Marketing (3 cr)
- OMS 3001—Introduction to Operations Management (3 cr)
- MGMT 3004—Business Strategy (3 cr)

#### Additional Core Requirements

- ACCT 3001—Introduction to Management Accounting (3 cr)
- IDSC 3001—Information Systems for Business Processes and Management (3 cr)
- HRIR 3021—Human Resource Management and Industrial Relations (3 cr)
- MGMT 3033W—Business Communication, WI (3 cr)  
or MGMT 3033V—Honors: Business Communication, WI, H (3 cr)

#### Major Courses

- ACCT 5101—Intermediate Accounting I (4 cr)
- ACCT 5102W—Intermediate Accounting II, WI (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)
- Take 4 or more credit(s) from the following:*
- ACCT 5160—Financial Statement Analysis (2 cr)
- ACCT 5180—Consolidations and Advanced Reporting (2 cr)
- ACCT 5236—Introduction to Taxation of Business (2 cr)
- ACCT 5310—International Accounting (2 cr)
- ACCT 5320—Current Topics in Accounting (2 cr)
- IDSC 4411—Accounting Information Systems and IT Governance (2 cr)
- ACCT 5126—Internal Auditing (2 cr)

#### International Experience

Students must complete an international experience as part of the program requirements. Short-term programs or semester-length programs may be used to meet this requirement. Students participate in International Experience (IE) 101 early in their program to begin planning.

## Program Sub-plans

A sub-plan is not required for this program.

### Honors (UHP) Sub-plan

Students admitted to the University Honors Program (UHP) must fulfill UHP requirements in addition to degree program requirements. Honors courses used to fulfill degree program requirements will also fulfill UHP requirements. Current departmental honors course offerings are listed at [www.honors.umn.edu/academics/curriculum/dept\\_courses\\_current.html](http://www.honors.umn.edu/academics/curriculum/dept_courses_current.html).

Honors students complete an honors thesis project in the final year, most often in conjunction with an honors thesis course, or with an honors directed studies or honors directed research course. Students select honors courses and plan for a thesis project in consultation with their UHP adviser and their departmental faculty adviser.

## Accounting Minor

### Accounting

Minor Related to a Major

- 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.

### Minor Courses

ACCT 5101—Intermediate Accounting I (4 cr)

ACCT 5102W—Intermediate Accounting II, WI (4 cr)

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

ACCT 3201—Intermediate Management Accounting (2 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)

ACCT 5310—International Accounting (2 cr)

## Entrepreneurial Management B.S.B.

### Strategic Management and Organization

- Required credits to graduate with this degree: 120.
- Required credits within the major: 74.

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

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

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.

Students in the school have no restrictions on declaring the major but must complete the tool courses before continuing the major requirements. Students from outside of the school must meet overall admission standards to enter this major, including completion of the tool courses. Students entering as sophomores should complete microeconomics, macroeconomics, and calculus prior to transfer. Students entering as juniors should complete microeconomics, macroeconomics, calculus, statistics, and accounting prior to transfer.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

### Required Courses for Admission

#### Tool Courses

ECON 1101—Principles of Microeconomics, SOCS (4 cr)

or APEC 1101—Principles of Microeconomics (3 cr)

or ECON 1101H—Honors Course: Principles of Microeconomics, H (4 cr)

or ECON 1104—Principles of Microeconomics (4 cr)

or APEC 1101H—Principles of Microeconomics, H (4 cr)

ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)

or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)

or ECON 1105—Principles of Macroeconomics (4 cr)

or APEC 1102H—Honors: Principles of Macroeconomics, H (4 cr)

MATH 1142—Short Calculus (4 cr)

or MATH 1271—Calculus I (4 cr)

or MATH 1571H—Honors Calculus I, 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)

## Program Requirements

### Lower Division Requirements

Students entering the program as freshmen or sophomores take MGMT 1001. Students who transfer in as juniors complete MGMT 3001 instead.

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

BA 3000—Career Skills (1 cr)

MGMT 1001—Contemporary Management (3 cr)

or MGMT 1001H—Honors: Contemporary Management, H (3 cr)

or MGMT 3001—Fundamentals of Management (3 cr)

### Immersion Core

Students complete the Immersion Core as a cohort.

FINA 3001—Finance Fundamentals (3 cr)

MKTG 3001—Principles of Marketing (3 cr)

OMS 3001—Introduction to Operations Management (3 cr)

MGMT 3004—Business Strategy (3 cr)

### Additional Core Requirements

ACCT 3001—Introduction to Management Accounting (3 cr)

IDSC 3001—Information Systems for Business Processes and Management (3 cr)

HRIR 3021—Human Resource Management and Industrial Relations (3 cr)  
 MGMT 3033W—Business Communication, WI (3 cr)  
 or MGMT 3033V—Honors: Business Communication, 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 4170W—New Business Feasibility and Planning, WI (4 cr)  
 or MGMT 4171W—Entrepreneurship in Action I (4 cr)

### Electives

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

ACCT 3201—Intermediate Management Accounting (2 cr)  
 ACCT 5160—Financial Statement Analysis (2 cr)  
 BLAW 3058—The Law of Contracts and Agency (4 cr)  
 FINA 4221—Principles of Corporate Finance (2 cr)  
 FINA 4422—Financial Modeling (2 cr)  
 FINA 4622—International Finance (2 cr)  
 HRIR 3031—Staffing and Selection: Strategic and Operational Concerns (2 cr)  
 HRIR 4100W—Undergraduate HRIR Leadership Capstone, WI (4 cr)  
 IDSC 3202—Analysis and Modeling for Business Systems Development (4 cr)  
 INS 4100—Corporate Risk Management (2 cr)  
 MGMT 4002—Managerial Psychology (4 cr)  
 MGMT 4040—Negotiation Strategies (4 cr)  
 MGMT 4060—Entrepreneurial Perspectives (2 cr)  
 MGMT 4172—Entrepreneurship in Action II (4 cr)  
 MGMT 4080W—Applied Technology Entrepreneurship, WI (4 cr)  
 MKTG 3010—Marketing Research (4 cr)  
 MKTG 4030—Sales Management (4 cr)  
 MKTG 4050—Integrated Marketing Communications (4 cr)  
 OMS 3041—Project Management (2 cr)  
 OMS 3056—Supply Chain Planning and Control (4 cr)

### International Experience

Students must complete an international experience as part of the program requirements. Short-term programs or semester-length programs may be used to meet this requirement. Students participate in International Experience (IE) 101 early in their program to begin planning.

### Program Sub-plans

A sub-plan is not required for this program.

### Honors (UHP) Sub-plan

Students admitted to the University Honors Program (UHP) must fulfill UHP requirements in addition to degree program requirements. Honors courses used to fulfill degree program requirements will also fulfill UHP requirements. Current departmental honors course offerings are listed at [www.honors.umn.edu/academics/curriculum/dept\\_courses\\_current.html](http://www.honors.umn.edu/academics/curriculum/dept_courses_current.html).

