

**Management Major: *Business Administration Emphasis*** (Last Revised 01/2025)

<b>Required Business Core (42 hours)</b>		<b>Credit</b>
STAT 1772	<b>Introduction to Statistics</b> (50 on the ALEKS)	3 hrs.
ECON 1041	<b>Principles of Macroeconomics</b>	3 hrs.
ECON 1051	<b>Principles of Microeconomics</b> (C- or better in ECON 1041)	3 hrs.
ECON 1011	<b>Statistics for Business Analytics</b> (STAT 1772 <u>OR</u> equivalent)	3 hrs.
ECON 2090	<b>Decision Analytics</b> (prerequisite: STAT 1772; prerequisite or corequisite: MGMT 2080)	3 hrs.
ACCT 2120	<b>Principles of Financial Accounting</b> (Sophomore standing)	3 hrs.
ACCT 2130	<b>Principles of Managerial Accounting</b> (C- or better in ACCT 2120)	3 hrs.
MGMT 2080	<b>Introduction to Information Systems</b>	3 hrs.
MKTG 2110	<b>Principles of Marketing</b> (Sophomore standing; ECON 1031 <u>OR</u> ECON 1041)	3 hrs.
FIN 3130/5130	<b>Corporation Finance</b> (Junior standing; Wilson College of Business Admittance; ACCT 2120; STAT 1772; ECON 1041; ECON 1051; ECON 1011 <u>OR</u> MATH 1421)	3 hrs.
MGMT 3100	<b>Legal &amp; Social Environment of Business</b> (Junior standing; Wilson College of Business Admittance)	3 hrs.
MGMT 3965	<b>Organizational Behavior</b> (Junior standing; Wilson College of Business Admittance)	3 hrs.
MGMT 3154	<b>Operations Management</b> (Junior standing; Wilson College of Business Admittance; ACCT 2120; MGMT 2080; ECON 1011; ECON 2090; STAT 1772 <u>OR</u> equivalent)	3 hrs.
MGMT 4175	<b>Strategic Management</b> (Senior standing; Wilson College of Business Admittance; Completion of rest of Wilson College of Business core)	3 hrs.

<b>Management Major Requirements (6 hours)</b>		<b>Credit</b>
MGMT 3163	<b>Creative Problem Solving</b> (Junior standing; MGMT 3965)	3 hrs.
MGMT 3189	<b>International Management</b> (Junior standing; MKTG 2110; ECON 1031 <u>OR</u> ECON 1041)	3 hrs.

<b>Business Administration Emphasis (Select 9 hours)</b>		<b>Credit</b>
MGMT 2113	<b>Business Communication</b> (ENGLISH 1005 or ENGLISH 2015)	3 hrs.
MGMT 3101	<b>Business Law</b> (Junior standing; Wilson College of Business Admittance)	3 hrs.
MGMT 3145	<b>Information Systems Applications</b> (Junior standing; Wilson College of Business Admittance; MGMT 2080 <u>OR</u> equivalent)	
MGMT 3155	<b>Human Resource Management</b> (Junior standing; prerequisite or corequisite: MGMT 3965) (Spring Only)	3 hrs.
MGMT 3166	<b>Six Sigma and Lean Consulting Methodology</b> (Junior standing; Wilson College of Business Admittance; STAT 1772 <u>OR</u> equivalent; ECON 1011; ECON 2090)	3 hrs.
MGMT 3185	<b>Project Management</b> (Junior standing; Wilson College of Business Admittance)	3 hrs.
MGMT 3905/5905	<b>Employment &amp; Labor Law</b> (Junior standing; MGMT 3100 <u>OR</u> MGMT 3101 <u>OR</u> equivalent) (Fall only)	3 hrs.
MGMT 3966/5966	<b>Staffing and Employee Development</b> (Junior standing; MGMT 3965; MGMT 3155) (Fall only)	3 hrs.
MGMT 3974/5974	<b>Business, Ethics, and Society</b> (Junior standing; MGMT 3100)	3 hrs.
MGMT 3984/5984	<b>Dynamics of Negotiations</b> (Junior standing; MGMT 3965)	3 hrs.
ENTR 3583	<b>Entrepreneurship</b> (Junior standing; ENTR 2010 <u>OR</u> (ACCT 2120; ACCT 2130; prerequisite or corequisite FIN 3130/5230; STAT 1772 <u>OR</u> equivalent; ECON 1011; MKTG 2110; ECON 1031 <u>OR</u> (ECON 1041 and ECON 1051)))	3 hrs.

