

# Labovitz School of Business and Education

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# Labovitz School of Business and Economics

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111A Labovitz School of Business and Economics Building,  
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## Mission

The mission of the Labovitz School of Business and Economics (LSBE) is to contribute to the intellectual and personal growth and development of individuals in order to enhance their competence in business and management. LSBE achieves this through teaching, intellectual contributions, and service activities. Its primary focus is on undergraduate teaching. The school offers high-quality undergraduate programs to students primarily from Minnesota. Additionally, a part-time evening and weekend M.B.A. program is offered to practitioners in selected regions of the state. LSBE's secondary focus is on intellectual contributions, with a primary emphasis on discipline-based intellectual contributions but also placing a high value on teaching and



*The new Labovitz School of Business and Economics Building incorporates a vast array of elements that enhance the educational experience—from an abundance of natural light to numerous breakout and gathering spaces for informal learning and interaction. The building contains state-of-the-art technology for delivering a high-quality business education in the 21st century.*

practice. LSBE provides community, professional, and institutional service and outreach with an emphasis on community service and outreach and the interface of these activities with teaching and intellectual contributions.

## Vision

The vision of the Labovitz School of Business and Economics is to be recognized as a school with a first-rate faculty that provides rigorous, demanding undergraduate and graduate programs in business and management, as well as quality intellectual contributions and outreach programs. LSBE will achieve this vision by having its faculty, staff, and students demonstrate mutual respect for one another and by providing educational opportunities for a diverse student body. Its graduates will promote the school and give back to the school.

The UMD Labovitz School of Business and Economics is accredited by AACSB International—the Association to Advance Collegiate Schools of Business International—at both the undergraduate and graduate levels. According to U.S. Department of Education statistics, approximately 1,200 institutions in the United States offer graduate and undergraduate business degree programs. Approximately 540 institutions have achieved AACSB accreditation, including a number of institutions outside the United States.

LSBE is organized into five instructional departments: accounting, economics, finance and management information science, management studies, and marketing. Other units within the school include the Bureau of Business and Economic Research, the Center for Economic Education (supported by the economics department), and the Center for Economic Development—a joint Program of the school, Swenson College of Science and Engineering, and the UMD Natural Resources Research Institute (NRRI)—which includes the NRRI Business Group, and the Small Business Development Center.

The school offers two undergraduate professional degrees: the bachelor of accounting (B.Acc.) and bachelor of business administration (B.B.A.). Through the Graduate School, LSBE also offers a master of business administration (M.B.A.).

The two baccalaureate degree programs prepare students for careers in accounting, business, management, or administration. In these programs, students acquire business perspectives and foundation knowledge, develop and enhance critical skills, and prepare to assume and maintain responsible positions in organizations. LSBE students are encouraged to take at least one year of college-level foreign language.

LSBE's Department of Economics offers a major in economics for the bachelor of arts (B.A.) degree that is conferred by the College of Liberal Arts. The B.A. program is designed for students who want a liberal education in economics or who plan to pursue graduate work.

The M.B.A. program offered through the Graduate School prepares students for management careers in business, government, and nonprofit organizations. See the **Graduate School section** of this catalog or the *Graduate School Catalog* for information about this program.

In addition to major programs, LSBE provides minor programs approved for various degree programs offered by other collegiate units at UMD.

## Admission

See the **Policies and Procedures** section of this catalog.

## Academic Standing

### Good Academic Standing

The B.Acc. and B.B.A. programs require that each student, at the time of graduation, have a 2.00 minimum GPA in all work attempted, including residence and transfer work (overall GPA); in all work taken in residence at the University of Minnesota, including work taken through Continuing Education (CE) (transcript GPA); and in all work in accounting, business, and economics courses, regardless of where or when taken (internal GPA). Students who maintain or exceed this GPA in each of these categories are considered to be in good academic standing.

### Probation

Any student failing to maintain the required 2.00 average in each of three areas outlined above is considered to be on academic probation. Students on probation are strongly encouraged to talk with their adviser and advisers within the

LSBE Student Affairs Office to determine the appropriate course of action. If, at the end of a semester on academic probation, the student's GPAs are at or above 2.00, she/he will be returned to good academic standing.

## Subject to Dismissal

Students are considered subject to dismissal if their cumulative and/or U of M GPA is below 2.00. In addition, students who have attempted 60 or more credits and have an internal (LSBE) GPA below 2.00 are considered subject to dismissal. Students who become subject to academic dismissal are notified at the beginning of the term about their status and are encouraged to seek advisement to develop an appropriate plan for regaining good academic standing. LSBE Student Affairs staff reviews student records after final exams have posted and then notify students of their status.

## Dismissal

If, at the end of a semester during which a student was subject to dismissal, that student fails to attain the minimum GPA required for good academic standing, that student is academically dismissed. Because some students have trouble adjusting to the standards of a university education, those who have attempted fewer than 20 credits (at UMD or elsewhere) are not academically dismissed if their overall and transcript GPAs are 1.80 or above.

Dismissal decisions are made in the LSBE Student Affairs Office following fall and spring final examinations. Dismissed students are notified immediately and their registration for the next semester is canceled. Students who are failing to attain the minimum GPA, yet who are making academic progress may be granted an additional semester of probation at the LSBE's discretion.

## Readmission

Dismissed students must present evidence of improved academic capability to the college to justify their readmission. Petition forms for readmission and information concerning academic standing are available in the LSBE Student Affairs Office, 111A Labovitz School of Business and Economics Building ([www.d.umn.edu/lisbe](http://www.d.umn.edu/lisbe)).

## General Degree Requirements

### Residence Requirement

Degree candidates must complete at least 30 degree credits at UMD. At least 20 of the final 30 degree credits immediately before graduation must be taken at UMD. At least 50 percent of required business, accounting, and upper division economics credits must be taken at UMD.

### Admission to Candidacy Requirements

During the first term of the sophomore year (after 30 or more credits have been completed), LSBE baccalaureate students must apply for candidacy for their degrees. This application allows the LSBE Student Affairs Office to track students' progress and provide feedback. To be eligible for admission to candidacy students must successfully complete

all pre-major (pre-candidacy) requirements for the B.B.A. and B.Acc. degrees, and meet the academic standing criteria established by the school for overall, transcript, internal, and pre-major GPAs. Students who do not qualify for admission to candidacy may not take LSBE upper division courses (excluding economics courses) without permission from the director of student affairs.

## GPA Requirements

To earn a degree, academic standing policies state that each graduating student must have at minimum, a 2.00 GPA in all work attempted, including residence and transfer work (overall GPA); in all work taken in residence at the University of Minnesota (transcript GPA); and in all work within accounting, business, and economics courses, regardless of where or when taken (internal GPA). In addition, each graduate must have at minimum, a 2.00 GPA (major GPA) within all courses unique to the discipline of the declared major(s), along with the core course(s) of that major.

Successful completion of an LSBE minor requires at minimum, a 2.00 GPA in all courses specific to the declared minor, as well as a minimum of 2.00 for overall, transcript, and internal GPAs at the time of graduation.

## Graduation Plan

Normally during the second semester of the junior year, but at least two semesters preceding graduation (75–90 credits completed), LSBE candidates must file a graduation plan. After the faculty adviser approves and signs the plan, it is submitted to the LSBE Student Affairs Office. The plan provides a detailed description of a student's program as well as assurance that the program meets all degree requirements. Students are responsible for updating their graduation plans as necessary. Students who fail to file a graduation plan may not register again until their graduation plan is submitted.

## Grading

All LSBE courses are offered on either a mandatory A-F or mandatory S-N basis only. Students in the school do, however, have the choice of optional A-F or S-N grading in some courses taken outside the school. LSBE students may not elect optional S-N grading in specific required courses within the lower division program of the school or in upper division courses outside the school that are used to meet the requirements of a major for the B.B.A. degree. In addition, students should be aware of and comply with general limits on the use of the S-N grading option as stated in the **Policies and Procedures section** of this catalog.

## Honors, Scholarships, and Awards

### College Honors

The UMD Campus Assembly has established the policy that a maximum of 15 percent of the graduating class can graduate with college honors. In LSBE, the top 3 percent of the graduating class (with a GPA of at least 3.80 in all coursework completed in residence at UMD) will be designated *summa cum laude*; the next 5 percent (with a GPA of at least 3.50

in all coursework completed in residence at UMD) will be designated *magna cum laude*; and the next 7 percent (with a GPA of at least 3.20 in all coursework completed in residence at UMD) will be designated *cum laude*.

The GPAs necessary to achieve these honors are established on the basis of the record of the previous year's graduating class. To be eligible for honors, students must earn at least 30 credits at UMD. For more information, contact the LSBE Student Affairs Office.

## Program Honors

Candidates for the bachelor of accounting and bachelor of business administration degrees are eligible for program honors separate from the college honors described above. Program honors are noted in the commencement catalog and by inclusion of the following notation on the student's transcript: "Graduated With Distinction in Business and Economics."

To be eligible, degree candidates must earn a minimum GPA of 3.30 in all LSBE upper division courses.

## Dean's List for Academic Excellence

Each semester, LSBE students are recognized for high academic achievement by being placed on the LSBE Dean's List for Academic Excellence. A memo is placed on the qualifying students' transcripts indicating this achievement. To be eligible for the LSBE Dean's List the student must:

- Be in residence at LSBE;
- Have earned a 3.50 semester GPA; and have
  - completed all credits attempted in the semester,
  - completed a minimum of 12 letter-graded credits in the semester, and
  - earned no grades of "I," "F," or "N" for the semester.

## Honorary Societies

**Beta Gamma Sigma**—Eligibility requirements for this international honor society include majoring in business or accounting, junior or senior standing, and an overall GPA that places the student in the top 10 percent of the junior or senior class. Membership is by invitation, with an induction ceremony held in the spring of the year.

**Omicron Delta Epsilon**—Eligibility requirements for this international honorary society in economics include junior or senior standing, at least 12 credits in economics with a GPA of 3.00 in these courses, and an overall GPA of 3.00.

**Pi Gamma Mu**—Eligibility requirements for this national honorary society in the social sciences include a 3.00 GPA in all social science courses, including accounting, finance and management information sciences, business law, management studies, and economics, and an overall GPA of 3.00.

## Scholarships

**Department of Accounting Scholarship**—A \$500 scholarship awarded to an accounting student with minimum accounting and overall GPAs of 3.50.

**Haakon and Carol Andreasen Scholarship**—A \$1,000 scholarship awarded to an LSBE student in good academic standing.

**Allan L. Apter Scholarship**—Up to 10 \$1,500 scholarships for junior or senior LSBE candidates or economics majors with a minimum GPA of 3.00.

**Kevin Baron Memorial Scholarship**—A \$1,000 scholarship awarded to an LSBE student who participates in extra-curricular and service activities and demonstrates an interest in becoming a contributing member of society with a minimum cumulative GPA of 3.00.

**Matt G. Chutich Memorial Scholarship**—A \$1,000 scholarship awarded to a LSBE student who demonstrates entrepreneurial interest with a minimum cumulative GPA of 2.50.

**Construction Financial Management Association Scholarship**—A \$2,500 scholarship awarded to a finance or accounting major with a minimum 2.50 cumulative GPA who plans to pursue a career in the construction financial management field.

**Copeland Buhl & Company Scholarship**—A \$1,000 scholarship awarded to an accounting student with minimum accounting and overall GPAs of 3.20.

**Jim Davis Economics Scholarship**—A \$750 scholarship awarded to an economics major. The economics faculty selects the recipient.

**Fawzi G. Dimian Alumni Scholarship**—One \$500 scholarship awarded to an accounting student with minimum accounting and overall GPAs of 3.50.

**Duluth Chapter, Minnesota Society of Certified Public Accountants Accounting Scholarship**—At least one \$500 scholarship awarded to an accounting student with a minimum accounting and overall GPA of 3.00 and an interest in public accounting.

**Duluth Skyline Rotary Club Scholarship**—A \$500 scholarship awarded to a full-time junior business administration student with a 3.00 minimum GPA, active involvement in extracurricular activities, leadership potential, and strong oral communication skills. Rotary Club members select the recipient.

**Department of Economics Scholarship**—A \$1,000 scholarship awarded to a junior economics major with a minimum 2.50 cumulative GPA who is involved in extracurricular activities.

**The First Street Gang-Geoff Spencer Commemorative Scholarship**—A \$1,000 scholarship awarded to a junior or senior accounting, business administration, or economics major with a 2.50 minimum cumulative GPA.

**Hansen-House Scholarship**—A \$1,000 scholarship awarded to an accounting major with a minimum cumulative GPA of 3.20.

**Jeffery Hovis Business and Environmental Studies Scholarship**—A \$500 scholarship available to a junior or senior LSBE candidate or economics major who has an interest in ecology or environmental studies and a minimum overall GPA of 2.50.

**Janet Jasper Accounting Scholarship**—A \$1,000 minimum scholarship awarded to an accounting student with minimum accounting GPA of 3.50 and overall GPA of 3.20.

**Lawrence and Jennifer Johnson Development Scholarship**—A \$500 scholarship awarded to an LSBE student or economics major who has a minimum overall GPA of 2.50 and is involved in extracurricular activities.

**Lillian F. and William C. Johnson Memorial Scholarship**—A minimum of \$500 awarded to a LSBE candidate who demonstrates entrepreneurial interests and commitment to community with a 2.50 GPA.

