## Minors

### 2017-2018

**IMPORTANT NOTICE:** Business majors pursuing a business minor can only overlap 6 hours between the major and minor.

#### Business Foundations* (18 hours)

<table>
<thead>
<tr>
<th>Course</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 2010</td>
<td>Principles of Accounting I</td>
</tr>
<tr>
<td>ACCT 2020</td>
<td>Principles of Accounting II</td>
</tr>
<tr>
<td>MKTG 3650</td>
<td>Foundations of Marketing Practice</td>
</tr>
<tr>
<td>FINA 3770</td>
<td>Finance</td>
</tr>
<tr>
<td>MGMT 3720 or 3820</td>
<td>Org. Behavior or Principles of Mgmt</td>
</tr>
</tbody>
</table>

Any 3 hour 3000-4000 level CoB course

#### General Business Track

- ACCT 2010: Principles of Accounting I
- ACCT 2020: Principles of Accounting II

Select four of the following:
- MKTG 3650, FINA 3770, OPSM 3830, BLAW 3430, BCIS 3610, DSCI 3710

* Open to non-business majors only

#### MBA Preparation Track

- ACCT 2010: Principles of Accounting I
- ACCT 2020: Principles of Accounting II

Select three courses from:
- MKTG 3650, FINA 3770, OPSM 3830, BLAW 3430, BCIS 3610, DSCI 3710

#### Accounting (18 hours)

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<tr>
<td>ACCT 2010</td>
<td>Principles of Accounting I</td>
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<tr>
<td>ACCT 2020</td>
<td>Principle of Accounting II</td>
</tr>
<tr>
<td>ACCT 3110</td>
<td>Intermediate I</td>
</tr>
<tr>
<td>ACCT 3120 or 4130</td>
<td>Intermediate II or Financial Statement Anal.</td>
</tr>
<tr>
<td>ACCT 3270</td>
<td>Cost Accounting</td>
</tr>
<tr>
<td>ACCT 4300</td>
<td>Taxation</td>
</tr>
</tbody>
</table>

#### Financial Planning (18 hours)

Dept of Finance, Insurance, Real Estate, and Law

<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
<tr>
<td>FINA 4200</td>
<td>Investments</td>
</tr>
<tr>
<td>FINA 4610</td>
<td>Comprehensive Financial Planning</td>
</tr>
<tr>
<td>RMIN 2500</td>
<td>Principles of Risk and Insurance Management</td>
</tr>
<tr>
<td>RMIN 4400</td>
<td>Employee Benefit Programs</td>
</tr>
<tr>
<td>RMIN 4500</td>
<td>Estate Planning</td>
</tr>
<tr>
<td>ACCT 4300</td>
<td>Taxation</td>
</tr>
</tbody>
</table>

The Financial Planning minor includes courses that require prerequisites which may increase the total amount of hours beyond the 18 hr minimum.

Approved by CFP Board to sit for the CFP exam (subject to change).

#### Legal Studies in Business (18 hours)

Dept of Finance, Insurance, Real Estate, and Law

Select 18 hours from:
- BLAW 2000, BLAW 3430, BLAW 4450, BLAW 4480, BLAW 4770 , BLAW 4790 , ECON 4550, LGAV 3150, MGMT 3880, MGMT 4890, RMIN 4500

#### Entrepreneurship (18 hours)

Dept of Management

<table>
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<tr>
<th>Course</th>
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<tr>
<td>MGMT 3820</td>
<td>Management Concepts</td>
</tr>
<tr>
<td>MGMT 3850</td>
<td>Foundations of Entrepreneurship</td>
</tr>
</tbody>
</table>

Plus four courses from:
- MGMT 3810, MGMT 3720, MGMT 3915, MGMT 4210, MGMT 4220, MGMT 4235, MGMT 4335, MGMT 4560

#### Decision Sciences (18 hours)

Dept of Information Technology and Decision sciences

Select six courses from:
- BCIS 4660: Decision Systems Design
- DSCI 2710: Data Analysis with Spreadsheets
- DSCI 3710: Business Statistics with Spreadsheets
- DSCI 3870: Management Science
- DSCI 4510: Modeling for Business Intelligence
- DSCI 4520: Introduction to Data Mining
- DSCI 4700: Analytics for Decision Making
- OPSM 3830: Operations Management

### Aviation Logistics (18 hours)

Dept of Marketing and Logistics

<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
<tr>
<td>LGAV 3100</td>
<td>Introduction to Aviation Industry</td>
</tr>
</tbody>
</table>