**Additional Elective** (Select 3 hours)

Any 3 hr. upper level (3000-4000) course OR ECON 2132, OR MGMT 2123 from Accounting, Economics, Finance, Marketing (exceptions listed below) OR another 3-hour Management elective from above.

Exceptions:

ACCT 3044; ACCT 3090; ACCT 3092/5092; ACCT 3094; ACCT 3179; ACCT 4080; ACCT 4084

ECON 3077; ECON 3179; ECON 4380/5980

FIN 3080; FIN 3179

MKTG 3179; MKTG 4198; MKTG 4595

Note: A student majoring in the Management major can not double major in Human Resource Management.

**Professional Readiness Requirements (0 hours)**

**Credit**

BUSINESS 1000	<b>Introductory Seminar for Business Professionals</b>	0 hrs.
BUSINESS 2000	<b>Business Professionals in Training</b> (Business 1000)	0 hrs.

**Professional Readiness Recommended (0 hours)**

**Credit**

BUSINESS 3000	<b>Intermediate Professional Skills</b> (Business 2000)	0 hrs.
BUSINESS 4000	<b>Advanced Professional Skills</b> (Business 3000)	0 hrs.

**DOUBLE MAJORS/MINORS POLICY in MANAGEMENT**

**Management majors may double major within the College of Business but may not declare more than one emphasis area in Management.** Management majors may declare a minor within the College of Business, but the College of Business minor must be one of those designated for business majors: Finance, Real Estate/Business, Economics, or International Business/Business.

## ADMISSION STANDARDS

STUDENTS SEEKING A MAJOR IN ACCOUNTING, BUSINESS TEACHING, ECONOMICS (BUSINESS ECONOMICS EMPHASIS), FINANCE, REAL ESTATE, MANAGEMENT, HUMAN RESOURCE MANAGEMENT, SUPPLY CHAIN MANAGEMENT, BUSINESS ANALYTICS, MANAGEMENT INFORMATION SYSTEMS, OR MARKETING MUST BE ADMITTED TO THE WILSON COLLEGE OF BUSINESS AND MEET ALL COURSE PREREQUISITES BEFORE TAKING UPPER-DIVISION (3000/4000-LEVEL) WILSON COLLEGE OF BUSINESS COURSES, INCLUDING MKTG 2110 PRINCIPLES OF MARKETING.

Students are eligible for admission to the College of Business upon completion of the following requirements:

1. 30 Cumulative Semester hours of college credit
2. C- or better in the following Business Core Courses:
  - a. ECON 2090 Decision Analytics OR ECON 1011 Statistics for Business Analytics and
  - b. ECON 1041 Principles of Macroeconomics
3. C- or better in an **approved** English composition course.
4. Total or UNI\* cumulative GPA of at least 2.50 on all university-level courses
5. Declaration of Curriculum form filed with UNI Business Office for Professional Distinction (CBB 5)

## GRADUATION STANDARDS

1. A cumulative UNI GPA of 2.20 or better.
2. A cumulative GPA of 2.20 or better for all College of Business courses (ACCT, MKTG, MGMT, FIN, ECON) taken at UNI.
3. Earn at least 50% of their business credit hours required for the major at UNI.

Copies of the Wilson College of Business admission policy and graduation requirements can be obtained Office for Professional Distinction, CBB 5 (tel: 319-273-2144) and can be found online at <http://business.uni.edu/advising>.

## SUGGESTED CLASS SCHEDULE for MANAGEMENT MAJORS

\*Meet with an advisor to make an official Program of Study\*

### Freshman Year

#### Fall

BUSINESS 1000 Intro. Seminar for Bus. Professionals	0 hrs.
ECON 1041 Prin. of Macroeconomics	3 hrs.
STAT 1772 Statistical Methods	3 hrs.
UNIFI/Electives	9 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

#### Spring

ECON 1051 Prin. of Microeconomics	3 hrs.
ECON 1011 Statistics for Business Analytics	3 hrs.
UNIFI/Electives	9 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

### Sophomore Year

#### Fall

BUSINESS 2000 Business Professionals in Training	0 hrs.
ACCT 2120 Prin. of Financial Accounting	3 hrs.
MGMT 2080 Intro. to Info. Systems	3 hrs.
UNIFI / Electives	9 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

#### Spring

ACCT 2130 Prin. of Managerial Accounting	3 hrs.
ECON 2090 Decision Analytics	3 hrs.
MKTG 2110 Principles of Marketing	3 hrs.
UNIFI/Electives	6 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

### Junior Year

#### Fall

MGMT 3965 Organizational Behavior	3 hrs.
MGMT 3100 Legal and Social Environment of Business	3 hrs.
FIN 3130 Corporation Finance	3 hrs.
Electives	6 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