Honors students complete an honors thesis project in the final year, most often in conjunction with an honors thesis course, or with an honors directed studies or honors directed research course. Students select honors courses and plan for a thesis project in consultation with their UHP adviser and their departmental faculty adviser.

## Entrepreneurial Management Minor

Minor Related to a Major

- Required credits in this minor: 16.

See major description for more information.

### Minor Requirements

This minor is only available for students pursuing a B.S.B. degree in the Carlson School of Management.

### Minor Courses

MGMT 3010—Introduction to Entrepreneurship (4 cr)  
 MGMT 4008—Entrepreneurial Management (4 cr)  
 MGMT 4050—Management of Innovation and Change (2 cr)  
 or MGMT 4060—Entrepreneurial Perspectives (2 cr)  
 or MGMT 4170W—New Business Feasibility and Planning, WI (4 cr)  
 or MGMT 4171W—Entrepreneurship in Action I (4 cr)

### Electives

Choose courses from the list below or courses not chosen above.

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

ACCT 3201—Intermediate Management Accounting (2 cr)  
 ACCT 5160—Financial Statement Analysis (2 cr)  
 BLAW 3058—The Law of Contracts and Agency (4 cr)  
 FINA 4221—Principles of Corporate Finance (2 cr)  
 FINA 4422—Financial Modeling (2 cr)  
 FINA 4622—International Finance (2 cr)  
 HRIR 3031—Staffing and Selection: Strategic and Operational Concerns (2 cr)  
 HRIR 4100W—Undergraduate HRIR Leadership Capstone, WI (4 cr)  
 IDSC 3202—Analysis and Modeling for Business Systems Development (4 cr)  
 INS 4100—Corporate Risk Management (2 cr)  
 MGMT 4002—Managerial Psychology (4 cr)  
 MGMT 4040—Negotiation Strategies (4 cr)  
 MGMT 4080W—Applied Technology Entrepreneurship, WI (4 cr)  
 MGMT 4172—Entrepreneurship in Action II (4 cr)  
 MKTG 3010—Marketing Research (4 cr)  
 MKTG 4030—Sales Management (4 cr)  
 MKTG 4050—Integrated Marketing Communications (4 cr)  
 OMS 3041—Project Management (2 cr)  
 OMS 3056—Supply Chain Planning and Control (4 cr)

## Finance B.S.B.

### Finance

- Required credits to graduate with this degree: 120.
- Required credits within the major: 74.

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

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

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.

Students in the school have no restrictions on declaring the major but must complete the tool courses before starting the major coursework. Students from outside the school must meet overall admission standards to enter this major, including completion of the tool courses. Students entering as sophomores should complete microeconomics, macroeconomics, and calculus. Students entering as juniors should complete microeconomics, macroeconomics, calculus, statistics, and accounting prior to transfer.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

## Required Courses for Admission

### Tool Courses

- ECON 1101—Principles of Microeconomics, SOCS (4 cr)  
*or* APEC 1101—Principles of Microeconomics (3 cr)  
*or* ECON 1101H—Honors Course: Principles of Microeconomics, H (4 cr)  
*or* ECON 1104—Principles of Microeconomics (4 cr)  
*or* APEC 1101H—Principles of Microeconomics, H (4 cr)  
ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)  
*or* APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)  
*or* APEC 1102H—Honors: Principles of Macroeconomics, H (4 cr)  
*or* ECON 1105—Principles of Macroeconomics (4 cr)  
MATH 1142—Short Calculus (4 cr)  
*or* MATH 1271—Calculus I (4 cr)  
*or* MATH 1571H—Honors Calculus I, 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)

## Program Requirements

### Lower Division Requirements

- Students entering the program as freshmen or sophomores take MGMT 1001. Students who transfer in as juniors complete MGMT 3001 instead.  
BA 3000—Career Skills (1 cr)  
PSY 1001—Introduction to Psychology, SSCI (4 cr)  
MGMT 1001—Contemporary Management (3 cr)  
*or* MGMT 1001H—Honors: Contemporary Management, H (3 cr)  
*or* MGMT 3001—Fundamentals of Management (3 cr)

### Immersion Core

- Students complete the Immersion Core as a cohort.  
FINA 3001—Finance Fundamentals (3 cr)  
MKTG 3001—Principles of Marketing (3 cr)  
OMS 3001—Introduction to Operations Management (3 cr)  
MGMT 3004—Business Strategy (3 cr)

### Additional Core Requirements

- ACCT 3001—Introduction to Management Accounting (3 cr)  
IDSC 3001—Information Systems for Business Processes and Management (3 cr)  
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)  
MGMT 3033W—Business Communication, WI (3 cr)  
*or* MGMT 3033V—Honors: Business Communication, WI, H (3 cr)

### Major Courses

- ACCT 5101—Intermediate Accounting I (4 cr)  
FINA 4121—Financial Markets and Interest Rates (2 cr)  
FINA 4321—Portfolio Management and Performance Evaluation (2 cr)  
FINA 4221—Principles of Corporate Finance (2 cr)  
FINA 4422—Financial Modeling (2 cr)  
FINA 4522—Options in Corporate Finance (2 cr)

## Electives

- Take 8 or more credit(s) from the following:*  
FINA 4122—Banking Institutions (2 cr)  
FINA 4621—The Global Economy (Macro) (2 cr)  
FINA 4622—International Finance (2 cr)  
FINA 4523—Derivatives I (2 cr)  
FINA 4920—Topics in Finance (2 cr)  
FINA 4229—Corporate Cases Capstone (2 cr)  
FINA 4329—Security Analysis Capstone (2 cr)  
FINA 4529—Derivatives II Capstone (2 cr)  
ACCT 5160—Financial Statement Analysis (2 cr)  
FINA 4242—Corporate Investment Decisions (4 cr)

## International Experience

Students must complete an international experience as part of the program requirements. Short-term or semester-length programs may be used to meet this requirement. Students participate in International Experience (IE) 101 early in their program to begin planning.

## Program Sub-plans

A sub-plan is not required for this program.

## Honors (UHP) Sub-plan

Students admitted to the University Honors Program (UHP) must fulfill UHP requirements in addition to degree program requirements. Honors courses used to fulfill degree program requirements will also fulfill UHP requirements. Current departmental honors course offerings are listed at [www.honors.umn.edu/academics/curriculum/dept\\_courses\\_current.html](http://www.honors.umn.edu/academics/curriculum/dept_courses_current.html).

Honors students complete an honors thesis project in the final year, most often in conjunction with an honors thesis course, or with an honors directed studies or honors directed research course. Students select honors courses and plan for a thesis project in consultation with their UHP adviser and their departmental faculty adviser.

## Finance Minor

### Finance

Minor Related to a Major

- Required credits in this minor: 12.

See major description for more information.

## Minor Requirements

This minor is only available for students pursuing a B.S.B. in the Carlson School of Management.