Select five courses from (at least three must be LGAV courses):
- LGAV 3110, LGAV 3120, LGAV 3130, LGAV 3140, LGAV 3150, LGAV 3510, LGAV 3520, LGAV 3530, LGAV 4500, LGAV 4810, LGAV 4900, LSCM 3960, LSCM 4360, LSCM 4530, LGAV 4510, LSCM 4540, LSCM 4560

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# INSURANCE (18 Hours)

**Dept of Finance, Insurance, Real Estate, & Law**
940.565.3050 BLB 215

- RMIN 2500 or FINA 2770  Prin. of Insurance or Personal Finance
- RMIN 4300  Liability Risk Management and Insurance
- RMIN 4310  Property Risk Mgmt and Insurer Operations
- RMIN 4400  Employee Benefit Programs
- RMIN 4600  Risk Management
- RMIN 4200 or 4500  Life Insurance or Estate Planning

# MANAGEMENT* (18 Hours)

**Dept of Management**
940.565.3040 BLB 215

- MGMT 3720  Organizational Behavior

Select five courses from:
- MGMT 3330, MGMT 3880, OPSM 4820, MGMT 3820, MGMT 4170
- MGMT 4460, OPSM 4830, OPSM 3830, MGMT 4180, MGMT 4660
- MGMT 4840, MGMT 3850, MGMT 4210, MGMT 4770, MGMT 4860, MGMT 3860, MGMT 4300, OPSM 4810, OPSM 4880, MGMT 3870

*Open to non-business majors only

# REAL ESTATE (18 Hours)

**Dept of Finance, Insurance, Real Estate, & Law**
940.565.3050 BLB 215

- REAL 2100  Principles of Real Estate
- REAL 3100  Real Estate Agency
- BLAW 4770  Real Estate Law and Contracts

Select one course from:
- REAL 4000, REAL 4200, REAL 4300, REAL 4400

Select two courses from:
- REAL 4200, BLAW 3430, RMIN 2500, MKTG 3010
- FINA 2770 or FINA 3770
- Any 3000-4000 CoB course approved by the department

# RESIDENTIAL PROPERTY MANAGEMENT (18 Hours)

**Dept of Finance, Insurance, Real Estate, & Law**
940.565.3050 BLB 215

- REAL 2100  Principles of Real Estate
- REAL 4200  Property Management
- REAL 4210  Advanced Property Management
- BLAW 4790  Property Management Law

Select one course from: REAL 4000, 4300, 4400, or BLAW 4770
Select one course from: MGMT 3820, MGMT 3860, MGMT 4470, MGMT 4860, MKTG 3500, MKTG 3720, MKTG 4120, or MKTG 4650

# PROFESSIONAL SELLING (18 Hours)

**Dept of Marketing and Logistics**
940.565.3120 BLB 215

Students must apply for admissions into the Minor in Professional Selling and meet specific admissions criteria. See the Department of Marketing and Logistics for details. A grade of “C” or higher is required in each course in the minor. Variation of the Minor in Professional Selling may be granted with approval from the department of Marketing and Logistics.

- MKTG 3010  Professional Selling
- MKTG 4470  Business-to-Business Marketing
- MKTG 4570  Professional Selling Analytics
- MKTG 4670  Advanced Professional Selling
- MKTG 4770  Sales Force Design and Management
- MKTG 4805  Internship in Professional Selling

# MARKETING (18 Hours)

**Dept of Marketing and Logistics**
940.565.3120 BLB 215

- MKTG 3650  Foundations of Marketing Practice

Select five courses from:
- MKTG 3010, MKTG 4280, MKTG 4620, MKTG 4890
- MKTG 3660, MKTG 4320, MKTG 4630, LSCM 3960
- MKTG 3700, MKTG 4330, MKTG 4750, LSCM 4360
- MKTG 3710, MKTG 4520, MKTG 4800, LSCM 4530
- MKTG 3720, MKTG 4600, MKTG 4880, LSCM 4560
- MKTG 4120, MKTG 2650

# FINANCE (18 Hours)

**Dept of Finance, Insurance, Real Estate, and Law**
940.565.3050 BLB 215

- FINA 3770  Finance
- FINA 4200  Investments
- FINA 4400  Financial Markets and Institutions
- FINA 4500  International Finance

Select one course from: FINA 4300 or FINA 4310
Select one course from: FINA 4210, FINA 4300, FINA 4310, REAL 4000, or RMIN 4600

# LOGISTICS & SUPPLY CHAIN MANAGEMENT (18 Hours)

**Department of Marketing and Logistics**
940.565.3120 BLB 215

- LSCM 3960  Logistics & Supply Chain Management

Select five courses from:
- LSCM 4360, LSCM 4530, LSCM 4540, LSCM 4560
- LGAV 3120, LGAV 3130, LGAV 3140, LGAV 3150

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