**Kjell R. and Rosemary Knudsen Dean's Scholarship**—A \$1,000 scholarship awarded to an LSBE student or economics major to recognize leadership, service, and scholastic achievement.

**Mariia Kouznetsova/Springcreek Scholarships**—A \$1,000 scholarship awarded to a marketing, finance, or accounting student with a minimum cumulative GPA of 3.00.

**LSBE Honors Scholarship**—At least one \$750 honors scholarship awarded annually to a junior accounting, business administration, or economics major who has a 3.20 minimum cumulative GPA and demonstrates strong commitment to serving UMD and the community, and has completed at least two semesters at UMD and achieved admission to candidacy (B.Acc. and B.B.A.) or completion of lower and upper division core courses (economics).

**Labovitz Family Scholarship**—A \$1,000 scholarship awarded to a LSBE student in good academic standing.

**LarsonAllen, LLP Scholarship**—A \$1,000 scholarship awarded to an accounting student with minimum accounting and overall GPAs of 3.20.

**Department of Management Studies Scholarship for Academic Excellence**—A \$1,000 scholarship awarded to a human resource management or organizational management major with a minimum cumulative GPA of 3.25.

**RSM McGladrey, LLP Accounting Scholarship**—A \$1,000 scholarship awarded to an accounting student with a 3.20 minimum accounting GPA.

**Minnesota Society of CPAs Accounting Scholarship**—At least one \$1,000 scholarship awarded to an accounting student with a minimum overall GPA of 3.00 and an interest in public accounting. The recipient must intend to sit for the CPA exam and be a Minnesota resident.

**Donald and Nancy Moline Scholarship**—This provides for at least two \$1,500 scholarships for LSBE students.

**John W. and Diane E. Newstrom Scholarship**—An approximately \$2,500 scholarship awarded to a senior human resource management or organizational management major with a 3.50 minimum cumulative GPA and who participates in extracurricular and community activities.

**LSBE Susana Pelayo-Woodward Scholarship**—A minimum of one \$500 scholarship available for an accounting, finance, or management information systems major in good academic standing at the Labovitz School of Business and Economics. Preference is given to students of Hispanic/Latino/Chicana heritage and background with financial need.

**Lloyd and Audrey Ratkovich Family Scholarship**—A \$1,000 scholarship awarded to a LSBE student in good academic standing.

**LSBE Shusterich Scholarship**—A \$1,000 scholarship available to a junior accounting, business administration, or economics major who has a 2.50 minimum cumulative GPA.

**Mitchell and Elva Sill Scholarships**—Up to twenty \$1,000 scholarships awarded annually to full-time accounting and business administration students.

**Student-Parent Scholarship**—A \$1,000 scholarship, provided by an anonymous donor, awarded to an LSBE student who is also a parent. Given in memory of the donor's mother.

**L. J. Syck Scholarship**—A \$1,000 scholarship available for a full-time accounting student with a minimum GPA of 2.80. Preference is given to a nontraditional student who has successfully completed ACCT 3101.

**Virchow, Krause and Company, LLP**—A \$1,000 scholarship awarded to an accounting student with a minimum overall GPA of 3.00. Student must have an interest in pursuing a career in public accounting and be involved in community activities within or outside the University.

**WIPFLI Accounting Scholarships**—Four \$2,500 scholarships awarded to accounting sophomores or juniors with minimum cumulative GPAs of 3.20.

**The Charles F. and Selma J. Wuori Memorial Scholarship**—One \$750 scholarship awarded annually to a junior accounting, business administration, or economics major who has a 3.20 minimum cumulative GPA and demonstrates strong commitment to serving UMD and the community. The recipient must have completed at least two semesters at UMD and admission to candidacy (B.Acc. and B.B.A.) or lower and upper division core courses (economics).

**Carolyn and Jerry Zanko Scholarship**—A minimum of one \$1,000 scholarship available for a student in good standing at the Labovitz School of Business and Economics with preference given to a first generation college student. Several other scholarships are awarded on an annual basis contingent upon funding.

## Awards

**Award for Academic Excellence in Accounting**—An honor presented annually to the academically outstanding B.Acc. graduate, who is essentially the valedictorian of the accounting degree program.

**Award for Academic Excellence in Business Administration**—This honor is presented annually to the most academically outstanding B.B.A. graduate, who is essentially the valedictorian of the business administration degree program.

**Club Member of the Year Award**—Each year, one to two LSBE students are recognized for the significant contributions they have made to their respective LSBE student organizations.

**John A. Dettmann Memorial Award, Lake Superior Chapter of the Institute of Management Accountants (IMA)**—Awarded annually to an accounting senior for outstanding scholastic achievement in the B.Acc. program. Award includes a student membership in the IMA.

**Economics Department Award for Excellence**—Presented annually by the department's faculty to an economics major who has consistently demonstrated academic excellence. In recognition of this student's outstanding achievement, the department purchases textbooks for the student's economics courses for one year.

**Finance and Management Information Sciences (FMIS) Department Awards for Excellence**—Presented annually by the department's faculty to students who have consistently demonstrated academic excellence in their fields of study. One award is given to a finance major, one to an MIS major.

**Health Care Management Award for Excellence**—Presented annually by the department's faculty to students who have consistently demonstrated academic excellence in their fields of study.

**R. S. Hancock Award for Excellence in Marketing**—An award to one or more outstanding marketing majors. Selection based on grades and classroom performance in marketing courses.

**Management Studies Department Award for Excellence**—Presented annually by the department's faculty to one or more management majors (organizational management or human resource management) who have consistently demonstrated academic excellence. The department also presents awards for academic achievement and commitment to the profession in both organizational and human resource management each year.

**Marketing Department Award for Academic Excellence**—Presented annually by the department's faculty to one or more marketing majors who have consistently demonstrated academic excellence.

**LSBE Book Awards**—Ten to fifteen books awarded annually to recognize newly admitted LSBE degree candidates who earned exceptionally high grades in their pre-business or pre-accounting programs. Each student receives a free textbook to be used in one fall semester, upper division LSBE course.

## Special Learning Opportunities

A number of special learning opportunities are available to LSBE students. Internship experiences offer students an opportunity to apply knowledge and skills gained in the classroom to real problems of management and administration through work in sponsoring agencies. Some internships offer a salary and other compensation as well as the opportunity to earn credits through a supervised work experience. Students interested in internship experiences should contact either their faculty adviser or the director of business internships for more information.

**The Center for Economic Education** has as its primary mission the sponsorship of programs designed to increase the general level of economic literacy. The focus of the center's programs is on preservice and in-service training for elementary teachers and for business education and social studies teachers at the secondary level.

**The University-wide Undergraduate Research Opportunities Program (UROP)** provides financial awards to undergraduates for research, scholarly, or creative projects undertaken in partnership with a faculty sponsor. UROP provides the student with the unique educational experience of collaborating with a faculty member on the design and implementation of a project. At the same time, faculty has an opportunity to work closely with students and receive valuable assistance with their own research.

**The Center for Economic Development** provides special learning opportunities for students through its technical assistance programs that serve the region's small business community. Often these opportunities are student internships.

**The Student to Business Initiative** sponsored by the Center for Economic Development, also offers opportunities for students to become involved in applying knowledge and skills to practical problems. Each semester several student teams work directly with a business enterprise on managerial, marketing, or accounting problems.

## Academic Programs

LSBE offers the following degree programs:

**Bachelor of accounting (B.Acc.)**

**Bachelor of business administration (B.B.A.)**

Majors in finance, health care management, management, management information systems, and marketing. The management major offers options in human resource management and organizational management.

Majors and minors offered by LSBE, including degrees conferred by other UMD college units, include the following (currently, students not enrolled in the LSBE may only pursue minors in accounting, business administration, or economics):

Minor in accounting for non-LSBE students

Minor in accounting for B.B.A. candidates

Minor in business administration for non-LSBE students

Major in economics for the B.A. (CLA)

Minor in economics

Minor in finance for B.Acc. and B.B.A. candidates

Minor in health care management for B.Acc. and B.B.A. candidates

Minor in management—human resources for B.Acc. and B.B.A. candidates

Minor in management—organizational management for B.Acc. and B.B.A. candidates

Minor in management information systems for B.Acc. and B.B.A. candidates

Minor in marketing for B.Acc. and B.B.A. candidates

## LSBE Freshman Orientation Program

New high school students entering LSBE must participate in SSP 1000—Introduction to College Learning, during their first semester. The purpose of the program is to improve the quality of students' lower division experience.

# Departments

## Accounting

360 Labovitz School of Business and Economics

**Associate Professors:** Rodger L. Brannan, Jerry W. Lin, Alan C. Roline, (business law; department head), Randall Skalberg (taxation and business law); **Instructors:** Gerui Kang, Loren Erickson, Daniel Hsiao, Karen Salmela

**E-mail:** [acct@d.umn.edu](mailto:acct@d.umn.edu)

**Web site:** <http://lsbe.d.umn.edu/accounting/accounting.php>

The accounting faculty offers major courses within the B.Acc. degree, and provides academic support for the B.B.A. and M.B.A. degrees. Accounting courses focus on solid preparation for careers in both public and private accounting areas, including careers in auditing and assurance, accounting information systems, financial management and reporting, and taxation. The courses also serve as a foundation for both the CPA and CMA professional certifications. Students are encouraged to engage in active learning experiences such as working with local businesses, counseling clients through the Volunteer Income Tax Assistance program, and participating in the Accounting Internship program.

## Economics

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**Professors:** Curt L. Anderson; **Associate Professors:** A. Maureen O'Brien (department head), Jennifer Schultz; **Assistant Professors:** Pedro Albuquerque, Bulent Anil, David Doorn, Christopher McIntosh, Bedassa Tadesse-Ayele

**E-mail:** [econ@d.umn.edu](mailto:econ@d.umn.edu)

**Web site:** <http://lsbe.d.umn.edu/economics/economics.php>

The economics faculty provides academic support for the bachelor of arts degree by offering a major and minor in economics. This prepares students for careers in business and government, the study of law, and graduate work in economics, management, public policy, and related fields.

## Finance and Management Information Sciences

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**Professors:** R. J. Lievano (management science), Patricia A. Merrier (business communications), Shee Q. Wong (department head, finance); **Associate Professors:** Manjeet Dhatt (finance), Nik Hassan (management information systems), Duane A. Kaas (director, business internships), Seung C. Lee (management information systems), Dahui Li (management information systems), Henry B. Person (operations management); **Assistant Professors:** Saiying Deng (finance), Jill Klingner (operations management and health care management), Junhua Wang (business communications); **Instructors:** Joseph K. Artim (director, financial markets program), James Vizanko (finance), Yibo Xiao (finance)

**E-mail:** [fmis@d.umn.edu](mailto:fmis@d.umn.edu)

**Web site:** <http://lsbe.d.umn.edu/fmis/fmis.php>

The finance and management information sciences (FMIS) faculty provides academic support for and shares a commitment to excellence in the B.Acc., B.B.A., and M.B.A. degrees. FMIS courses focus on solid preparation

for finance careers such as investment portfolio management, banking, and corporate finance; and for management careers in fields such as design and implementation of computerized information systems, and production management and control in businesses and public organizations.

## Management Studies

365 Labovitz School of Business and Economics

**Professors:** Jon L. Pierce (organization and management), Stephen A. Rubinfeld (human resource management); **Associate Professors:** Geoffrey G. Bell (department head and management and strategy), Anne Cummings (organization and management), Jannifer David (human resource management), Sanjay Goel (strategic management and entrepreneurship), Kjell R. Knudsen (strategic management and administrative behavior); **Assistant Professors:** Patricia Borchert (entrepreneurship and strategic management), Jennifer Mencl (human resource management and organizational behavior), Xin Liang (management and strategic management)

**E-mail:** [mgts@d.umn.edu](mailto:mgts@d.umn.edu)

**Web site:** <http://lsbe.d.umn.edu/mgtsstudies/mgtsstudies.php>

The management studies faculty provides academic support for the B.Acc., B.B.A., and M.B.A. degrees, which focus on two domains: human resource management and organizational management. The programs and courses view management as a generic process applicable to careers in business, government, and public or social service organizations, and relevant at various levels. Courses stimulate students to integrate environmental factors with internal resources (human, technological, and capital) through an emphasis on strategic plans and programs.

## Marketing

385 Labovitz School of Business and Economics

**Professors:** Praveen Aggarwal (department head), Stephen B. Castleberry, Rajiv Vaidyanaathan (M.B.A. director); **Associate Professor:** Linda Rochford; **Instructors:** John Kratz, Ahmed Maamoun

**E-mail:** [mktg@d.umn.edu](mailto:mktg@d.umn.edu)

**Web site:** <http://lsbe.d.umn.edu/marketing/marketing.php>

The faculty in the Department of Marketing provides academic support for the B.Acc., B.B.A., and M.B.A. degrees by offering courses in the general domain of marketing. The marketing major prepares students to assume a variety of organizational roles that focus on facilitating exchanges between buyers and sellers. Students are encouraged to work in teams, participate in projects with local businesses, do internships, and partake in student organizations.

# Degree Programs

## Accounting B.Acc.

### Accounting

Required credits to graduate with this degree: 120.

Required credits within the major: 60.

The B.Acc. in accounting provides the core competencies in accounting and general business that are necessary for a successful accounting career. The program includes study in the following areas: financial accounting; management accounting; accounting information systems; financial, operational, and information systems auditing; and taxation. This accounting curriculum is combined with a foundation in the functional areas of business law, finance, information systems, marketing, operations, and management as well as a broad general education, including the areas of the behavioral sciences, the humanities, English, communication, the arts, mathematics, and statistics.