### Minor Courses

- FINA 4121—Financial Markets and Interest Rates (2 cr)  
FINA 4321—Portfolio Management and Performance Evaluation (2 cr)  
FINA 4221—Principles of Corporate Finance (2 cr)

## Electives

- Take 6 or more credit(s) from the following:*  
FINA 4422—Financial Modeling (2 cr)  
FINA 4522—Options in Corporate Finance (2 cr)  
FINA 4122—Banking Institutions (2 cr)  
FINA 4621—The Global Economy (Macro) (2 cr)  
FINA 4622—International Finance (2 cr)  
FINA 4523—Derivatives I (2 cr)  
FINA 4920—Topics in Finance (2 cr)

FINA 4229—Corporate Cases Capstone (2 cr)

FINA 4329—Security Analysis Capstone (2 cr)

FINA 4529—Derivatives II Capstone (2 cr)

## Finance and Risk Management Insurance B.S.B.

### Finance

- Required credits to graduate with this degree: 120.
- Required credits within the major: 74.

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 many 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

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

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.

Students in the school have no restrictions on declaring the major but must complete the tool courses before starting the major coursework. Students from outside the school must meet overall admission standards to enter this major, including completion of the tool courses. Students entering as sophomores should complete microeconomics, macroeconomics, and calculus prior to transfer. Students entering as juniors should complete microeconomics, macroeconomics, calculus, statistics, and accounting prior to transfer.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

### Required Courses for Admission

#### Tool Courses

ECON 1101—Principles of Microeconomics, SOCS (4 cr)  
*or* APEC 1101—Principles of Microeconomics (3 cr)  
*or* ECON 1101H—Honors Course: Principles of Microeconomics, H (4 cr)  
*or* ECON 1104—Principles of Microeconomics (4 cr)  
*or* APEC 1101H—Principles of Microeconomics, H (4 cr)  
 ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)  
*or* APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)  
*or* ECON 1105—Principles of Macroeconomics (4 cr)  
*or* APEC 1102H—Honors: Principles of Macroeconomics, H (4 cr)  
 MATH 1142—Short Calculus (4 cr)  
*or* MATH 1271—Calculus I (4 cr)  
*or* MATH 1571H—Honors Calculus I, 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)

## Program Requirements

### Lower Division Requirements

Students entering the program as freshmen or sophomores take MGMT 1001. Students who transfer in as juniors complete MGMT 3001 instead.

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

BA 3000—Career Skills (1 cr)

MGMT 1001—Contemporary Management (3 cr)

*or* MGMT 1001H—Honors: Contemporary Management, H (3 cr)*or* MGMT 3001—Fundamentals of Management (3 cr)

### Immersion Core

Students complete the Immersion Core as a cohort.

FINA 3001—Finance Fundamentals (3 cr)

MKTG 3001—Principles of Marketing (3 cr)

OMS 3001—Introduction to Operations Management (3 cr)

MGMT 3004—Business Strategy (3 cr)

### Additional Core Requirements

ACCT 3001—Introduction to Management Accounting (3 cr)

IDSC 3001—Information Systems for Business Processes and Management (3 cr)

HRIR 3021—Human Resource Management and Industrial Relations (3 cr)

MGMT 3033W—Business Communication, WI (3 cr)

*or* MGMT 3033V—Honors: Business Communication, WI, H (3 cr)

### Major Courses

ACCT 5101—Intermediate Accounting I (4 cr)

FINA 4121—Financial Markets and Interest Rates (2 cr)

FINA 4221—Principles of Corporate Finance (2 cr)

FINA 4321—Portfolio Management and Performance Evaluation (2 cr)

FINA 4422—Financial Modeling (2 cr)

FINA 4522—Options in Corporate Finance (2 cr)

INS 4100—Corporate Risk Management (2 cr)

INS 4101—Employee Benefits (2 cr)

INS 4200—Insurance Theory and Practice (2 cr)

*Take 2 or more credit(s) from the following:*

BLAW 3058—The Law of Contracts and Agency (4 cr)

HRIR 5054—Public Policies on Employee Benefits: Social Safety Nets (2 cr)

FINA 4122—Banking Institutions (2 cr)

FINA 4621—The Global Economy (Macro) (2 cr)

FINA 4622—International Finance (2 cr)

FINA 4523—Derivatives I (2 cr)

FINA 4920—Topics in Finance (2 cr)

FINA 4229—Corporate Cases Capstone (2 cr)

FINA 4329—Security Analysis Capstone (2 cr)

FINA 4529—Derivatives II Capstone (2 cr)

MATH 4065—Theory of Interest (3 cr)

MATH 5067—Actuarial Mathematics I (4 cr)

FINA 4242—Corporate Investment Decisions (4 cr)

### International Experience

Students must complete an international experience as part of the program requirements. Short-term or semester-length programs may be used to meet this requirement. Students participate in International Experience (IE) 101 early in their program to begin planning.

### Program Sub-plans

A sub-plan is not required for this program.

### Honors (UHP) Sub-plan

Students admitted to the University Honors Program (UHP) must fulfill UHP requirements in addition to degree program requirements. Honors courses used to fulfill degree program requirements will also fulfill UHP requirements. Current departmental honors course offerings are listed at [www.honors.umn.edu/academics/curriculum/dept\\_courses\\_current.html](http://www.honors.umn.edu/academics/curriculum/dept_courses_current.html).

Honors students complete an honors thesis project in the final year, most often in conjunction with an honors thesis course, or with an honors directed studies or honors directed research course. Students select honors courses and plan for a thesis project in consultation with their UHP adviser and their departmental faculty adviser.

## Risk Management and Insurance Minor

Minor related to the major.

- Required credits in this minor: 12.

See the **Finance and Risk Management Insurance major** description for more information.

## Minor Requirements

**NOTE:** This minor is only available to students who are pursuing a B.S.B. degree in the Carlson School or to students who are pursuing an actuarial science emphasis in the math major.

### Minor Courses

INS 4100—Corporate Risk Management (2 cr)

INS 4101—Employee Benefits (2 cr)

INS 4200—Insurance Theory and Practice (2 cr)

### Electives

*Take 6 or more credit(s) from the following:*

ACCT 5101—Intermediate Accounting I (4 cr)

BLAW 3058—The Law of Contracts and Agency (4 cr)

FINA 4121—Financial Markets and Interest Rates (2 cr)

FINA 4122—Banking Institutions (2 cr)

FINA 4221—Principles of Corporate Finance (2 cr)

FINA 4229—Corporate Cases Capstone (2 cr)

FINA 4321—Portfolio Management and Performance Evaluation (2 cr)

FINA 4329—Security Analysis Capstone (2 cr)

FINA 4422—Financial Modeling (2 cr)

FINA 4522—Options in Corporate Finance (2 cr)

FINA 4523—Derivatives I (2 cr)

FINA 4529—Derivatives II Capstone (2 cr)

FINA 4621—The Global Economy (Macro) (2 cr)

FINA 4622—International Finance (2 cr)

FINA 4920—Topics in Finance (2 cr)

HRIR 5054—Public Policies on Employee Benefits: Social Safety Nets (2 cr)

MATH 4065—Theory of Interest (3 cr)

MATH 5067—Actuarial Mathematics I (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: 72.