#### Spring

MGMT 3163 Managerial Problem Solving	3 hrs.
MGMT 3189 International Management	3 hrs.
MGMT 3154 Operations Management	3 hrs.
Electives	6 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

### Senior Year

#### Fall

MGMT Elective	3 hrs.
MGMT Elective	3 hrs.
MGMT 4175 Strategic Management	3 hrs.
Electives	6 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

#### Spring

MGMT Elective	3 hrs.
MGMT Elective	3 hrs.
Electives	9 hrs.
<b>Total semester hours</b>	<b>15 hrs.</b>

**TENTATIVE SCHEDULE of MANAGEMENT CLASSES**

Note that this schedule is merely a projection. Budget constraints and other unforeseeable circumstances may require adjustments. Summer School offerings depend largely upon demand. Ordinarily we will be able to offer all of our courses, but electives will be limited during the summer.

Course Number	Title	(Semester Offered)		
		Fall	Spring	Summer
MGMT 2032	<b>Business Application Development I</b>	Yes	Yes	No
MGMT 2034	<b>Business Application Development II</b>	Yes	Yes	No
MGMT 2036	<b>Business Analytics Fundamentals</b>	No	Yes	No
MGMT 2080	<b>Introduction to Information Systems</b>	Yes	Yes	Variable
MGMT 3100	<b>Legal and Social Environment of Business</b>	Yes	Yes	Variable
MGMT 3101	<b>Business Law</b>	Yes	No	No
MGMT 3112	<b>Systems Analysis and Design</b>	No	Yes	No
MGMT 3113	<b>Business Communication</b>	Variable	Variable	No
MGMT 3120	<b>Database Management and Theory</b>	Yes	No	No
MGMT 3121	<b>Predictive Business Analytics and Cloud Computing</b>	No	Yes	No
MGMT 3122	<b>Business Intelligence</b>	No	Yes	No
MGMT 3125	<b>Information Systems Development Projects</b>	No	Yes	No
MGMT 3126	<b>Business Analytics Projects</b>	No	Yes	No
MGMT 3127	<b>Decision Support, Analytics and Business Intelligence</b>	Variable	Variable	No
MGMT 3128	<b>Business Application Development III</b>	Variable	Variable	No
MGMT 3140	<b>Information Systems Management</b>	Yes	No	No
MGMT 3145	<b>Information Systems Applications</b>	No	Variable	No
MGMT 3153	<b>Organizational Management</b>	Yes	Yes	Yes
MGMT 3154	<b>Operations Management</b>	Yes	Yes	Yes
MGMT 3155	<b>Human Resource Management</b>	No	Yes	No
MGMT 3161	<b>Supply Chain and Purchasing</b>	Yes	No	No
MGMT 3163	<b>Managerial Problem Solving</b>	Yes	Yes	No
MGMT 3164	<b>Quality and Process Imp</b>	Variable	Variable	No
MGMT 3166	<b>Six Sigma and Lean Consulting Methodology</b>	No	No	Variable (study abroad)
MGMT 3167	<b>Global Strategic Supply Management</b>	No	Yes	No
MGMT 3168	<b>Supply Chain Modeling and Business Analytics</b>	Yes	No	No
MGMT 3169	<b>Service Operations Management</b>	Variable	No	Variable (study abroad)
MGMT 3170	<b>Special Problems</b>	Yes	Yes	Yes
MGMT 3179	<b>Cooperative Education</b>	Yes	Yes	Yes
BUSINESS 3181	<b>Communication and Financial Literacy in Business</b>	Variable	Yes	No
MGMT 3183	<b>Leadership Skills</b>	Yes	Yes	No
MGMT 3185	<b>Project Management</b>	Yes	Yes	No
MGMT 3187	<b>Organization Structure and Design</b>	Variable	Variable	No

MGMT 3189	<b>International Management</b>	Yes	Yes	No
MGMT 3905/5905	<b>Employment and Labor Law</b>	Yes	No	No
MGMT 3965/5965	<b>Organizational Behavior</b>	Yes	Yes	No
MGMT 3966/5966	<b>Staffing &amp; Employee Development</b>	Yes	No	No
MGMT 3968/5968	<b>Compensation and Performance Management Systems</b>	No	Yes	No
MGMT 3969/5969	<b>Management Internship</b>	Yes	Yes	Yes
MGMT 3974/5974	<b>Business, Ethics, and Society</b>	Yes	Variable	No
MGMT 3984/5984	<b>Dynamics of Negotiations</b>	Yes	Yes	Variable
MGMT 4175	<b>Strategic Management</b>	Yes	Yes	Yes