The primary professional certification in public accounting is the Certified Public Accountant (CPA). Most states, including Minnesota and Wisconsin, require students to complete 150 semester hours of education to become a licensed CPA. All 150 hours may be taken at the undergraduate level or a combination of undergraduate and graduate level courses may be used to satisfy this requirement. At UMD, students can choose to combine their B.Acc. degree with

- an M.B.A.;
- another major within LSBE;
- a minor from LSBE or another college, such as computer science, communications, or criminal justice;
- additional undergraduate coursework in accounting, business, or other discipline such that the total equals or exceeds 150 hours. (Contact the Department of Accounting for additional information on 150-hour “tracks.”)

Other types of professional certifications for accountants in private industry do not require 150 hours of education. The Certified Management Accountant (CMA) certificate is issued by the Institute of Management Accounting. The Certified Internal Auditor (CIA) certificate is issued by the Institute of Internal Auditors. The B.Acc. degree program also serves as basic preparation for both the CMA and CIA examinations.

A number of active learning opportunities are available to students in UMD’s accounting program. ACCT 3196—Internship in Accounting allows students to apply knowledge and skills gained in the classroom to real world accounting problems through work experience in sponsoring businesses. Most internships offer a salary as well as the opportunity to earn credits through a supervised work experience. Another opportunity, ACCT 3096—Volunteer Income Tax Assistance, gives students a general understanding of the U.S. individual income tax system, while providing a valuable service learning experience by assisting low-income clientele with tax planning and compliance. Finally, in ACCT 3701—Student to Business Initiative in Accounting, students working in teams are matched with local small business that need accounting assistance. Students define the specific scope of work with

the business owner and then serve as a “consultant” to the business. At the end of the semester, students present the results of their work at the UMD Center for Economic Development offices.

Program Honors: Degree candidates must earn a 3.30 GPA in all LSBE upper division courses.

## 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:

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

Freshmen and transfer students are typically admitted as pre-accounting students for the B.Acc. degree. Admission to candidacy status, which allows access to upper division LSBE courses, typically occurs at the junior level when students have successfully completed all pre-major (pre-candidacy) course requirements and met all of the GPA standards. Students with a 2.50 UM and overall, 2.00 internal and pre-major GPAs are admitted upon completion of pre-major courses; students with a 2.00–2.49 UM and overall, 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

### Introductory Course

Not required for transfer students with 30 or more credits, or for students who change college into LSBE.

SSP 1000—Introduction to College Learning (1–2 cr)

### Pre-major Accounting Requirements

Additional non-LSBE courses to bring total to 60 pre-candidacy credits. (Non-LSBE statistics courses cannot be used to fulfill elective requirements.)

ACCT 2001—Principles of Financial Accounting (3 cr)  
 ACCT 2002—Principles of Managerial Accounting (3 cr)  
 BLAW 2001—The Legal Environment, LE CAT8 (3 cr)  
 ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr)  
 ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)  
 ECON 2030—Applied Statistics for Business and Economics (3 cr)  
 FMIS 2201—Information Technology in Business (3 cr)  
 PSY 1003—General Psychology, LE CAT6 (4 cr)  
 WRIT 1120—College Writing, LE CAT1 (3 cr)  
 MATH 1160—Finite Mathematics and Introduction to Calculus, LE CAT2 (5 cr)  
 or MATH 1296—Calculus I, LE CAT2 (5 cr)

### Communications or Foreign Language

COMM 1112—Public Speaking, LE CAT3 (3 cr)  
 or COMM 1222—Interpersonal Communication, LECD CAT03 (3 cr)  
 or LSBE students are encouraged to take at least one year of a college-level foreign language.

## Program Requirements

Requirements for the B.Acc. in accounting include:

- Liberal education requirements
- Advance writing requirement: WRIT 3121—Advanced Writing: Business and Organization (3 cr)
- LSBE students are encouraged to take at least one year of college-level foreign language
- Strict limitations on use of correspondence courses
- Completion of at least 30 degree credits at UMD. At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD
- At least 50 percent of the required accounting, business and upper division economics credits must be taken at UMD
- Students pursuing more than one degree must complete requirements for both degrees
- Students choosing to pursue a double major, or a major and a minor, within LSBE will likely exceed 120 total degree credits
- The B.Acc. program requires that each student, at the time of graduation, fulfill all GPA requirements described for LSBE undergraduate degrees under general degree requirements.

### Accounting-Business Law Core (27 cr)

ACCT 3101—Intermediate Accounting I (3 cr)  
 ACCT 3102—Intermediate Accounting II (3 cr)  
 ACCT 3110—Accounting Information Systems (3 cr)  
 ACCT 3201—Cost Accounting (3 cr)  
 ACCT 3401—Individual Income Taxation (3 cr)  
 ACCT 4160—Auditing (3 cr)  
 BLAW 3001—Law and Ethics for Financial Professionals (3 cr)

### ACCT Electives 3xxx–5xxx

Max 3 cr can be used from experiential/active learning courses (internship, VITA, etc).

*Take 2 or more course(s) totaling 6 or more credit(s) from the following:*

ACCT 3xxx  
 ACCT 4xxx

### LSBE Core (24 cr)

FMIS 3141—Business Communications (3 cr)  
 FMIS 3301—Production and Operations Management (3 cr)  
 FMIS 3601—Corporation Finance (3 cr)  
 MGTS 3401—Organizational Behavior and Management (3 cr)  
 MGTS 3801—Human Resource Management (3 cr)  
 MGTS 4481—Strategic Management (3 cr)  
 MKTG 3701—Principles of Marketing (3 cr)

*Take exactly 3 credit(s) from the following:*

ECON 3xxx  
 ECON 4xxx

### Supporting Courses

**1. International requirement:** Any course from the following list of upper division courses approved for the major or minor in international studies for the B.A. degree:

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

ACCT 4505—International Accounting (3 cr)  
 AMIN 3410—Fur Trade in Canada and the United States (3 cr)  
 ANTH 3628—Women in Cross-Cultural Perspective (3 cr)  
 ANTH 3632—Latin American Cultures (3 cr)  
 ANTH 3638—Peoples and Cultures of the Middle East (3 cr)  
 ECON 3150—Development Economics (3 cr)  
 ECON 3402—Global Economic Issues (3 cr)

- ECON 4410—International Economics (3 cr)
- ENGL 3501—British Literature I (4 cr)
- ENGL 3502—British Literature II (4 cr)
- ENGL 5566—Irish Literary Revival (4 cr)
- ENGL 5583—British Novel (4 cr)
- FMIS 3649—International Finance (3 cr)
- FR 4412—Contemporary French Culture and Society (4 cr)
- FR 4422—20th-Century Novel (4 cr)
- GEOG 3461—Geography of Global Resources (3 cr)
- GEOG 3702—Geography of the United States and Canada (3 cr)
- GEOG 3762—Geography of Europe (3 cr)
- GER 4302—German Women Writers and Filmmakers (4 cr)
- GER 4305—German Cinema (4 cr)
- GER 4404—Contemporary Germany (4 cr)
- HIST 3243—Europe in Crisis in the 20th Century (3 cr)
- HIST 3244—History of Holocaust (3 cr)
- HIST 3257—Modern France (3 cr)
- HIST 3264—Imperial Russia (3 cr)
- HIST 3365—American Culture and Globalization (3 cr)
- HIST 3386—The United States and the World since 1898 (3 cr)
- HIST 3515—Modern Africa (3 cr)
- HIST 3516—Society and Culture in 20th-Century Africa (3 cr)
- HIST 3725—Islamic History from Muhammad to the Ottomans (3 cr)
- HIST 3726—Modern Middle East: 18th Century-Present (3 cr)
- INTB 3201—International Business (3 cr)
- MGTS 4474—International Management (3 cr)
- MGTS 4483—Cooperative Strategy and Strategic Alliances (3 cr)
- MGTS 4861—International Human Resource Management (3 cr)
- MKTG 3781—International Marketing (3 cr)
- POL 3403—American Foreign Policy (3 cr)
- POL 3451—Theories of International Relations (4 cr)
- POL 3456—International Security: Theory and Policy (4 cr)
- POL 3517—Western European Political Systems (4 cr)
- POL 3518—Transitional Politics of Asia (3 cr)
- POL 3570—Politics of Developing Nations (3 cr)
- SOC 3945—Social Stratification (3 cr)
- SPAN 3042—Hispanic American Civilization and Culture (4 cr)
- SPAN 3044—Spanish Civilization and Culture (4 cr)
- SPAN 4011—Hispanic American Prose (4 cr)
- SPAN 4018—Hispanic America From Within (4 cr)
- SPAN 4027—Modern Spanish Literature and Culture (4 cr)
- WS 3000—Transnational Perspectives on Feminism (3 cr)
- WS 3001—Third World Women (3 cr)
- WS 3002—Latin American Women: Culture and Politics (3 cr)
- WS 3400—Women and Film (3 cr)

2. **Upper division non-LSBE electives (6 cr)**  
 STAT 3411, STAT 3611, PSY 3020, or SOC 3155 cannot be used to fulfill these requirements.

## Accounting Minor

### Accounting

Required credits in this minor: 12 to 30.

The minor in accounting is valuable to students who want to understand the accounting process and its applications in modern society. The minor offers training for entry into positions in government, industry, and social service organizations that require an understanding of accounting but not the depth provided by the B.Acc. degree program.

For students outside of LSBE, no more than 25 percent (30 credits) of total credits required for a degree may be drawn from the courses offered by LSBE or recognized by the school as equivalent transfer courses while completing this minor. Economics courses are excluded from these calculations.

## Minor Requirements

The accounting minor is available to both LSBE students and non-LSBE students. Requirements are described below.

### Program Sub-plans

#### Labovitz School of Business and Economics Sub-plan

LSBE students must be a B.B.A. degree candidate.

Students must apply for admission to the minor and are admitted if eligible for LSBE candidacy status.

Admission to the minor is based on the same GPA requirements as admission to candidacy for LSBE baccalaureate degrees. Applications are available in 111A Labovitz School of Business and Economics Building.

#### Accounting Core Courses (6 cr)

- ACCT 3101—Intermediate Accounting I (3 cr)
- ACCT 3110—Accounting Information Systems (3 cr)

#### Accounting Electives (6 cr)

Take 2 or more course(s) totaling 6 or more credit(s) from the following:

- ACCT 3102—Intermediate Accounting II (3 cr)
- ACCT 3401—Individual Income Taxation (3 cr)
- ACCT 3201—Cost Accounting (3 cr)

#### Non Labovitz School of Business and Economics Sub-plan

Currently, only the business administration minor, the economics minor, and the accounting minor (below) are available to non-LSBE students

Non-LSBE students must apply for admission to the minor before completing ACCT 2002, and/or ECON 2030, or an equivalent non-LSBE statistics course, and are admitted to the minor when admitted to candidacy in LSBE.

An overall and UM GPA of 2.50 and 2.00 in LSBE courses and completion of the pre-minor core are required for automatic admission to this minor. Students with GPAs between 2.00 and 2.50 should consult with LSBE Student Affairs.

#### Pre-Minor Core (15-19 cr)

- ACCT 2001—Principles of Financial Accounting (3 cr)
- ACCT 2002—Principles of Managerial Accounting (3 cr)
- CS 1011—Introduction to Computers and Software, LE CAT3 (3 cr)
- ECON 2030—Applied Statistics for Business and Economics (3 cr) or equivalent statistics course (3-4 credits)

Take the following course or course pair:

- ECON 1003—Economics and Society, LE CAT8 (3 cr)
- or ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr) and ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)

#### Minor Courses

- ACCT 3101—Intermediate Accounting I (3 cr)
- ACCT 3110—Accounting Information Systems (3 cr)
- LSBE 1101—The Business Environment, LE CAT8 (3 cr)

#### Electives (6 cr)

Take 2 or more course(s) totaling 6 or more credit(s) from the following:

- ACCT 3102—Intermediate Accounting II (3 cr)
- ACCT 3401—Individual Income Taxation (3 cr)
- ACCT 3201—Cost Accounting (3 cr)

## Economics B.A.

### Economics

Required credits to graduate with this degree: 120.

Required credits within the major: 44.

Economics is the study of social, business, and individual decision making and the goals, incentives, institutions, and constraints affecting those decisions. The Department of Economics curriculum combines the classical liberal arts and modern quantitative approaches.

The B.A. prepares students for careers in business and government, the study of law, and graduate work in economics, management, public policy, and related fields. Business careers that require the analytical training of an economist include banking, management, insurance, marketing research, and securities trading. Economists who work for government agencies assess economic conditions in the United States and abroad and predict the economic impact of specific changes in legislation or public policy. Government careers include those in foreign and intelligence service, regulatory agencies, and international trade.

**Honors Requirements:** The department honors program recognizes majors who demonstrate outstanding academic performance. Department honors are noted in the commencement bulletin and by the following notation on the student's transcript: Graduated With Distinction in Economics.

To be eligible, degree candidates must earn a 3.20 GPA overall. In addition, candidates must earn a 3.20 GPA in economics courses and satisfactorily complete a research project under the guidance of a faculty member or complete an approved internship.