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

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

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.

Students in the school have no restrictions on declaring the major but must complete the tool courses before starting the major.

Students from outside of the school must meet overall admission standards to enter this major, including completion of the tool courses. Students entering as sophomores should complete microeconomics, macroeconomics and calculus prior to transfer. Students entering as juniors should complete microeconomics, macroeconomics, calculus, statistics, and accounting prior to transfer.

For information about University of Minnesota admission requirements, visit the **Office of Admissions website**.

## Required Courses for Admission

### Tool Courses

ECON 1101—Principles of Microeconomics, SOCS (4 cr)

or APEC 1101—Principles of Microeconomics (3 cr)

or ECON 1101H—Honors Course: Principles of Microeconomics, H (4 cr)

or ECON 1104—Principles of Microeconomics (4 cr)

or APEC 1101H—Principles of Microeconomics, H (4 cr)

ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)

or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)

or ECON 1105—Principles of Macroeconomics (4 cr)

MATH 1142—Short Calculus (4 cr)

or MATH 1271—Calculus I (4 cr)

or MATH 1571H—Honors Calculus I, 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)

## Program Requirements

### Lower Division Requirements

Students entering the program as freshmen or sophomores take MGMT 1001. Students who transfer in as juniors complete MGMT 3001 instead.

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

BA 3000—Career Skills (1 cr)

MGMT 1001—Contemporary Management (3 cr)

or MGMT 3001—Fundamentals of Management (3 cr)

### Immersion Core

Students complete the Immersion Core as a cohort.

FINA 3001—Finance Fundamentals (3 cr)

MKTG 3001—Principles of Marketing (3 cr)

OMS 3001—Introduction to Operations Management (3 cr)

MGMT 3004—Business Strategy (3 cr)

### Additional Core Requirements

ACCT 3001—Introduction to Management Accounting (3 cr)

HRIR 3021—Human Resource Management and Industrial Relations (3 cr)

IDSC 3001—Information Systems for Business Processes and Management (3 cr)

MGMT 3033W—Business Communication, WI (3 cr)  
 or MGMT 3033V—Honors: Business Communication, WI, H (3 cr)

### Major Courses

HRIR 3031—Staffing and Selection: Strategic and Operational Concerns (2 cr)  
 HRIR 3041—The Individual in the Organization (2 cr)  
 HRIR 3051—Compensation: Theory and Practice (2 cr)  
 HRIR 3071—Union Organizing and Labor Relations (2 cr)  
 HRIR 4100W—Undergraduate HRIR Leadership Capstone, WI (4 cr)

### Electives

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

HRIR 3032—Training and Development (2 cr)  
 HRIR 3042—The Individual and Organizational Performance (2 cr)  
 HRIR 3072—Collective Bargaining and Dispute Resolution (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 5025—Comparative and International Human Resources and Industrial Relations (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)  
 HRIR 5000—Topics in Human Resources and Industrial Relations (2 cr)  
 INS 4101—Employee Benefits (2 cr)

### International Experience

Students must complete an international experience as part of the program requirements. Short-term or semester-length programs may be used to meet this requirement. Students participate in International Experience (IE) 101 early in their program to begin planning.

### Program Sub-plans

A sub-plan is not required for this program.

### Honors (UHP) Sub-plan

Students admitted to the University Honors Program (UHP) must fulfill UHP requirements in addition to degree program requirements. Honors courses used to fulfill degree program requirements will also fulfill UHP requirements. Current departmental honors course offerings are listed at [www.honors.umn.edu/academics/curriculum/dept\\_courses\\_current.html](http://www.honors.umn.edu/academics/curriculum/dept_courses_current.html).

Honors students complete an honors thesis project in the final year, most often in conjunction with an honors thesis course, or with an honors directed studies or honors directed research course. Students select honors courses and plan for a thesis project in consultation with their UHP adviser and their departmental faculty adviser.

## Human Resources and Industrial Relations Minor

Minor Related to a Major

- Required credits in this minor: 12.

See major description for more information.

### Minor Requirements

This minor is only available for students pursuing a B.S.B. degree in the Carlson School of Management.

### Minor Courses

Take 3 or more course(s) totaling 6 or more credit(s) from the following:

HRIR 3031—Staffing and Selection: Strategic and Operational Concerns (2 cr)  
 HRIR 3051—Compensation: Theory and Practice (2 cr)  
 HRIR 3041—The Individual in the Organization (2 cr)  
 HRIR 3071—Union Organizing and Labor Relations (2 cr)

Take 6 or more credit(s) from the following:

HRIR 3032—Training and Development (2 cr)  
 HRIR 3042—The Individual and Organizational Performance (2 cr)  
 HRIR 3072—Collective Bargaining and Dispute Resolution (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 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)  
 INS 4101—Employee Benefits (2 cr)  
 HRIR 5000—Topics in Human Resources and Industrial Relations (2 cr)  
 HRIR 4100W—Undergraduate HRIR Leadership Capstone, WI (4 cr)

## International Business B.S.B.

### Strategic Management and Organization

- Required credits to graduate with this degree: 120 to 132.
- Required credits within the major: 20.

The international business major provides students with a rigorous foundation for success in today's global business environment. Recognizing that career placement and early stage career success depends importantly on strong functional skills (e.g., accounting, marketing, finance, human resources, operations, information systems, or entrepreneurship), the international business major must be completed with another major in Carlson. The international business major enhances any functional major with a comprehensive understanding of the additional complexity and contingencies required when conducting business across national borders.

### Admission Requirements

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

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.

Students in the school have no restrictions on declaring the major but must complete the tool courses before starting the major. Students from outside of the school must meet overall admission standards to enter this major, including completion of the tool courses. Students entering as sophomores should complete microeconomics, macroeconomics, and calculus prior to transfer. Students entering as juniors should complete microeconomics, macroeconomics, calculus, statistics, and accounting prior to transfer.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

### Required Courses for Admission

#### Tool Courses

ECON 1101—Principles of Microeconomics, SOCS (4 cr)  
 or APEC 1101—Principles of Microeconomics (3 cr)

or ECON 1101H—Honors Course: Principles of Microeconomics, H (4 cr)  
or APEC 1101H—Principles of Microeconomics, H (4 cr)  
or ECON 1104—Principles of Microeconomics (4 cr)  
ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)  
or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)  
or ECON 1105—Principles of Macroeconomics (4 cr)  
or APEC 1102H—Honors: Principles of Macroeconomics, H (4 cr)  
MATH 1142—Short Calculus (4 cr)  
or MATH 1271—Calculus I (4 cr)  
or MATH 1571H—Honors Calculus I, 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)

## Program Requirements

Students are required to take 4 semester(s) of any second language.

The international business major must be completed with another major within the Carlson School.