### Admission Requirements

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

### Program Requirements

Requirements for the B.A. in economics include:

- Liberal education requirements
- Advanced writing requirement: WRIT 31xx or FMIS 3141—Business Communications (3 cr)
- Completion of the upper division core is required before taking an internship. An overall GPA of 2.80 is required for an internship and/or independent study.
- A minor or another major in a discipline outside economics is required. The department strongly encourages majors to select a discipline that complements their chosen career path or builds on their analytical training. Suggested minors include political science, sociology, a foreign language, computer science, mathematics, and any business related field.
- Students have considerable flexibility in designing their major to ensure it meets personal and professional interests and needs. Students should consult their department adviser to define the focus and coverage of their program and select courses in other disciplines, including second majors and minors. Students interested in graduate study should plan on taking both ECON 3030 and ECON 4213.

- The department faculty welcomes and encourages student interaction with other students and the faculty through activities such as UROP (Undergraduate Research Opportunities Program) projects, ODE (Omicron Delta Epsilon honorary society for economics), Economics Club, and other activities and events

#### Lower Division (20 cr)

WRIT 1120—College Writing, LE CAT1 (3 cr)

ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr)

ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)

ECON 2030—Applied Statistics for Business and Economics (3 cr)

ACCT 2005—Survey of Accounting, LE CAT8 (3 cr)

or ACCT 2001—Principles of Financial Accounting (3 cr)

or ACCT 2002—Principles of Managerial Accounting (3 cr)

MATH 1160—Finite Mathematics and Introduction to Calculus, LE CAT2 (5 cr)

or MATH 1296—Calculus I, LE CAT2 (5 cr)

#### Upper Division (12 cr)

ECON 3022—Macroeconomic Analysis (3 cr)

ECON 3023—Microeconomic Analysis (3 cr)

ECON 3030—Economic Research Methodology (3 cr)

or ECON 4213—Mathematical Economics (3 cr)

ECON 3031—History of Economic Thought, LE CAT7 (3 cr)

or ECON 3036—Radical Economics (3 cr)

#### Select One Focus of Electives

Students may design their own program of electives or choose to follow a specific focus. Students may select the Health Economics focus, the International/Development focus, or the Individual Design Focus.

By approval, one course numbered 3xxx or above related to but outside of ECON may be applied toward the major. No more than 6 cr of any combination of internship, independent study, or courses outside ECON can be used for upper division electives.

*Students are required to complete one of the following course groups.*

#### Health Economics Focus

*Take 15 or more credit(s) from the following:*

ECON 3910—Economics of Health Care (3 cr)

ECON 4040—Tools: Applications of Economic Analysis (3 cr)

ECON 4610—Industrial Organization (3 cr)

ECON 3xxx

ECON 4xxx

#### International/Development Focus

*Take 15 or more credit(s) from the following:*

ECON 3150—Development Economics (3 cr)

ECON 4410—International Economics (3 cr)

ECON 4721—Natural Resource and Energy Economics (3 cr)

ECON 4777—Environmental Economics (3 cr)

ECON 4935—Urban/Regional Economics (3 cr)

#### Individual Design Focus

*Take 15 or more credit(s) from the following:*

ECON 3150—Development Economics (3 cr)

ECON 3311—Money and Banking (3 cr)

ECON 4410—International Economics (3 cr)

ECON 3512—Managerial Economics (3 cr)

ECON 3595—Special Topics: (Various Titles to be Assigned) (1–3 cr)

ECON 4613—The Economics of Antitrust and Regulation (3 cr)

ECON 3821—Labor Economics: Theory and Issues (3 cr)

ECON 3910—Economics of Health Care (3 cr)

ECON 4040—Tools: Applications of Economic Analysis (3 cr)

ECON 4315—Monetary Theory and Policy (3 cr)

ECON 4397—Half-Time Internship (3 cr)  
 ECON 4497—Full-Time Internship (6 cr)  
 ECON 4570—Public Finance (3 cr)  
 ECON 4610—Industrial Organization (3 cr)  
 ECON 4721—Natural Resource and Energy Economics (3 cr)  
 ECON 4777—Environmental Economics (3 cr)  
 ECON 4935—Urban/Regional Economics (3 cr)  
 ECON 4991—Independent Study (1–6 cr)

## Economics Minor

### Economics

Required credits in this minor: 21.

The economics minor provides a basic overview of economics for students interested in a complementary discipline.

### Minor Requirements

#### Lower Division

ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr)  
 ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)  
 ECON 2030—Applied Statistics for Business and Economics (3 cr)

#### Upper Division

ECON 3022—Macroeconomic Analysis (3 cr)  
 or ECON 3023—Microeconomic Analysis (3 cr)  
 or ECON 3512—Managerial Economics (3 cr)

#### Electives

Take 9 or more credit(s) from the following:

ECON 3xxx  
 ECON 4xxx  
 ECON 5xxx

## Finance B.B.A.

### Finance and Management Information Sciences

Required credits to graduate with this degree: 120.  
 Required credits within the major: 21.

This professionally oriented program emphasizes the competencies required for management careers in business, government, public, or social service organizations. The program prepares students for entering careers with management responsibility by providing a breadth and depth of knowledge about organizations, management fundamentals, techniques, processes, and skills, combined with a foundation in the functional areas of accounting, business law, finance, information systems, marketing, operations, and human resource management.

The B.B.A. offers a broad educational experience while preparing students for a variety of technical and management careers. With about one-half of the required coursework from nonbusiness disciplines, emphasis is on the development of a strong liberal arts education that provides a foundation for the required and elective professional courses. The program's core curriculum focuses on the fundamental administrative and functional skills demanded of leaders in today's public and private organizations. Students are permitted sufficient latitude in choosing electives appropriate to their particular professional objectives in finance, health care management, human resource management, organizational management, management information systems, or marketing.

In addition to classroom-based courses, students may participate in internship programs where classroom learning may be applied during professional experience as an employee of a public agency or private business. Students also may participate in the Student to Business Initiative (SBI) which offers the opportunity to use knowledge and skills to identify, analyze, and solve problems confronting small businesses. Both programs provide practical tests of vocational interests and valuable work experience.

The finance major is designed for students pursuing careers in corporate financial management, investment and portfolio management, and management of financial institutions.

**Honors Program:** Degree candidates must earn a 3.30 GPA in all LSBE upper division courses.

### 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:

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

Freshmen and transfer students are typically admitted as pre-business students for all B.B.A. majors. Admission to candidacy status, which allows access to upper division LSBE classes, typically occurs at the junior level when students have successfully completed all pre-major (pre-candidacy) course requirements and met all of the GPA standards. Students with a 2.50 UM and overall and a 2.00 internal and pre-major are admitted upon completion of pre-major courses; students with a 2.00–2.49 UM and overall and a 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

### Introductory Course

This course is not required for students who change colleges into Labovitz School of Business and Economics.

SSP 1000—Introduction to College Learning (1–2 cr)

### Pre-major Requirements

Electives: additional non-LSBE courses to bring total to 60 pre-candidacy credits. Non-LSBE statistics courses cannot be used to fulfill elective requirements.

ACCT 2001—Principles of Financial Accounting (3 cr)  
 ACCT 2002—Principles of Managerial Accounting (3 cr)  
 BLAW 2001—The Legal Environment, LE CAT8 (3 cr)  
 ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr)  
 ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)  
 ECON 2030—Applied Statistics for Business and Economics (3 cr)  
 FMIS 2201—Information Technology in Business (3 cr)  
 PSY 1003—General Psychology, LE CAT6 (4 cr)  
 WRIT 1120—College Writing, LE CAT1 (3 cr)

MATH 1160—Finite Mathematics and Introduction to Calculus, LE CAT2 (5 cr)  
 or MATH 1296—Calculus I, LE CAT2 (5 cr)

### Communications or Foreign Languages

COMM 1112—Public Speaking, LE CAT3 (3 cr)  
 or COMM 1222—Interpersonal Communication, LECD CAT03 (3 cr)  
 or LSBE students are encouraged to take at least one year of college-level foreign language. (See Student Affairs Office.)

## Program Requirements

Requirement for the B.B.A. in finance include:

- Liberal education requirements
- Advanced writing requirements: WRIT 3121—Advanced Writing: Business and Organization or FMIS 3141—Business Communications (3)
- Strict limitations on use of correspondence courses.
- At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD.
- At least 50 percent of required business, accounting, and upper division economics credits must be taken at UMD.
- Students choosing to pursue a double major or a major and a minor within LSBE will likely exceed 120 total credits.
- Students pursuing more than one degree must complete requirements for both degrees.

### LSBE Core (18 cr)

FMIS 3301—Production and Operations Management (3 cr)  
 FMIS 3601—Corporation Finance (3 cr)  
 MGTS 3401—Organizational Behavior and Management (3 cr)  
 MKTG 3701—Principles of Marketing (3 cr)  
 MGTS 3801—Human Resource Management (3 cr)  
 MGTS 4481—Strategic Management (3 cr)

### Supporting Courses

STAT 3411, STAT 3611, PSY 3020, or SOC 3155 cannot be used to fulfill requirements.

#### 1. Upper division electives in economics

#### 2. International requirement:

Any course from the list of upper division courses approved for the major or minor in international studies for the B.A. degree or ACCT 4505, ECON 3402, or INTB 3201

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

ACCT 4505—International Accounting (3 cr)  
 AMIN 3410—Fur Trade in Canada and the United States (3 cr)  
 ANTH 3628—Women in Cross-Cultural Perspective (3 cr)  
 ANTH 3632—Latin American Cultures (3 cr)  
 ANTH 3638—Peoples and Cultures of the Middle East (3 cr)  
 ECON 3150—Development Economics (3 cr)  
 ECON 3402—Global Economic Issues (3 cr)  
 ECON 4410—International Economics (3 cr)  
 ENGL 3501—British Literature I (4 cr)  
 ENGL 3502—British Literature II (4 cr)  
 ENGL 5566—Irish Literary Revival (4 cr)  
 ENGL 5583—British Novel (4 cr)  
 FMIS 3649—International Finance (3 cr)  
 FR 4412—Contemporary French Culture and Society (4 cr)  
 FR 4422—20th-Century Novel (4 cr)  
 GEOG 3461—Geography of Global Resources (3 cr)  
 GEOG 3702—Geography of the United States and Canada (3 cr)  
 GEOG 3762—Geography of Europe (3 cr)  
 GER 4302—German Women Writers and Filmmakers (4 cr)  
 GER 4305—German Cinema (4 cr)  
 GER 4404—Contemporary Germany (4 cr)

HIST 3243—Europe in Crisis in the 20th Century (3 cr)  
 HIST 3244—History of Holocaust (3 cr)  
 HIST 3257—Modern France (3 cr)  
 HIST 3264—Imperial Russia (3 cr)  
 HIST 3365—American Culture and Globalization (3 cr)  
 HIST 3386—The United States and the World since 1898 (3 cr)  
 HIST 3515—Modern Africa (3 cr)  
 HIST 3516—Society and Culture in 20th-Century Africa (3 cr)  
 HIST 3725—Islamic History from Muhammad to the Ottomans (3 cr)  
 HIST 3726—Modern Middle East: 18th Century-Present (3 cr)  
 MKTG 3781—International Marketing (3 cr)  
 MGTS 4474—International Management (3 cr)  
 MGTS 4483—Cooperative Strategy and Strategic Alliances (3 cr)  
 MGTS 4861—International Human Resource Management (3 cr)  
 POL 3451—Theories of International Relations (4 cr)  
 POL 3456—International Security: Theory and Policy (4 cr)  
 POL 3517—Western European Political Systems (4 cr)  
 POL 3570—Politics of Developing Nations (3 cr)  
 SOC 3945—Social Stratification (3 cr)  
 SPAN 3042—Hispanic American Civilization and Culture (4 cr)  
 SPAN 3044—Spanish Civilization and Culture (4 cr)  
 SPAN 4011—Hispanic American Prose (4 cr)  
 SPAN 4018—Hispanic America From Within (4 cr)  
 SPAN 4027—Modern Spanish Literature and Culture (4 cr)  
 WS 3000—Transnational Perspectives on Feminism (3 cr)  
 WS 3001—Third World Women (3 cr)  
 WS 3002—Latin American Women: Culture and Politics (3 cr)  
 WS 3400—Women and Film (3 cr)

#### 3. Upper division non-LSBE electives to bring total to 18 cr

##### Finance Group A:

FMIS 3601—Corporation Finance (3.0 cr) is a prerequisite for these courses  
 FMIS 3612—Managerial Finance (3 cr)  
 FMIS 3644—Investment Fundamentals (3 cr)  
 FMIS 3647—Financial Markets and Institutions (3 cr)

##### Finance Group B:

*Take 3 or more course(s) totaling 9 or more credit(s) from the following:*

FMIS 3619—Analysis of Financial Statements (3 cr)  
 FMIS 3649—International Finance (3 cr)  
 FMIS 3655—Risk Management and Insurance (3 cr)  
 FMIS 3695—Special Topics: (Various Titles to be Assigned) (1–3 cr)  
 FMIS 4615—Futures and Options (3 cr)  
 FMIS 4617—Management of Financial Institutions (3 cr)  
 FMIS 4644—Portfolio Management (3 cr)  
 FMIS 4695—Special Topics: (Various Titles to be Assigned) (1–3 cr)

##### Finance Group C: (3 cr)

FMIS 3397—LSBE Internship (3 cr)  
 or any 3xxx or 4xxx course from LSBE

## Finance Minor

### Finance and Management Information Sciences

Required credits in this minor: 12 to 30.

The minor in finance can be used as a complement to a related discipline. It provides a comprehensive overview of the theories and common practices in corporate finance, investment and portfolio management, and the management of financial institutions.

## Admission Requirements

A GPA above 2.00 is preferred for the following:

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

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

## Minor Requirements

The finance minor is available to LSBE students.

### Prerequisite Course for Finance Minor:

FMIS 3601—Corporation Finance (3 cr)

### Required Courses for Finance Minor

FMIS 3644—Investment Fundamentals (3 cr)

FMIS 3647—Financial Markets and Institutions (3 cr)

### Finance Minor Electives

*Take no more than 3 credit(s) from the following:*

FMIS 3612—Managerial Finance (3 cr)

FMIS 3619—Analysis of Financial Statements (3 cr)

FMIS 3649—International Finance (3 cr)

FMIS 3655—Risk Management and Insurance (3 cr)

FMIS 4615—Futures and Options (3 cr)

FMIS 4617—Management of Financial Institutions (3 cr)

FMIS 4644—Portfolio Management (3 cr)

## Financial Markets Finance B.B.A.

### Finance and Management Information Sciences

Required credits to graduate with this degree: 120.

Required credits within the major: 21.

LSBE students may wish to apply for the financial markets finance major program, an intensive academic and experiential preparation for careers in the financial services industry. Classroom instruction is combined with independent laboratory activities, and the program is centered upon four foundational elements: academic studies, the January term practicum in Duluth and the Twin Cities, financial markets laboratory work, and management of the “Bulldog” Investment Fund. Students interested in the program are strongly encouraged to meet with the Financial Markets Program Director.

Juniors who have a strong interest in the financial industry, and who have completed or are currently registered for FMIS 3601—Corporation Finance, are encouraged to speak with the program director prior to registration for spring semester. An initial informational meeting or review of program opportunities helps interested students determine whether or not to pursue formal application and the appropriate prerequisite courses.

During spring semester, the application and selection process involves a thorough review of each candidate’s application and academic performance as well as a formal interview. Applicants are reviewed and selected according to their skills, academic qualifications and “fit” with the program in terms of career goals and interests. Candidates are expected to maintain high ethical standards.

## Admission Requirements

Students must complete 3 courses before admission to the program.

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:

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

Students must complete FMIS 3601, FMIS 3619, and FMIS 3644 before admission to the program.

Students must first meet admission to candidacy requirements and be admitted to the finance major, which is necessary to be eligible for the prerequisite courses. Students are then admitted into the financial markets finance major after successful completion of the prerequisites and selection from the individual interview process.

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

### Introductory Course

This course is not required for students who change colleges into Labovitz School of Business and Economics.

SSP 1000—Introduction to College Learning (1–2 cr)

### Pre-major Requirements

Electives: additional non-LSBE courses to bring total to 60 pre-candidacy credits. Non-LSBE statistics courses cannot be used to fulfill elective requirements.

ACCT 2001—Principles of Financial Accounting (3 cr)

ACCT 2002—Principles of Managerial Accounting (3 cr)

BLAW 2001—The Legal Environment, LE CAT8 (3 cr)

ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr)

ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)

ECON 2030—Applied Statistics for Business and Economics (3 cr)

FMIS 2201—Information Technology in Business (3 cr)

PSY 1003—General Psychology, LE CAT6 (4 cr)

WRIT 1120—College Writing, LE CAT1 (3 cr)

MATH 1160—Finite Mathematics and Introduction to Calculus, LE CAT2 (5 cr)

or MATH 1296—Calculus I, LE CAT2 (5 cr)

### Communications or Foreign Languages

COMM 1112—Public Speaking, LE CAT3 (3 cr)

or COMM 1222—Interpersonal Communication, LECD CAT03 (3 cr)

or LSBE students are encouraged to take at least one year of college-level foreign language. (See Student Affairs Office.)

## Program Requirements

- Liberal education requirements
- Advanced writing requirement: WRIT 3121—Advanced Writing: Business and Organization or FMIS 3141—Business Communications (3)
- Strict limitations on use of correspondence courses
- At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD
- At least 50 percent of required business, accounting, and upper division economics credits must be taken at UMD
- Students choosing to pursue a double major or a major and a minor within LSBE will likely exceed 120 total credits

- Students pursuing more than one degree must complete requirements for both degrees

### LSBE Core (18 cr)

FMIS 3301—Production and Operations Management (3 cr)  
 FMIS 3601—Corporation Finance (3 cr)  
 MGTS 3401—Organizational Behavior and Management (3 cr)  
 MKTG 3701—Principles of Marketing (3 cr)  
 MGTS 3801—Human Resource Management (3 cr)  
 MGTS 4481—Strategic Management (3 cr)

### Group A Requirements (12 cr)

*Take exactly 4 courses for exactly 12 credits.*

FMIS 3612—Managerial Finance (3 cr)  
 FMIS 3619—Analysis of Financial Statements (3 cr)  
 FMIS 3644—Investment Fundamentals (3 cr)  
 FMIS 3647—Financial Markets and Institutions (3 cr)  
*or* FMIS 3649—International Finance (3 cr)  
*or* FMIS 4615—Futures and Options (3 cr)  
*or* FMIS 4644—Portfolio Management (3 cr)

### Group B Requirements (9 cr)

*Take exactly 3 courses for exactly 9 credits.*

FMIS 4616—Security Analysis (3 cr)  
 FMIS 4620—Portfolio Theory and Analysis (3 cr)  
 FMIS 4624—Applied Portfolio Management (3 cr)

### Supporting Courses (18 cr)

STAT 3411, STAT 3611, PSY 3020, or SOC 3155 cannot be used to fulfill requirements.

#### 1. Upper division electives in economics

#### 2. International requirement:

any course from the list of upper division courses approved for the major or minor in international studies for the B.A. degree or ACCT 4505, ECON 3402, or INTB 3201

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

ACCT 4505—International Accounting (3 cr)  
 AMIN 3410—Fur Trade in Canada and the United States (3 cr)  
 ANTH 3628—Women in Cross-Cultural Perspective (3 cr)  
 ANTH 3632—Latin American Cultures (3 cr)  
 ANTH 3638—Peoples and Cultures of the Middle East (3 cr)  
 ECON 3150—Development Economics (3 cr)  
 ECON 3402—Global Economic Issues (3 cr)  
 ECON 4410—International Economics (3 cr)  
 ENGL 3501—British Literature I (4 cr)  
 ENGL 3502—British Literature II (4 cr)  
 ENGL 5566—Irish Literary Revival (4 cr)  
 ENGL 5583—British Novel (4 cr)  
 FMIS 3649—International Finance (3 cr)  
 FR 4412—Contemporary French Culture and Society (4 cr)  
 FR 4422—20th-Century Novel (4 cr)  
 GEOG 3461—Geography of Global Resources (3 cr)  
 GEOG 3702—Geography of the United States and Canada (3 cr)  
 GEOG 3762—Geography of Europe (3 cr)  
 GER 4302—German Women Writers and Filmmakers (4 cr)  
 GER 4305—German Cinema (4 cr)  
 GER 4404—Contemporary Germany (4 cr)  
 HIST 3243—Europe in Crisis in the 20th Century (3 cr)  
 HIST 3244—History of Holocaust (3 cr)  
 HIST 3257—Modern France (3 cr)  
 HIST 3264—Imperial Russia (3 cr)  
 HIST 3365—American Culture and Globalization (3 cr)  
 HIST 3386—The United States and the World since 1898 (3 cr)  
 HIST 3515—Modern Africa (3 cr)  
 HIST 3516—Society and Culture in 20th-Century Africa (3 cr)  
 HIST 3725—Islamic History from Muhammad to the Ottomans (3 cr)

HIST 3726—Modern Middle East: 18th Century-Present (3 cr)  
 MKTG 3781—International Marketing (3 cr)  
 MGTS 4474—International Management (3 cr)  
 MGTS 4483—Cooperative Strategy and Strategic Alliances (3 cr)  
 MGTS 4861—International Human Resource Management (3 cr)  
 POL 3451—Theories of International Relations (4 cr)  
 POL 3456—International Security: Theory and Policy (4 cr)  
 POL 3517—Western European Political Systems (4 cr)  
 POL 3570—Politics of Developing Nations (3 cr)  
 SOC 3945—Social Stratification (3 cr)  
 SPAN 3042—Hispanic American Civilization and Culture (4 cr)  
 SPAN 3044—Spanish Civilization and Culture (4 cr)  
 SPAN 4011—Hispanic American Prose (4 cr)  
 SPAN 4018—Hispanic America From Within (4 cr)  
 SPAN 4027—Modern Spanish Literature and Culture (4 cr)  
 WS 3000—Transnational Perspectives on Feminism (3 cr)  
 WS 3001—Third World Women (3 cr)  
 WS 3002—Latin American Women: Culture and Politics (3 cr)  
 WS 3400—Women and Film (3 cr)

#### 3. Upper division non-LSBE electives to bring total to 18 credits.

## Financial Markets Minor

### Finance and Management Information Sciences

Required credits in this minor: 9.

LSBE candidates or economics majors may wish to apply for the financial markets minor program, an intensive academic and experiential preparation for careers in the financial services industry. Students interested in this program are strongly encouraged to meet with the Financial Markets Program Director.

## Admission Requirements

Students must complete 3 courses before admission to the program.

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:

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

Admission to the minor is based on the same GPA requirements as admission to candidacy for LSBE baccalaureate degrees.

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

### Required pre-requisites (9 cr)

Students are admitted into the minor program after successful completion of the prerequisite courses and selection from the individual interview process.

FMIS 3601—Corporation Finance (3 cr)  
 FMIS 3619—Analysis of Financial Statements (3 cr)  
 FMIS 3644—Investment Fundamentals (3 cr)

## Minor Requirements

### Required Courses (9 cr)

Take 3 courses totaling exactly 9 credits.

FMIS 4616—Security Analysis (3 cr)

FMIS 4620—Portfolio Theory and Analysis (3 cr)

FMIS 4624—Applied Portfolio Management (3 cr)

## Health Care Management B.B.A.

Labovitz School of Business and Economics—Adm

Required credits to graduate with this degree: 120.

Required credits within the major: 21.

The health care management major focuses on the administration, financing, and economics of the health services sector. The program prepares students for careers in health care administration and policy in hospitals, clinics, government agencies, insurance and managed care organizations, pharmaceutical and biotechnology firms, medical device companies, and consulting agencies.

Students gain an understanding of the many critical issues in health care delivery such as health care quality assessment and improvement, health information technology applications, health care ethics, compliance with health care regulations, physician contracting and reimbursement, and billing and claims processing. Students learn about health policy and health care reform, such as proposals for universal health insurance coverage and the structure of health care systems outside of the United States.

This professionally oriented program also emphasizes the competencies required for management careers in business, government, public, or social service organizations. The program prepares students for entering careers with management responsibility by providing a breadth and depth of knowledge about organizations, management fundamentals, techniques, processes, and skills, combined with a foundation in the functional areas of accounting, business law, finance, health care management, information systems, marketing, operations, and human resource management.

The B.B.A. offers a broad educational experience while preparing students for a variety of technical and management careers. With about one-half of the required coursework from nonbusiness disciplines, emphasis is on the development of a strong liberal arts education that provides a foundation for the required and elective professional courses. The program's core curriculum focuses on the fundamental administrative and functional skills demanded of leaders in today's public and private organizations. Students are permitted sufficient latitude in choosing electives appropriate to their particular professional objectives in finance, health care management, human resource management, organizational management, management information systems, or marketing.

In addition to classroom-based courses, students may participate in internship programs where classroom learning may be applied during professional experience as an employee of a public agency or private business.

### 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:

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

Freshmen and transfer students are typically admitted as pre-business students for all B.B.A. majors. Admission to candidacy status, which allows access to upper division LSBE classes, typically occurs at the junior level when students have successfully completed all pre-major (pre-candidacy) course requirements and met all of the GPA standards. Students with a 2.50 UM and overall, 2.00 internal and pre-major are admitted upon completion of pre-major courses; students with a 2.00–2.49 UM and overall, 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

### Introductory Course

Not required for transfer students with 30 or more credits, or for students who change college into LSBE.

SSP 1000—Introduction to College Learning (1–2 cr)

### Pre-major Requirements

ACCT 2001—Principles of Financial Accounting (3 cr)

ACCT 2002—Principles of Managerial Accounting (3 cr)

BLAW 2001—The Legal Environment, LE CAT8 (3 cr)

ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr)

ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)

ECON 2030—Applied Statistics for Business and Economics (3 cr)

FMIS 2201—Information Technology in Business (3 cr)

PSY 1003—General Psychology, LE CAT6 (4 cr)

WRIT 1120—College Writing, LE CAT1 (3 cr)

MATH 1160—Finite Mathematics and Introduction to Calculus, LE CAT2 (5 cr)

or MATH 1296—Calculus I, LE CAT2 (5 cr)

### Communications or Foreign Languages

COMM 1112—Public Speaking, LE CAT3 (3 cr)

or COMM 1222—Interpersonal Communication, LECD CAT03 (3 cr)

or LSBE students are encouraged to take at least one year of college-level foreign language. (See Student Affairs Office.)