## Lower Division Requirements

Students entering the program as freshmen or sophomores take MGMT 1001. Students who transfer in as juniors complete MGMT 3001 instead.  
PSY 1001—Introduction to Psychology, SSCI (4 cr)  
BA 3000—Career Skills (1 cr)  
MGMT 1001—Contemporary Management (3 cr)  
or MGMT 3001—Fundamentals of Management (3 cr)

## Immersion Core

Students complete the Immersion Core as a cohort.  
FINA 3001—Finance Fundamentals (3 cr)  
MKTG 3001—Principles of Marketing (3 cr)  
OMS 3001—Introduction to Operations Management (3 cr)  
MGMT 3004—Business Strategy (3 cr)

## Additional Core Requirements

ACCT 3001—Introduction to Management Accounting (3 cr)  
IDSC 3001—Information Systems for Business Processes and Management (3 cr)  
HRIR 3021—Human Resource Management and Industrial Relations (3 cr)  
MGMT 3033W—Business Communication, WI (3 cr)  
or MGMT 3033V—Honors: Business Communication, WI, H (3 cr)

## Major Courses

### International Business Foundations

The international business foundations courses must be completed at the Carlson School.

MGMT 3040—Understanding the International Environment of Firms: International Business (2 cr)

*Take 2 or more course(s) from the following:*

MGMT 3900—International Business Communications (3 cr)  
ACCT 5310—International Accounting (2 cr)  
FINA 4621—The Global Economy (Macro) (2 cr)  
FINA 4622—International Finance (2 cr)  
HRIR 5025—Comparative and International Human Resources and Industrial Relations (2 cr)  
MKTG 4080W—Marketing Strategy, WI (4 cr)  
IBUS 4090—Corporate Strategy in Central and Eastern Europe (4 cr)  
IBUS 4082W—Brand Management, WI (4 cr)  
IBUS 3010—International Business Topics (4 cr)

### International Environment Breadth

May be completed abroad with advising and department approval.

*Take 2 or more course(s) from the following:*

### International Political Economy Survey Course

*Take 1 or more course(s) from the following:*

POL 3410—Topics in Comparative Politics (3 cr)  
POL 3835—International Relations, SOCS, GP (3 cr)  
ECON 4401—International Economics (3 cr)  
ECON 4307—Comparative Economic Systems (3 cr)  
APEC 3007—Applied Macroeconomics: Policy, Trade, and Development, GP (3 cr)  
GEOG 3331—Geography of the World Economy, SOCS, GP (3 cr)  
HIST 3419—The World's Economy Since 1500 in Comparison (3 cr)

### Sociocultural Survey Course

*Take 1 or more course(s) from the following:*

GLOS 4802—Cross-Cultural Perspectives on Work (4 cr)  
GLOS 3602—Other Worlds: Globalization and Culture (3 cr)  
GLOS 4221—Globalize This! Understanding Globalization Through Sociology (3 cr)  
GLOS 3212—Globalization, Markets, and Inequality (3 cr)  
ANTH 3003—Cultural Anthropology (3 cr)  
ANTH 4021—Psychological Anthropology (3 cr)  
ANTH 4065—The Anthropology of Development (3 cr)

### International Business Environment Depth

May be completed abroad with advising and department approval.

*Take 2 or more course(s) from the following:*

ACCT 5310—International Accounting (2 cr)  
BA 3900—Topics (1–4 cr)  
FINA 4621—The Global Economy (Macro) (2 cr)  
FINA 4622—International Finance (2 cr)  
HRIR 5025—Comparative and International Human Resources and Industrial Relations (2 cr)  
MKTG 4080W—Marketing Strategy, WI (4 cr)  
POL 3477—Political Development, SOCS, GP (3–4 cr)  
GLOS 3415—Global Institutions of Power: World Bank, International Monetary Fund, and World Trade Organization (3 cr)  
GEOG 3378—The Third World: Development, Poverty, Possibility (3 cr)  
PA 4414—Child Labor and Education (3 cr)  
HIST 3468—Social Change in Modern China (3 cr)  
POL 4481—Governments and Markets (3–4 cr)  
PSY 3301—Introduction to Cultural Psychology (3 cr)  
ANTH 3023—Culture and Society of India, GP, SOCS (3 cr)  
GEOG 3379—Environment and Development in the Third World, SOCS, ENV (3 cr)

### Senior Seminar in International Business

MGMT 4500—Senior Seminar in International Business (2 cr)

### International Experience

Students in the International Business major will complete a study abroad experience of at least one full semester in length. OR They may complete a study abroad experience of any length, PLUS an internship with an international organization. (Please speak with an adviser about acceptable internships.)

### Program Sub-plans

A sub-plan is not required for this program.

### Honors (UHP) Sub-plan

Students admitted to the University Honors Program (UHP) must fulfill UHP requirements in addition to degree program requirements. Honors courses used to fulfill degree program requirements will also fulfill UHP requirements. Current

departmental honors course offerings are listed at [www.honors.umn.edu/academics/curriculum/dept\\_courses\\_current.html](http://www.honors.umn.edu/academics/curriculum/dept_courses_current.html).

Honors students complete an honors thesis project in the final year, most often in conjunction with an honors thesis course, or with an honors directed studies or honors directed research course. Students select honors courses and plan for a thesis project in consultation with their UHP adviser and their departmental faculty adviser.

## International Business Minor

Minor Related to a Major

- Required credits in this minor: 12 to 16.

The international business minor provides students with a vital foundation for success in today's global business environment. It enhances any functional major with a broad understanding of the additional complexity and contingencies required when conducting business across international borders.

### Admission Requirements

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

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

### Minor Requirements

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

### International Business Foundation

The International Business Foundation courses must be completed at the Carlson School.

MGMT 3040—Understanding the International Environment of Firms: International Business, IP (2 cr)

*Take 2 or more course(s) from the following:*

MGMT 3900—International Business Communications (3 cr)

ACCT 5310—International Accounting (2 cr)

FINA 4621—The Global Economy (Macro) (2 cr)

FINA 4622—International Finance (2 cr)

HRIR 5025—Comparative and International Human Resources and Industrial Relations, IP (2 cr)

MKTG 4080W—Marketing Strategy, WI (4 cr)

### International Environment Breadth

The International Environment Breadth courses may be completed abroad with advising and departmental approval.

#### International Political Economy Survey course

*Take 1 or more course(s) from the following:*

POL 3410—Topics in Comparative Politics (3 cr)

POL 3835—International Relations, IP, SSCI (3 cr)

ECON 4401—International Economics, IP (3 cr)

ECON 4307—Comparative Economic Systems, IP (3 cr)

APEC 3007—Applied Macroeconomics: Policy, Trade, and Development, IP (3 cr)

GEOG 3331—Geography of the World Economy, IP, SSCI (3 cr)

HIST 3419—The World's Economy Since 1500 in Comparison (3 cr)

#### Sociocultural Survey course

*Take 1 or more course(s) from the following:*

GLOS 4802—Cross-Cultural Perspectives on Work (4 cr)

GLOS 3602—Other Worlds: Globalization and Culture (3 cr)

GLOS 4221—Globalize This! Understanding Globalization Through Sociology, IP (3 cr)

GLOS 3212—Globalization, Markets, and Inequality (3 cr)

ANTH 3003—Cultural Anthropology (3 cr)

ANTH 4021—Psychological Anthropology (3 cr)

ANTH 4065—The Anthropology of Development (3 cr)

### International Experience Requirement

An international experience requirement that meets the Carlson School's requirement of all students will fulfill the minor requirement.