### Program Requirements

Requirements for the B.B.A. in health care management include:

- Liberal education requirements
- Advanced writing requirements: WRIT 3121—Advanced Writing or FMIS 3141—Business Communications (3 cr)
- Strict limitation on use of correspondence courses. See LSBE Student Affairs.
- Completion of at least 30 degree credits at UMD. At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD.
- At least 50 percent of required business, accounting and upper division economics credits must be taken at UMD
- Students pursuing more than one degree must complete requirements for both degrees

- Students choosing to pursue a double major, or a major and a minor, within the school will likely exceed 120 total degree credits

### LSBE Core (18 cr)

FMIS 3301—Production and Operations Management (3 cr)  
 FMIS 3601—Corporation Finance (3 cr)  
 MGTS 3401—Organizational Behavior and Management (3 cr)  
 MKTG 3701—Principles of Marketing (3 cr)  
 MGTS 3801—Human Resource Management (3 cr)  
 MGTS 4481—Strategic Management (3 cr)

### Supporting Courses

Cannot use STAT 3411, STAT 3611, PSY 3020, or SOC 3155 to fulfill requirements

#### 1. Upper division electives in economics

#### 2. International requirement:

Any course from the following list of upper division courses approved for the major or minor in international studies for the B.A. degree:

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

ACCT 4505—International Accounting (3 cr)  
 AMIN 3410—Fur Trade in Canada and the United States (3 cr)  
 ANTH 3628—Women in Cross-Cultural Perspective (3 cr)  
 ANTH 3632—Latin American Cultures (3 cr)  
 ANTH 3638—Peoples and Cultures of the Middle East (3 cr)  
 ECON 3150—Development Economics (3 cr)  
 ECON 3402—Global Economic Issues (3 cr)  
 ECON 4410—International Economics (3 cr)  
 ENGL 3501—British Literature I (4 cr)  
 ENGL 3502—British Literature II (4 cr)  
 ENGL 5566—Irish Literary Revival (4 cr)  
 ENGL 5583—British Novel (4 cr)  
 FMIS 3649—International Finance (3 cr)  
 FR 4412—Contemporary French Culture and Society (4 cr)  
 FR 4422—20th-Century Novel (4 cr)  
 GEOG 3461—Geography of Global Resources (3 cr)  
 GEOG 3702—Geography of the United States and Canada (3 cr)  
 GEOG 3762—Geography of Europe (3 cr)  
 GER 4302—German Women Writers and Filmmakers (4 cr)  
 GER 4305—German Cinema (4 cr)  
 GER 4404—Contemporary Germany (4 cr)  
 HIST 3243—Europe in Crisis in the 20th Century (3 cr)  
 HIST 3244—History of Holocaust (3 cr)  
 HIST 3257—Modern France (3 cr)  
 HIST 3264—Imperial Russia (3 cr)  
 HIST 3365—American Culture and Globalization (3 cr)  
 HIST 3386—The United States and the World since 1898 (3 cr)  
 HIST 3515—Modern Africa (3 cr)  
 HIST 3516—Society and Culture in 20th-Century Africa (3 cr)  
 HIST 3725—Islamic History from Muhammad to the Ottomans (3 cr)  
 HIST 3726—Modern Middle East: 18th Century-Present (3 cr)  
 INTB 3201—International Business (3 cr)  
 MGTS 4474—International Management (3 cr)  
 MGTS 4483—Cooperative Strategy and Strategic Alliances (3 cr)  
 MGTS 4861—International Human Resource Management (3 cr)  
 MKTG 3781—International Marketing (3 cr)  
 POL 3403—American Foreign Policy (3 cr)  
 POL 3451—Theories of International Relations (4 cr)  
 POL 3456—International Security: Theory and Policy (4 cr)  
 POL 3517—Western European Political Systems (4 cr)  
 POL 3518—Transitional Politics of Asia (3 cr)

POL 3570—Politics of Developing Nations (3 cr)  
 SOC 3945—Social Stratification (3 cr)  
 SPAN 3042—Hispanic American Civilization and Culture (4 cr)  
 SPAN 3044—Spanish Civilization and Culture (4 cr)  
 SPAN 4011—Hispanic American Prose (4 cr)  
 SPAN 4018—Hispanic America From Within (4 cr)  
 SPAN 4027—Modern Spanish Literature and Culture (4 cr)  
 WS 3000—Transnational Perspectives on Feminism (3 cr)  
 WS 3001—Third World Women (3 cr)  
 WS 3002—Latin American Women: Culture and Politics (3 cr)  
 WS 3400—Women and Film (3 cr)

#### 3. Upper division non-LSBE electives to bring total to 18 credits.

#### Health Care Management Group A (12 cr)

ECON 3910—Economics of Health Care (3 cr)  
 HCM 4520—Health Care Organization and Management (3 cr)  
 HCM 4530—Legal Aspects of and Ethics in Health Care (3 cr)  
 HCM 4570—Health Care Quality Management (3 cr)

#### Health Care Management Group B (9 cr)

A LSBE or non-LSBE 3xxx–4xxx course may be taken with prior approval.

*Take 9 or more credit(s) from the following:*

FMIS 4220—Medical Informatics (3 cr)  
 HCM 4510—Medical Sociology (3 cr)  
 HCM 4550—Health Care Finance (3 cr)  
 HCM 4560—International Comparisons of Health Care Systems (3 cr)  
 HCM 4591—Independent Study (1–3 cr)  
 HCM 4595—Special Topics: (Various Titles to be Assigned) (1–3 cr)  
 HCM 4597—Internship (3 cr)

## Health Care Management Minor

Labovitz School of Business and Economics—Adm

Required credits in this minor: 12.

The health care management minor teaches students about the health care system and how to apply management, economic, and legal methods to solve health care service problems. A minor in health care management complements the existing business majors, particularly for students who would like to apply their skills and knowledge in the health care sector.

### Minor Requirements

This minor is available to Labovitz School of Business and Economics students only. Requirements for admission to the minor are the same for admission to candidacy.

#### Core Minor Courses

ECON 3910—Economics of Health Care (3 cr)  
 HCM 4520—Health Care Organization and Management (3 cr)  
 HCM 4530—Legal Aspects of and Ethics in Health Care (3 cr)

#### Electives

*Take 3 or more credit(s) from the following:*

HCM 4510—Medical Sociology (3 cr)  
 HCM 4550—Health Care Finance (3 cr)  
 HCM 4560—International Comparisons of Health Care Systems (3 cr)  
 HCM 4570—Health Care Quality Management (3 cr)  
 HCM 4595—Special Topics: (Various Titles to be Assigned) (1–3 cr)

## Management B.B.A.

### Management Studies

Required credits to graduate with this degree: 120.

Required credits within the major: 21.

This professionally oriented program emphasizes the competencies required for management careers in business, government, public, or social service organizations. The program prepares students for entering careers with management responsibility by providing a breadth and depth of knowledge about organizations, management fundamentals, techniques, processes, and skills, combined with a foundation in the functional areas of accounting, business law, finance, information systems, marketing, operations, and human resource management.

The B.B.A. offers a broad educational experience while preparing students for a variety of technical and management careers. With about one-half of the required coursework from nonbusiness disciplines, emphasis is on the development of a strong liberal arts education that provides a foundation for the required and elective professional courses. The program's core curriculum focuses on the fundamental administrative and functional skills demanded of leaders in today's public and private organizations. Students are permitted sufficient latitude in choosing electives appropriate to their particular professional objectives in finance, human resource management, organizational management, management information systems, or marketing.

In addition to classroom-based courses, students may participate in internship programs where classroom learning may be applied during professional experience as an employee of a public agency or private business. The internship program provides practical tests of vocational interests and valuable work experience.

**Honors Program:** Degree candidates must earn a 3.30 GPA in all LSBE upper division courses.

### 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:

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

Freshmen and transfer students are typically admitted as pre-business students for all B.B.A. majors. Admission to candidacy status, which allows access to upper division LSBE classes, typically occurs at the junior level when students have successfully completed all pre-major (pre-candidacy) course requirements and met all of the GPA standards. Students with a 2.50 UM and overall, 2.00 internal and pre-major are admitted upon completion of pre-major courses; students with a 2.00–2.49 UM and overall, 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

### Introductory Course

Not required for transfer students with 30 or more credits, or for students who change college into LSBE.

SSP 1000—Introduction to College Learning (1–2 cr)

### Pre-major Requirements

Additional non-LSBE courses to bring total to 60 pre-candidacy credits.

Non-LSBE statistics courses cannot be used to fulfill elective requirements.

ACCT 2001—Principles of Financial Accounting (3 cr)

ACCT 2002—Principles of Managerial Accounting (3 cr)

BLAW 2001—The Legal Environment, LE CAT8 (3 cr)

ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr)

ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)

ECON 2030—Applied Statistics for Business and Economics (3 cr)

FMIS 2201—Information Technology in Business (3 cr)

PSY 1003—General Psychology, LE CAT6 (4 cr)

WRIT 1120—College Writing, LE CAT1 (3 cr)

MATH 1160—Finite Mathematics and Introduction to Calculus, LE CAT2 (5 cr)

or MATH 1296—Calculus I, LE CAT2 (5 cr)

### Communications or Foreign Languages

COMM 1112—Public Speaking, LE CAT3 (3 cr)

or COMM 1222—Interpersonal Communication, LECD CAT03 (3 cr)

or Foreign Language Courses—LSBE students are encouraged to take at least one year of college-level foreign language. (See Student Affairs Office.)

### Program Requirements

Requirements for the B.B.A. in management include:

- Liberal education requirements
- Advanced writing requirement: WRIT 3121—Advanced Writing: Business and Organizations or FMIS 3141—Business Communications (3 cr)
- Strict limitation on use of correspondence courses
- At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD
- At least 50 percent of required business, accounting and upper division economics credits must be taken at UMD
- Students pursuing more than one degree must complete requirements for both degrees
- Students choosing to pursue a double major, or a major and a minor, within the school will likely exceed 120 total degree credits

### LSBE Core (18 cr)

FMIS 3301—Production and Operations Management (3 cr)

FMIS 3601—Corporation Finance (3 cr)

MGTS 3401—Organizational Behavior and Management (3 cr)

MKTG 3701—Principles of Marketing (3 cr)

MGTS 3801—Human Resource Management (3 cr)

MGTS 4481—Strategic Management (3 cr)

### Supporting Courses

STAT 3411, STAT 3611, PSY 3020, or SOC 3155 cannot be used to fulfill requirements

**1. Upper division electives in economics.****2. International requirement:**

any course from the list of upper division courses approved for the major or minor in international studies for the B.A. degree from the following:

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

ACCT 4505—International Accounting (3 cr)  
 AMIN 3410—Fur Trade in Canada and the United States (3 cr)  
 ANTH 3628—Women in Cross-Cultural Perspective (3 cr)  
 ANTH 3632—Latin American Cultures (3 cr)  
 ANTH 3638—Peoples and Cultures of the Middle East (3 cr)  
 ECON 3150—Development Economics (3 cr)  
 ECON 3402—Global Economic Issues (3 cr)  
 ECON 4410—International Economics (3 cr)  
 ENGL 3501—British Literature I (4 cr)  
 ENGL 3502—British Literature II (4 cr)  
 ENGL 5566—Irish Literary Revival (4 cr)  
 ENGL 5583—British Novel (4 cr)  
 FMIS 3649—International Finance (3 cr)  
 FR 4412—Contemporary French Culture and Society (4 cr)  
 FR 4422—20th-Century Novel (4 cr)  
 GEOG 3461—Geography of Global Resources (3 cr)  
 GEOG 3702—Geography of the United States and Canada (3 cr)  
 GEOG 3762—Geography of Europe (3 cr)  
 GER 4302—German Women Writers and Filmmakers (4 cr)  
 GER 4305—German Cinema (4 cr)  
 GER 4404—Contemporary Germany (4 cr)  
 HIST 3243—Europe in Crisis in the 20th Century (3 cr)  
 HIST 3244—History of Holocaust (3 cr)  
 HIST 3257—Modern France (3 cr)  
 HIST 3264—Imperial Russia (3 cr)  
 HIST 3365—American Culture and Globalization (3 cr)  
 HIST 3386—The United States and the World since 1898 (3 cr)  
 HIST 3515—Modern Africa (3 cr)  
 HIST 3516—Society and Culture in 20th-Century Africa (3 cr)  
 HIST 3725—Islamic History from Muhammad to the Ottomans (3 cr)  
 HIST 3726—Modern Middle East: 18th Century-Present (3 cr)  
 INTB 3201—International Business (3 cr)  
 MGTS 4474—International Management (3 cr)  
 MGTS 4483—Cooperative Strategy and Strategic Alliances (3 cr)  
 MGTS 4861—International Human Resource Management (3 cr)  
 MKTG 3781—International Marketing (3 cr)  
 POL 3403—American Foreign Policy (3 cr)  
 POL 3451—Theories of International Relations (4 cr)  
 POL 3456—International Security: Theory and Policy (4 cr)  
 POL 3517—Western European Political Systems (4 cr)  
 POL 3518—Transitional Politics of Asia (3 cr)  
 POL 3570—Politics of Developing Nations (3 cr)  
 SOC 3945—Social Stratification (3 cr)  
 SPAN 3042—Hispanic American Civilization and Culture (4 cr)  
 SPAN 3044—Spanish Civilization and Culture (4 cr)  
 SPAN 4011—Hispanic American Prose (4 cr)  
 SPAN 4018—Hispanic America From Within (4 cr)  
 SPAN 4027—Modern Spanish Literature and Culture (4 cr)  
 WS 3000—Transnational Perspectives on Feminism (3 cr)  
 WS 3001—Third World Women (3 cr)  
 WS 3002—Latin American Women: Culture and Politics (3 cr)  
 WS 3400—Women and Film (3 cr)

**3. Upper division non-LSBE electives to bring total to 18 credits.****Program Sub-plans**

Students are required to complete one of the following sub-plans.