## Management Minor

Curtis L. Carlson School of Management

This is a free-standing minor.

- Required credits in this minor: 16.

The Carlson School's management minor covers business principles through the study of seven functional areas of business. The minor is available to students in all majors at the University of Minnesota, Twin Cities. The Carlson School has partnered with the Hubert H. Humphrey Institute of Public Affairs to offer, within the minor, courses focusing on the nonprofit environment.

### Admission Requirements

Students must complete 12 credits before admission to the program.

A GPA above 2.00 is preferred for the following:

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

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

### Required Courses for Admission

#### Economics, Math, and Statistics Courses

ECON 1102 or ECON 1105 are recommended but not required.

ECON 1101—Principles of Microeconomics, SOCS (4 cr)

or ECON 1104—Principles of Microeconomics (4 cr)

MATH 1031—College 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.

### Minor Requirements

#### Minor Courses

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)

MGMT 3010—Introduction to Entrepreneurship (4 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)

# Management Information Systems B.S.B.

## Information and Decision Sciences

- Required credits to graduate with this degree: 120.
- Required credits within the major: 74.

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

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

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.

Students in the school have no restrictions on declaring the major but must complete the tool courses before starting the major coursework. Students from outside of the school must meet overall admission standards to enter this major, including completion of the tool courses. Students entering as sophomores should complete microeconomics, macroeconomics, and calculus prior to transfer. Students entering as juniors should complete microeconomics, macroeconomics, calculus, statistics, and accounting prior to transfer.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

## Required Courses for Admission

### Tool Courses

- ECON 1101—Principles of Microeconomics, SOCS (4 cr)  
*or* APEC 1101—Principles of Microeconomics (3 cr)  
*or* ECON 1101H—Honors Course: Principles of Microeconomics, H (4 cr)  
*or* ECON 1104—Principles of Microeconomics (4 cr)  
*or* APEC 1101H—Principles of Microeconomics, H (4 cr)  
 ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)  
*or* APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)  
*or* ECON 1105—Principles of Macroeconomics (4 cr)  
*or* APEC 1102H—Honors: Principles of Macroeconomics, H (4 cr)  
 MATH 1142—Short Calculus (4 cr)  
*or* MATH 1271—Calculus I (4 cr)  
*or* MATH 1571H—Honors Calculus I, 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)

## Program Requirements

### Lower Division Requirements

Students entering the program as freshmen or sophomores take MGMT 1001. Students who transfer in as juniors complete MGMT 3001 instead.

- PSY 1001—Introduction to Psychology, SSCI (4 cr)  
 BA 3000—Career Skills (1 cr)  
 MGMT 1001—Contemporary Management (3 cr)  
*or* MGMT 3001—Fundamentals of Management (3 cr)

## Immersion Core

Students complete the Immersion Core as a cohort.

- FINA 3001—Finance Fundamentals (3 cr)  
 MKTG 3001—Principles of Marketing (3 cr)  
 OMS 3001—Introduction to Operations Management (3 cr)  
 MGMT 3004—Business Strategy (3 cr)

## Additional Core Requirements

- ACCT 3001—Introduction to Management Accounting (3 cr)  
 IDSC 3001—Information Systems for Business Processes and Management (3 cr)  
 HRIR 3021—Human Resource Management and Industrial Relations (3 cr)  
 MGMT 3033W—Business Communication, WI (3 cr)  
*or* MGMT 3033V—Honors: Business Communication, WI, H (3 cr)

## Major Courses

- IDSC 3101—Introduction to Programming (2 cr)  
 IDSC 3102—Intermediate Programming (2 cr)  
 IDSC 3103—Data Modeling and Databases (2 cr)  
 IDSC 3104—Information Technology Infrastructure (2 cr)  
 IDSC 3202—Analysis and Modeling for Business Systems Development (4 cr)  
 IDSC 4204W—Managing Information Services, WI (4 cr)  
 IDSC 4301—Information Systems Capstone Course: A Live Case (2 cr)  
*Take 4 or more credit(s) from the following:*  
 IDSC 4401—Information Security (2 cr)  
 IDSC 4411—Accounting Information Systems and IT Governance (2 cr)  
 IDSC 4421—Financial Information Systems and Technologies (2 cr)  
 IDSC 4431—Advanced Database Design (2 cr)  
 IDSC 4441—Electronic Commerce (2 cr)  
 IDSC 4490—Information Systems Special Topics (2 cr)  
 IDSC 4491—Independent Study in Information Systems (1–4 cr)

## International Experience

Students must complete an international experience as part of the program requirements. Short term or semester-length programs may be used to meet this requirement. Students participate in International Experience (IE) 101 early in their program to begin planning.

## Program Sub-plans

A sub-plan is not required for this program.

## Honors (UHP) Sub-plan

Students admitted to the University Honors Program (UHP) must fulfill UHP requirements in addition to degree program requirements. Honors courses used to fulfill degree program requirements will also fulfill UHP requirements. Current departmental honors course offerings are listed at [www.honors.umn.edu/academics/curriculum/dept\\_courses\\_current.html](http://www.honors.umn.edu/academics/curriculum/dept_courses_current.html).

Honors students complete an honors thesis project in the final year, most often in conjunction with an honors thesis course, or with an honors directed studies or honors directed research course. Students select honors courses and plan for a thesis project in consultation with their UHP adviser and their departmental faculty adviser.

## Management Information Systems Minor

Minor Related to a Major

- 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.

## Minor Requirements

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

### Minor Course

IDSC 3202—Analysis and Modeling for Business Systems Development (4 cr)

### Electives

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

IDSC 3101—Introduction to Programming (2 cr)  
 IDSC 3102—Intermediate Programming (2 cr)  
 IDSC 3103—Data Modeling and Databases (2 cr)  
 IDSC 3104—Information Technology Infrastructure (2 cr)  
 IDSC 4204W—Managing Information Services, WI (4 cr)  
 IDSC 4301—Information Systems Capstone Course: A Live Case (2 cr)  
 IDSC 4401—Information Security (2 cr)  
 IDSC 4411—Accounting Information Systems and IT Governance (2 cr)  
 IDSC 4421—Financial Information Systems and Technologies (2 cr)  
 IDSC 4431—Advanced Database Design (2 cr)  
 IDSC 4441—Electronic Commerce (2 cr)  
 IDSC 4490—Information Systems Special Topics (2 cr)  
 IDSC 4491—Independent Study in Information Systems (1–4 cr)

## Marketing B.S.B.

### Marketing and Logistics Management

- Required credits to graduate with this degree: 120.
- Required credits within the major: 76.

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

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

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.

Students in the school have no restrictions on declaring the major but must complete the tool courses before starting the upper division major requirements. Students from outside of the school must meet overall admission standards to enter this major, including completion of the tool courses. Students entering as sophomores should complete microeconomics, macroeconomics, and calculus prior to transfer. Students entering as juniors should complete microeconomics, macroeconomics, calculus, statistics, and accounting prior to transfer.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

### Required Courses for Admission

#### Tool Courses

ECON 1101—Principles of Microeconomics, SOCS (4 cr)  
 or APEC 1101—Principles of Microeconomics (3 cr)  
 or APEC 1101H—Principles of Microeconomics, H (4 cr)

or ECON 1104—Principles of Microeconomics (4 cr)  
 ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)  
 or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)  
 or APEC 1102H—Honors: Principles of Macroeconomics, H (4 cr)  
 or ECON 1105—Principles of Macroeconomics (4 cr)  
 MATH 1142—Short Calculus (4 cr)  
 or MATH 1271—Calculus I (4 cr)  
 or MATH 1571H—Honors Calculus I, 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)

## Program Requirements

### Lower Division Requirements

Students entering the program as freshmen or sophomores take MGMT 1001. Students who transfer in as juniors complete MGMT 3001 instead.

PSY 1001—Introduction to Psychology, SSCI (4 cr)  
 BA 3000—Career Skills (1 cr)  
 MGMT 1001—Contemporary Management (3 cr)  
 or MGMT 3001—Fundamentals of Management (3 cr)

### Immersion Core

Students complete the Immersion Core as a cohort.

FINA 3001—Finance Fundamentals (3 cr)  
 MKTG 3001—Principles of Marketing (3 cr)  
 OMS 3001—Introduction to Operations Management (3 cr)  
 MGMT 3004—Business Strategy (3 cr)

### Additional Core Requirements

ACCT 3001—Introduction to Management Accounting (3 cr)  
 IDSC 3001—Information Systems for Business Processes and Management (3 cr)  
 HRIR 3021—Human Resource Management and Industrial Relations (3 cr)  
 MGMT 3033W—Business Communication, WI (3 cr)  
 or MGMT 3033V—Honors: Business Communication, WI, H (3 cr)

### Major requirements

MKTG 3010—Marketing Research (4 cr)  
 MKTG 3040—Buyer Behavior (4 cr)  
 Take 16 or more credit(s) from the following:  
 MKTG 4030—Sales Management (4 cr)  
 MKTG 4050—Integrated Marketing Communications (4 cr)  
 MKTG 4060—Marketing Channels (4 cr)  
 MKTG 4080W—Marketing Strategy, WI (4 cr)  
 MKTG 4082W—Brand Management, WI (4 cr)  
 MKTG 4090—Marketing Topics (2–4 cr)

### International Experience

Students must complete an international experience as part of the program requirements. Short-term or semester-length programs may be used to meet this requirement. Students participate in International Experience (IE) 101 early in their program to begin planning.

### Program Sub-plans

A sub-plan is not required for this program.

### Honors (UHP) Sub-plan

Students admitted to the University Honors Program (UHP) must fulfill UHP requirements in addition to degree program requirements. Honors courses used to fulfill degree program requirements will also fulfill UHP requirements. Current

departmental honors course offerings are listed at [www.honors.umn.edu/academics/curriculum/dept\\_courses\\_current.html](http://www.honors.umn.edu/academics/curriculum/dept_courses_current.html).

Honors students complete an honors thesis project in the final year, most often in conjunction with an honors thesis course, or with an honors directed studies or honors directed research course. Students select honors courses and plan for a thesis project in consultation with their UHP adviser and their departmental faculty adviser.

## Marketing Minor

Minor Related to a Major

- 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.

### Minor Courses

MKTG 3010—Marketing Research (4 cr)

MKTG 3040—Buyer Behavior (4 cr)

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

MKTG 4030—Sales Management (4 cr)

MKTG 4050—Integrated Marketing Communications (4 cr)

MKTG 4060—Marketing Channels (4 cr)

MKTG 4080W—Marketing Strategy, WI (4 cr)

MKTG 4082W—Brand Management, WI (4 cr)

MKTG 4090—Marketing Topics (2–4 cr)

## Public/Nonprofit Management B.S.B

### Strategic Management and Organization

- Required credits to graduate with this degree: 120.
- Required credits within the major: 73.

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 grassroots 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

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

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.

Students in the school have no restrictions on declaring the major but must complete the tool courses before starting the major coursework. Students from outside the school must meet overall admission standards to enter this major, including completion

of the tool courses. Students entering as sophomores should complete microeconomics, macroeconomics, and calculus. Students who enter as juniors should complete microeconomics, macroeconomics, calculus, statistics, and accounting prior to transfer.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

## Required Courses for Admission

### Tool Courses

ECON 1101—Principles of Microeconomics, SOCS (4 cr)

*or* APEC 1101—Principles of Microeconomics (3 cr)

*or* APEC 1101H—Principles of Microeconomics, H (4 cr)

*or* ECON 1104—Principles of Microeconomics (4 cr)

ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)

*or* APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)

*or* APEC 1102H—Honors: Principles of Macroeconomics, H (4 cr)

MATH 1142—Short Calculus (4 cr)

*or* MATH 1271—Calculus I (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)

## Program Requirements

This major may only be completed as a second major within the Carlson School.

### Lower Division Requirements

Students who enter the program as freshmen or sophomores take MGMT 1001.

Students who transfer in as juniors take MGMT 3001 instead.

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

BA 3000—Career Skills (1 cr)

MGMT 1001—Contemporary Management (3 cr)

*or* MGMT 1001H—Honors: Contemporary Management, H (3 cr)

*or* MGMT 3001—Fundamentals of Management (3 cr)

### Immersion Core

Students complete the immersion core as a cohort.

FINA 3001—Finance Fundamentals (3 cr)

MKTG 3001—Principles of Marketing (3 cr)

OMS 3001—Introduction to Operations Management (3 cr)

MGMT 3004—Business Strategy (3 cr)

### Additional Core Requirements

IDSC 3001—Information Systems for Business Processes and Management (3 cr)

ACCT 3001—Introduction to Management Accounting (3 cr)

HRIR 3021—Human Resource Management and Industrial Relations (3 cr)

MGMT 3033W—Business Communication, WI (3 cr)

*or* MGMT 3033V—Honors: Business Communication, WI, H (3 cr)

### Public/Nonprofit Focus

PA 3003—Nonprofit and Public Financial Analysis and Budgeting (3 cr)

PA 4101—Nonprofit Management and Governance (3 cr)

PA 3961—Leadership, You, and Your Community (3 cr)

*or* PA 4190—Topics in Public and Nonprofit Leadership and Management (3 cr)

*or* PA 5251—Strategic Planning and Management (3 cr)

*or* PA 5123—Philanthropy in America: History, Practice, and Trends (3 cr)

### Business Focus

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

MGMT 3010—Introduction to Entrepreneurship (4 cr)

MGMT 4008—Entrepreneurial Management (4 cr)

MGMT 4040—Negotiation Strategies (4 cr)

MGMT 4050—Management of Innovation and Change (2 cr)  
 MGMT 4002—Managerial Psychology (4 cr)  
 MGMT 4170W—New Business Feasibility and Planning, WI (4 cr)

### Capstone Course

MGMT 4000—Issues in Nonprofit Management (4 cr)

### International Experience

Students must complete an international experience as part of the program requirements. Short-term or semester-length programs may be used to meet this requirement. Students participate in International Experience (IE) 101 early in their program to begin planning.