**Human Resource Management Sub-plan**

The work of the human resource management (HRM) professional encompasses a broad range of activities affecting the relationship between an organization and its employees—its human resources. HRM involves strategic functions such as organizational planning and human resource policy making, and diverse activities that involve designing and implementing policies and selecting, developing, evaluating, and rewarding a workforce. Typical HRM activities include equal employment opportunity, the study and design of jobs, employee benefit programs, union-management relations, counseling, and the development of work systems that are consistent with the prevailing organizational philosophy.

**Group A Electives**

*Take 5 or more course(s) totaling 15 or more credit(s) from the following:*

MGTS 4475—Negotiations, Bargaining and Conflict Resolution (3 cr)  
 MGTS 4821—Staffing Work Organizations (3 cr)  
 MGTS 4831—Compensation Systems (3 cr)  
 MGTS 4841—Training and Development (3 cr)  
 MGTS 4851—Unions and Collective Bargaining (3 cr)  
 MGTS 4861—International Human Resource Management (3 cr)  
 MGTS 4881—Human Resource Issues and Trends (3 cr)  
 MGTS 4895—Special Topics: (Various Titles to be Assigned) (1–3 cr)

**Group B Electives (total of 2 courses required from 2 different categories) (6 cr)**

1. Additional course from Group A.
2. ECON 3821 or selected human resource-oriented course from other discipline (department head consent required).
3. Upper division organizational management course (MGTS 44xx) or HCM 4520—Health Care Organization and Management.
4. Internship/Field Studies  
 MGTS 3897—Human Resources Internship (3 cr)  
 or MGTS 3997—Management of Community Projects (1–3 cr)

**Organizational Management Sub-plan**

Managers facilitate the work of others to accomplish goals that might not be achieved by a single individual and need to know about the environment surrounding the organization, the roles that managers can take, and the techniques that effectively guide employees. The curriculum allows students to become familiar with different types of organizations and their members. Among the many topics covered are organizational environments, groups and teams at work, leadership, and employee empowerment. Students are given the opportunities to learn more about organizations' complex systems.

MGTS 3401—Organizational Behavior and Management, a part of the LSBE core, is a prerequisite for all of the courses that appear in the track. Organizational management track students are encouraged to take MGTS 3401 as soon as they are eligible for the course.

### Organizational Management Group A (18 cr)

Students must take at least one macro, at least one micro, and at least two management and management process courses.

MGTS 4495—Special Topics in Management, may fulfill one of the following areas—macro-organization, or management and management process (by petition only).

*Take 6 or more course(s) totaling 18 or more credit(s) from the following:*

#### Macro-Organization Behavior Courses

Focus on the organization (context, structure, processes, and behavior) and organizing.

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

MGTS 4411—Organizational Studies (3 cr)

MGTS 4421—Managing Change (3 cr)

MGTS 4483—Cooperative Strategy and Strategic Alliances (3 cr)

#### Micro-Organization Behavior Courses

Study of individuals and groups within an organizational context, internal processes, practices.

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

MGTS 4431—Leadership (3 cr)

MGTS 4443—Building and Leading Teams in Organizations (3 cr)

MGTS 4451—Management Inquiry (3 cr)

#### Management and Management Process

The practice of management within the work, organization, and larger organizational context.

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

MGTS 4461—Business and Society (3 cr)

MGTS 4472—Entrepreneurship (3 cr)

MGTS 4473—Management of Innovation and Technology (3 cr)

MGTS 4474—International Management (3 cr)

MGTS 4475—Negotiations, Bargaining and Conflict Resolution (3 cr)

### Organizational Management Group B (3 cr)

Select one course from the following options for a total of 3 credits:

1. Select any other Group A course.
2. Any upper division LSBE elective in accounting, business law, finance, human resources, marketing, management information sciences, or health care management.
3. Management Internship (MGTS 3497)

## Management Minor

### Management Studies

Required credits in this minor: 12 to 30.

The management minor provides a general overview of theories and practices which adds value to the business education of students selecting other complementary majors within LSBE.

### Admission Requirements

A GPA above 2.00 is preferred for the following:

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

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

## Minor Requirements

The management minors are available to LSBE students only.

### Program Sub-plans

Students are required to complete one of the following sub-plans.

#### Human Resource Management Sub-plan

B.Acc./B.B.A. candidates may wish to supplement their major coursework by completing a program-specific minor. (The general business administration minor, composed of the LSBE core, is not available to LSBE students.) Forms for declaring the minor are available in 21 School of Business and Economics Building and may be submitted with the application for candidacy or any time after formal admission to a degree program.

##### Prerequisite

MGTS 3801—Human Resource Management (3 cr)

##### Electives

*Take 3 or more course(s) totaling 9 or more credit(s) from the following:*

MGTS 4821—Staffing Work Organizations (3 cr)

MGTS 4831—Compensation Systems (3 cr)

MGTS 4841—Training and Development (3 cr)

MGTS 4851—Unions and Collective Bargaining (3 cr)

MGTS 4861—International Human Resource Management (3 cr)

MGTS 4881—Human Resource Issues and Trends (3 cr)

MGTS 4895—Special Topics: (Various Titles to be Assigned) (1–3 cr)

#### Organizational Management Sub-plan

B.Acc./B.B.A. candidates may wish to supplement their major coursework by completing a program-specific minor. (The general business administration minor, composed of the LSBE core, is not available to LSBE students.) Forms for declaring the minor are available in 21 School of Business and Economics Building and may be submitted with the application for candidacy or any time after formal admission to a degree program.

##### Group A Required (3 cr)

MGTS 3401—Organizational Behavior and Management (3 cr)

##### Group B Electives

MGTS 4495 may be substituted (by petition only) for one of the following areas—macro-organizational, or management and management process.

*Take 3 or more course(s) totaling 9 or more credit(s) from the following:*

##### Macro Organizational Behavior

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

MGTS 4411—Organizational Studies (3 cr)

MGTS 4421—Managing Change (3 cr)

MGTS 4483—Cooperative Strategy and Strategic Alliances (3 cr)

##### Micro Organizational Behavior

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

MGTS 4443—Building and Leading Teams in Organizations (3 cr)

MGTS 4431—Leadership (3 cr)

MGTS 4451—Management Inquiry (3 cr)

##### Management and Management Process

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

MGTS 4475—Negotiations, Bargaining and Conflict Resolution (3 cr)

MGTS 4474—International Management (3 cr)

MGTS 4473—Management of Innovation and Technology (3 cr)  
 MGTS 4472—Entrepreneurship (3 cr)  
 MGTS 4461—Business and Society (3 cr)

## Management Information Systems B.B.A.

### Finance and Management Information Sciences

Required credits to graduate with this degree: 120.  
 Required credits within the major: 21.

The management information systems (MIS) program prepares students for entry into careers in business computing. The major gives students both the in-depth technical skills needed to design, implement, support, and manage information systems as well as the breadth of knowledge in all business functional areas needed to produce and manage integrative, technology-based solutions to business/organizational problems.

This professionally oriented program emphasizes the competencies required for management careers in business, government, public, or social service organizations. The program prepares students for entering careers with management responsibility by providing a breadth and depth of knowledge about organizations, management fundamentals, techniques, processes, and skills, combined with a foundation in the functional areas of accounting, business law, finance, information systems, marketing, operations, and human resource management.

The B.B.A. offers a broad educational experience while preparing students for a variety of technical and management careers. With about one-half of the required coursework from nonbusiness disciplines, emphasis is on the development of a strong liberal arts education that provides a foundation for the required and elective professional courses. The program's core curriculum focuses on the fundamental administrative and functional skills demanded of leaders in today's public and private organizations. Students are permitted sufficient latitude in choosing electives appropriate to their particular professional objectives in finance, human resource management, organizational management, management information systems, or marketing.

In addition to classroom-based courses, students may participate in internship programs where classroom learning may be applied during professional experience as an employee of a public agency or private business. Students also may participate in the Student to Business Initiative, which offers the opportunity to use knowledge and skills to identify, analyze, and solve problems confronting small businesses. Both programs provide practical tests of vocational interests and valuable work experience.

### 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:

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

Freshmen and transfer students are typically admitted as pre-business students for all B.B.A. majors. Admission to candidacy status typically occurs at the junior level when students have successfully completed all pre-major course requirements and met GPA standards. Students with 2.50 UM and overall and 2.00 internal and pre-major GPAs are admitted upon completion of pre-major courses; students with 2.00–2.49 UM and overall and 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

### Introductory Course

Not required for transfer students with 30 or more credits, or for students who change college into LSBE.

SSP 1000—Introduction to College Learning (1–2 cr)

### Pre-major Requirements

ACCT 2001—Principles of Financial Accounting (3 cr)  
 ACCT 2002—Principles of Managerial Accounting (3 cr)  
 BLAW 2001—The Legal Environment, LE CAT8 (3 cr)  
 ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr)  
 ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)  
 ECON 2030—Applied Statistics for Business and Economics (3 cr)  
 FMIS 2201—Information Technology in Business (3 cr)  
 PSY 1003—General Psychology, LE CAT6 (4 cr)  
 WRIT 1120—College Writing, LE CAT1 (3 cr)  
 MATH 1160—Finite Mathematics and Introduction to Calculus, LE CAT2 (5 cr)  
 or MATH 1296—Calculus I, LE CAT2 (5 cr)

### Communications or Foreign Languages

Students should see Student Affairs staff for approved foreign languages courses.

COMM 1112—Public Speaking, LE CAT3 (3 cr)  
 or COMM 1222—Interpersonal Communication, LECD CAT03 (3 cr)  
 or LSBE students are encouraged to take at least one year of a college-level foreign language. (See Student Affairs Office.)

### Program Requirements

Requirements for the B.B.A. in management information systems include:

- Liberal education requirements
- Advanced writing requirement: WRIT 3121—Advanced Writing: Business and Organizations or FMIS 3141—Business Communications (3 cr)
- Strict limitation on use of correspondence courses
- Completion of at least 30 degree credits at UMD. At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD.
- At least 50 percent of required business, accounting and upper division economics credits must be taken at UMD
- Students pursuing more than one degree must complete requirements for both degrees

### LSBE Core

FMIS 3301—Production and Operations Management (3 cr)  
 FMIS 3601—Corporation Finance (3 cr)  
 MGTS 3401—Organizational Behavior and Management (3 cr)

MKTG 3701—Principles of Marketing (3 cr)  
 MGTS 3801—Human Resource Management (3 cr)  
 MGTS 4481—Strategic Management (3 cr)

**Supporting Courses**

STAT 3411, STAT 3611, PSY 3020, or SOC 3155 cannot be used to fulfill requirements

**1. Upper division electives in economics**

**2. International requirement:**

any course from the list of upper division courses approved for the major or minor in international studies for the B.A. degree.

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

- ACCT 4505—International Accounting (3 cr)
- AMIN 3410—Fur Trade in Canada and the United States (3 cr)
- ANTH 3628—Women in Cross-Cultural Perspective (3 cr)
- ANTH 3632—Latin American Cultures (3 cr)
- ANTH 3638—Peoples and Cultures of the Middle East (3 cr)
- ECON 3150—Development Economics (3 cr)
- ECON 3402—Global Economic Issues (3 cr)
- ECON 4410—International Economics (3 cr)
- ENGL 3501—British Literature I (4 cr)
- ENGL 3502—British Literature II (4 cr)
- ENGL 5566—Irish Literary Revival (4 cr)
- ENGL 5583—British Novel (4 cr)
- FMIS 3649—International Finance (3 cr)
- FR 4412—Contemporary French Culture and Society (4 cr)
- FR 4422—20th-Century Novel (4 cr)
- GEOG 3461—Geography of Global Resources (3 cr)
- GEOG 3702—Geography of the United States and Canada (3 cr)
- GEOG 3762—Geography of Europe (3 cr)
- GER 4302—German Women Writers and Filmmakers (4 cr)
- GER 4305—German Cinema (4 cr)
- GER 4404—Contemporary Germany (4 cr)
- HIST 3243—Europe in Crisis in the 20th Century (3 cr)
- HIST 3244—History of Holocaust (3 cr)
- HIST 3257—Modern France (3 cr)
- HIST 3264—Imperial Russia (3 cr)
- HIST 3365—American Culture and Globalization (3 cr)
- HIST 3386—The United States and the World since 1898 (3 cr)
- HIST 3515—Modern Africa (3 cr)
- HIST 3516—Society and Culture in 20th-Century Africa (3 cr)
- HIST 3725—Islamic History from Muhammad to the Ottomans (3 cr)
- HIST 3726—Modern Middle East: 18th Century-Present (3 cr)
- MGTS 4474—International Management (3 cr)
- MGTS 4483—Cooperative Strategy and Strategic Alliances (3 cr)
- MGTS 4861—International Human Resource Management (3 cr)
- MKTG 3781—International Marketing (3 cr)
- POL 3403—American Foreign Policy (3 cr)
- POL 3451—Theories of International Relations (4 cr)
- POL 3456—International Security: Theory and Policy (4 cr)
- POL 3517—Western European Political Systems (4 cr)
- POL 3518—Transitional Politics of Asia (3 cr)
- POL 3570—Politics of Developing Nations (3 cr)
- SOC 3945—Social Stratification (3 cr)
- SPAN 3042—Hispanic American Civilization and Culture (4 cr)
- SPAN 3044—Spanish Civilization and Culture (4 cr)
- SPAN 4011—Hispanic American Prose (4 cr)
- SPAN 4018—Hispanic America From Within (4 cr)
- SPAN 4027—Modern Spanish Literature and Culture (4 cr)
- WS 3000—Transnational Perspectives on Feminism (3 cr)
- WS 3001—Third World Women (3 cr)
- WS 3002—Latin American Women: Culture and Politics (3 cr)
- WS 3400—Women and Film (3 cr)

**3. Upper division non-LSBE electives to bring total to 18 credits.**

**Management Info Systems Group A (12 cr)**

- FMIS 3220—Database Management and Design (3 cr)
- FMIS 3222—Systems Analysis and Design (3 cr)
- FMIS 3232—Visual Web Programming (3 cr)
- FMIS 4225—Advanced Applications Development (3 cr)

**Management Info Systems Group B**

*Take exactly 9 credit(s) from the following:*

- FMIS 3224—Telecommunications (3 cr)
- FMIS 3240—Enterprise System Architectures (3 cr)
- FMIS 3295—Special Topics: (Various Titles to be Assigned) (1–3 cr)
- FMIS 3397—LSBE Internship (3 cr)
- FMIS 4220—Medical Informatics (3 cr)
- FMIS 4221—Extensible Markup Language and its Applications (3 cr)
- FMIS 4295—MIS Special Topics: (Various Titles to be Assigned) (1–3 cr)

**Management Information Systems Minor**

**Finance and Management Information Sciences**

Required credits in this minor: 12.