### Program Sub-plans

A sub-plan is not required for this program.

### Honors (UHP) Sub-plan

Students admitted to the University Honors Program (UHP) must fulfill UHP requirements in addition to degree program requirements. Honors courses used to fulfill degree program requirements will also fulfill UHP requirements. Current departmental honors course offerings are listed at [www.honors.umn.edu/academics/curriculum/dept\\_courses\\_current.html](http://www.honors.umn.edu/academics/curriculum/dept_courses_current.html).

Honors students complete an honors thesis project in the final year, most often in conjunction with an honors thesis course, or with an honors directed studies or honors directed research course. Students select honors courses and plan for a thesis project in consultation with their UHP adviser and their departmental faculty adviser.

## Supply Chain and Operations Management B.S.B.

### Operations and Management Science

- Required credits to graduate with this degree: 120.
- Required credits within the major: 74.

The supply chain and operations program in the Carlson School of Management focuses on process excellence from both intra-organizational and inter-organizational points of view and is led by an award-winning faculty. The program leverages strong relationships with the Supply Chain and Operations Advisory Board to provide significant experiential learning opportunities for students.

### Admission Requirements

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

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.

Students in the school have no restrictions on declaring the major. Students from outside of the school must meet overall admission standards to enter this major, including completion of the tool courses. Students entering as sophomores should complete microeconomics, macroeconomics, and calculus prior to transfer. Students entering as juniors should complete microeconomics, macroeconomics, calculus, statistics, and accounting prior to transfer.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

### Required Courses for Admission

#### Tool Courses

ECON 1101—Principles of Microeconomics, SOCS (4 cr)  
 or APEC 1101—Principles of Microeconomics (3 cr)  
 or ECON 1101H—Honors Course: Principles of Microeconomics, H (4 cr)  
 or ECON 1104—Principles of Microeconomics (4 cr)  
 ECON 1102—Principles of Macroeconomics, IP, SSCI (4 cr)  
 or APEC 1102—Principles of Macroeconomics, IP, SSCI (3 cr)  
 or APEC 1102H—Honors: Principles of Macroeconomics, H (4 cr)  
 or ECON 1105—Principles of Macroeconomics (4 cr)  
 MATH 1142—Short Calculus (4 cr)  
 or MATH 1271—Calculus I (4 cr)  
 or MATH 1571H—Honors Calculus I, 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)

### Program Requirements

#### Lower Division Requirements

Students entering the program as freshmen or sophomores take MGMT 1001. Students who transfer in as juniors complete MGMT 3001 instead.  
 PSY 1001—Introduction to Psychology, SSCI (4 cr)  
 BA 3000—Career Skills (1 cr)  
 MGMT 1001—Contemporary Management (3 cr)  
 or MGMT 3001—Fundamentals of Management (3 cr)

#### Immersion Core

Students complete the Immersion Core as a cohort.  
 FINA 3001—Finance Fundamentals (3 cr)  
 MKTG 3001—Principles of Marketing (3 cr)  
 MGMT 3004—Business Strategy (3 cr)  
 OMS 3001—Introduction to Operations Management (3 cr)

#### Additional Core Requirements

ACCT 3001—Introduction to Management Accounting (3 cr)  
 IDSC 3001—Information Systems for Business Processes and Management (3 cr)  
 HRIR 3021—Human Resource Management and Industrial Relations (3 cr)  
 MGMT 3033W—Business Communication, WI (3 cr)  
 or MGMT 3033V—Honors: Business Communication, WI, H (3 cr)

#### Major Requirements

OMS 3056—Supply Chain Planning and Control (4 cr)  
 OMS 3059—Quality Management and Lean Six Sigma (4 cr)  
 OMS 3045—Sourcing and Supply Management (2 cr)  
 OMS 3048—Transportation and Logistics Management (2 cr)  
 OMS 3072—Managing Technologies in the Supply Chain (2 cr)  
 OMS 4065W—Supply Chain and Operations Strategy, WI (4 cr)

#### Major Electives

*Take 1 or more course(s) totaling 4 or more credit(s) from the following:*  
 OMS 3041—Project Management (2 cr)  
 OMS 3051—Service Management (2 cr)  
 OMS 3061—Lean Thinking (2 cr)  
 MKTG 4060—Marketing Channels (4 cr)  
 IDSC 3202—Analysis and Modeling for Business Systems Development (4 cr)  
 BLAW 3058—The Law of Contracts and Agency (4 cr)  
 MGMT 4040—Negotiation Strategies (4 cr)

## International Experience

Students must complete an international experience as part of the program requirements. Short-term or semester-length programs may be used to meet this requirement. Students are encouraged to start planning with their adviser early in the program.

## Program Sub-plans

A sub-plan is not required for this program.

### Honors (UHP) Sub-plan

Students admitted to the University Honors Program (UHP) must fulfill UHP requirements in addition to degree program requirements. Honors courses used to fulfill degree program requirements will also fulfill UHP requirements. Current departmental honors course offerings are listed at [www.honors.umn.edu/academics/curriculum/dept\\_courses\\_current.html](http://www.honors.umn.edu/academics/curriculum/dept_courses_current.html).

Honors students complete an honors thesis project in the final year, most often in conjunction with an honors thesis course, or with an honors directed studies or honors directed research course. Students select honors courses and plan for a thesis project in consultation with their UHP adviser and their departmental faculty adviser.

## Supply Chain and Operations Management Minor

Minor Related to a Major

- Required credits in this minor: 12.

Supply chain and operations management focuses on process excellence from both intra-organizations and inter-organizational points of view.

### Admission Requirements

Students may not complete this minor unless they are a degree-seeking Carlson School student with a declared major.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

### Minor Requirements

#### Minor Courses

OMS 3056—Supply Chain Planning and Control (4 cr)

OMS 3059—Quality Management and Lean Six Sigma (4 cr)

*Take 2 or more course(s) totaling 4 or more credit(s) from the following:*

OMS 3041—Project Management (2 cr)

OMS 3045—Sourcing and Supply Management (2 cr)

OMS 3048—Transportation and Logistics Management (2 cr)

OMS 3051—Service Management (2 cr)

OMS 3061—Lean Thinking (2 cr)

OMS 3072—Managing Technologies in the Supply Chain (2 cr)