The MIS minor provides a general overview of the design, implementation and management of information systems in business.

**Admission Requirements**

A GPA above 2.00 is preferred for the following:

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

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

**Minor Requirements**

The management information systems minor is available to LSBE students.

**Group A Requirement (6 cr)**

- FMIS 3220—Database Management and Design (3 cr)
- FMIS 3222—Systems Analysis and Design (3 cr)

**Group B Requirement (6 cr): Electives**

*Take exactly 6 credit(s) from the following:*

- FMIS 3224—Telecommunications (3 cr)
- FMIS 3232—Visual Web Programming (3 cr)
- FMIS 3240—Enterprise System Architectures (3 cr)
- FMIS 4220—Medical Informatics (3 cr)
- FMIS 4221—Extensible Markup Language and its Applications (3 cr)

**Marketing B.B.A.**

**Marketing**

Required credits to graduate with this degree: 120.

Required credits within the major: 21.

This professionally oriented program emphasizes the competencies required for management careers in business, government, public, or social service organizations. The program prepares students for entering careers with

management responsibility by providing a breadth and depth of knowledge about organizations, management fundamentals, techniques, processes, and skills, combined with a foundation in the functional areas of accounting, business law, finance, information systems, operations, and human resource management.

The B.B.A. offers a broad educational experience while preparing students for a variety of technical and management careers. With about one-half of the required coursework from nonbusiness disciplines, emphasis is on the development of a strong liberal arts education that provides a foundation for the required and elective professional courses. The program's core curriculum focuses on the fundamental administrative and functional skills demanded of leaders in today's public and private organizations. Students are permitted sufficient latitude in choosing electives appropriate to their particular professional objectives in finance, human resource management, organizational management, management information systems, or marketing.

Marketing is about facilitating exchanges. For an organization to be successful, it must understand the customer and the customer's needs. An organization seeks to meet these needs in a competitive environment by developing a marketing mix of product/service, price, promotion, and distribution that will satisfy the customer's and organization's objectives. Marketing occurs between organizations (business-to-business marketing) between organizations and consumers (consumer marketing), globally (international marketing), between profit and not-for-profit organizations, and even between individuals. Many careers are available in marketing, including marketing research, selling and sales management, advertising, promotion and public relations, and international marketing.

In addition to classroom-based courses, students may participate in Student to Business Initiative (SBI) projects, or internship programs where classroom learning may be applied during professional experience as an employee of a public agency or private business.

## 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:

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

Freshmen and transfer students are typically admitted as pre-business students for all B.B.A. majors. Admission to candidacy status, which allows access to upper division LSBE classes, typically occurs at the junior level when students have successfully completed all pre-major (pre-candidacy) course requirements and met all of the GPA standards. Students with 2.50 UM and overall and 2.00 internal and pre-major GPAs are admitted upon completion of pre-major courses; students with 2.00–2.49 UM and overall and 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

## Introductory Course

Not required for transfer students with 30 or more credits, or for students who change college into LSBE.

SSP 1000—Introduction to College Learning (1–2 cr)

## Pre-major Requirements

ACCT 2001—Principles of Financial Accounting (3 cr)

ACCT 2002—Principles of Managerial Accounting (3 cr)

BLAW 2001—The Legal Environment, LE CAT8 (3 cr)

ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr)

ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)

ECON 2030—Applied Statistics for Business and Economics (3 cr)

FMIS 2201—Information Technology in Business (3 cr)

PSY 1003—General Psychology, LE CAT6 (4 cr)

WRIT 1120—College Writing, LE CAT1 (3 cr)

MATH 1160—Finite Mathematics and Introduction to Calculus, LE CAT2 (5 cr)

or MATH 1296—Calculus I, LE CAT2 (5 cr)

## Communications or Foreign Languages

COMM 1112—Public Speaking, LE CAT3 (3 cr)

or COMM 1222—Interpersonal Communication, LECD CAT03 (3 cr)

or LSBE students are encouraged to take at least one year of a college-level foreign language. (See Student Affairs Office.)

## Program Requirements

Requirements for the B.B.A. in marketing include:

- Liberal education requirements
- Advanced writing requirement: WRIT 3121—Advanced Writing: Business and Organizations or FMIS 3141—Business Communications (3 cr)
- Strict limitation on use of correspondence courses
- At least 50 percent of required business, accounting and upper division economics credits must be taken at UMD.
- Students pursuing more than one degree must complete requirements for both degrees. Students choosing to pursue a double major, or a major and a minor, within the school will likely exceed 120 total degree credits.

## LSBE Core

FMIS 3301—Production and Operations Management (3 cr)

FMIS 3601—Corporation Finance (3 cr)

MGTS 3401—Organizational Behavior and Management (3 cr)

MKTG 3701—Principles of Marketing (3 cr)

MGTS 3801—Human Resource Management (3 cr)

MGTS 4481—Strategic Management (3 cr)

## Marketing Group A

MKTG 3711—Marketing Research (3 cr)

MKTG 4731—Consumer Behavior (3 cr)

MKTG 4781—Marketing Management and Strategy (3 cr)

## Marketing Group B

Take 4 or more course(s) totaling 12 or more credit(s) from the following:

MKTG 3797—Marketing Internship (3 cr)

MKTG 3741—Fundamentals of Selling (3 cr)

MKTG 3781—International Marketing (3 cr)

MKTG 4795—Special Topics (Various Topics to be Assigned) (1–3 cr)

MKTG 4711—Business-to-Business Marketing (3 cr)

MKTG 4721—Advertising and Marketing Communications (3 cr)  
 MKTG 4741—Developing and Marketing New Products (3 cr)  
 MKTG 4751—Retailing (3 cr)

**Supporting Courses**

STAT 3411, STAT 3611, PSY 3020, or SOC 3155 cannot be used to fulfill requirements.

**1. Upper division electives in economics**

**2. International requirement:**

Any course from the following list of upper division courses approved for the major or minor in international studies for the B.A. degree.

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

- ACCT 4505—International Accounting (3 cr)
- AMIN 3410—Fur Trade in Canada and the United States (3 cr)
- ANTH 3628—Women in Cross-Cultural Perspective (3 cr)
- ANTH 3632—Latin American Cultures (3 cr)
- ANTH 3638—Peoples and Cultures of the Middle East (3 cr)
- ECON 3150—Development Economics (3 cr)
- ECON 3402—Global Economic Issues (3 cr)
- ECON 4410—International Economics (3 cr)
- ENGL 3501—British Literature I (4 cr)
- ENGL 3502—British Literature II (4 cr)
- ENGL 5566—Irish Literary Revival (4 cr)
- ENGL 5583—British Novel (4 cr)
- FMIS 3649—International Finance (3 cr)
- FR 4412—Contemporary French Culture and Society (4 cr)
- FR 4422—20th-Century Novel (4 cr)
- GEOG 3461—Geography of Global Resources (3 cr)
- GEOG 3702—Geography of the United States and Canada (3 cr)
- GEOG 3762—Geography of Europe (3 cr)
- GER 4302—German Women Writers and Filmmakers (4 cr)
- GER 4305—German Cinema (4 cr)
- GER 4404—Contemporary Germany (4 cr)
- HIST 3243—Europe in Crisis in the 20th Century (3 cr)
- HIST 3244—History of Holocaust (3 cr)
- HIST 3257—Modern France (3 cr)
- HIST 3264—Imperial Russia (3 cr)
- HIST 3365—American Culture and Globalization (3 cr)
- HIST 3386—The United States and the World since 1898 (3 cr)
- HIST 3515—Modern Africa (3 cr)
- HIST 3516—Society and Culture in 20th-Century Africa (3 cr)
- HIST 3725—Islamic History from Muhammad to the Ottomans (3 cr)
- HIST 3726—Modern Middle East: 18th Century-Present (3 cr)
- MGTS 4474—International Management (3 cr)
- MGTS 4483—Cooperative Strategy and Strategic Alliances (3 cr)
- MGTS 4861—International Human Resource Management (3 cr)
- MKTG 3781—International Marketing (3 cr)
- POL 3403—American Foreign Policy (3 cr)
- POL 3451—Theories of International Relations (4 cr)
- POL 3456—International Security: Theory and Policy (4 cr)
- POL 3517—Western European Political Systems (4 cr)
- POL 3518—Transitional Politics of Asia (3 cr)
- POL 3570—Politics of Developing Nations (3 cr)
- SOC 3945—Social Stratification (3 cr)
- SPAN 3042—Hispanic American Civilization and Culture (4 cr)
- SPAN 3044—Spanish Civilization and Culture (4 cr)
- SPAN 4011—Hispanic American Prose (4 cr)
- SPAN 4018—Hispanic America From Within (4 cr)
- SPAN 4027—Modern Spanish Literature and Culture (4 cr)
- WS 3000—Transnational Perspectives on Feminism (3 cr)
- WS 3001—Third World Women (3 cr)
- WS 3002—Latin American Women: Culture and Politics (3 cr)
- WS 3400—Women and Film (3 cr)

**3. Upper division non-LSBE electives to bring total to 18 credits.**

**Marketing Minor**

**Marketing**

Required credits in this minor: 12 to 30.

The minor in marketing is about facilitating exchanges.

**Admission Requirements**

A GPA above 2.00 is preferred for the following:

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

For information about UMD admission requirements, visit the

**UMD Admissions Web site.**

**Minor Requirements**

The marketing minor is available to LSBE students.

**Prerequisite**

MKTG 3701—Principles of Marketing (3 cr)

**Electives**

*Take exactly 9 credit(s) from the following:*

- MKTG 3711—Marketing Research (3 cr)
- MKTG 3741—Fundamentals of Selling (3 cr)
- MKTG 3781—International Marketing (3 cr)
- MKTG 4711—Business-to-Business Marketing (3 cr)
- MKTG 4721—Advertising and Marketing Communications (3 cr)
- MKTG 4731—Consumer Behavior (3 cr)
- MKTG 4741—Developing and Marketing New Products (3 cr)
- MKTG 4751—Retailing (3 cr)
- MKTG 4781—Marketing Management and Strategy (3 cr)
- MKTG 4795—Special Topics (Various Topics to be Assigned) (1–3 cr)

# Minor Only

## Business Administration Minor

Marketing; Finance and Management Information Sciences; Management Studies

Required credits in this minor: 27 to 30.

The business administration minor provides supplemental business education for students seeking degrees in programs other than business or accounting.

### Admission Requirements

A GPA above 2.00 is preferred for the following:

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

An overall and UM GPA of 2.50 and 2.00 within all LSBE courses is required for automatic admission to this minor, along with completion of the pre-minor core. Students with GPAs between 2.00 and 2.50 should consult with LSBE Student Affairs.

For information about UMD admission requirements, visit the [UMD Admissions Web site](#).

### Minor Requirements

The business administration minor is available to non-LSBE students only.

#### Pre-Minor Core (12-15 cr)

CSE students majoring in computer information systems and technology are required to take FMIS 2201 as part of the pre-minor requirements, not CS 1011.

CS 1011—Introduction to Computers and Software, LE CAT3 (3 cr)

ACCT 2001—Principles of Financial Accounting (3 cr)

or ACCT 2005—Survey of Accounting, LE CAT8 (3 cr)

ECON 2030—Applied Statistics for Business and Economics (3 cr)

or equivalent statistics course

ECON 1003—Economics and Society, LE CAT8 (3 cr)

or take the following course pair:

ECON 1022—Principles of Economics: Macro, LE CAT6 (3 cr)

and ECON 1023—Principles of Economics: Micro, LE CAT6 (3 cr)

#### Electives (15 cr)

FMIS 3301—Production and Operations Management (3 cr)

FMIS 3601—Corporation Finance (3 cr)

MGTS 3401—Organizational Behavior and Management (3 cr)

MKTG 3701—Principles of Marketing (3 cr)

MGTS 3801—Human Resource Management (3 cr)