Management: Management Option
Bachelor of Science in Business Administration (BSBA)

Management involves coordinating the resources and activities of organizational members in a systematic way to achieve common goals. Students are prepared for a wide range of careers in business, education, government and not-for-profit organizations. Students seek management positions in banks, hotels, hospitals or service organizations.

The general management option develops managers who are analytical, detail-oriented, flexible, decisive, and have strong leadership and communication.

Management students will...
- Interact with qualified, award winning faculty in a small class environment.
- Study in Robert A. Dempster Hall, an efficient and beautiful business building with a look and feel of a corporate environment.
- Have access to more than 30 study-abroad programs offered with the Harrison College of Business.
- Have access to Southeast’s Douglas C. Greene Center for Innovation and Entrepreneurship, one of the largest entrepreneurship programs in the Midwest. Entrepreneurial studies prepare students to be creative and innovative in their chosen careers.

Career Planning
Currently, 98 percent of Harrison College of Business graduates find employment within a year of graduation.

Career preparation is part of the mission of Southeast. In fact, more than 90% of Southeast students participate in internships, clinical opportunities, student teaching, research assistantships, and study abroad. St. Louis Business Interview Days offers Southeast business students a one-of-a-kind interviewing and networking opportunity.

Professional career counselors are available for all students. The Office of Career Services in Academic Hall 057 can provide students with professional career counseling, resume critiques, practice interviews, job search strategies, career events, networking opportunities, and more.

<table>
<thead>
<tr>
<th>Demonstrated Career Proficiency is a Requirement of all Southeast Students</th>
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<tbody>
<tr>
<td>CL001/CL002 First Semester Complete the FOCUS2 assessment and develop a Career Action Plan.</td>
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<tr>
<td>CL003 Junior Year Students gain information about career planning and job searching resources.</td>
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<tr>
<td>CL004 Senior Year Students demonstrate advanced proficiency by identifying a position in their field, developing a cover letter, and tailoring a resume for the position. Materials are critiqued to ensure preparedness for a successful job search.</td>
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</tbody>
</table>

Internship and Employment Opportunities of Recent Graduates
- Anthem Blue Cross/Blue Shield
- Bank of America
- Biokyowa, Inc.
- Boeing
- Cape Girardeau Public Schools
- City Government Offices
- Douglas C. Greene Center for Innovation and Entrepreneurship
- Edward Jones
- Farmers Insurance
- JC Penney
- Macy’s
- Maxim Healthcare Services
- Missouri State Government
- Missouri Department of Transportation
- Old Town Cape
- Target
- TG Missouri
- United Way
- Walgreens
- Workforce Employment Solutions

Admission Requirements
1. Completion of 60 semester hours.
2. Completion of: AC221, AC222, AD101, BL255, EC215, EC225, EN140, MA134, MG252, QM257, QM258 and SC105 with a grade of ‘C’ or better.
3. Cumulative 2.25 GPA.
4. Business students must be admitted to the College of Business prior to enrolling in upper division (300 level or above) business courses.
CURRICULUM CHECKLIST

"Critical Courses" are italicized and bolded. Data shows that students who have completed this course in the first two years and have earned the noted grade are most likely to complete this program of study.

Business students must be admitted to the College of Business prior to enrolling in upper division (300 level or above) business courses.

Business Administration Core – 30 Hours Required
A grade of 'C' is required in each core course except accounting majors must earn 'A' or 'B' in AC222.

- AC221 Principles of Accounting I (3)
- AC222 Principles of Accounting II (3)
- BA490 Business Policy & Strategy (3)
- BL256 Legal Environment of Business (3)
- FI361 Financial Management (3)
- MG301 Principles of Management (3)
- MI375 Management Information Systems (3)
- MK301 Principles of Marketing (3)
- QM352 Quantitative Analysis (3)

Choose 3 Hours From:*
- AC540 International Perspectives of Accounting (3)
- BA560 International Business Study Tour (3)
- EC590 International Economics (3)
- FI540 International Finance (3)
- MG580 International Management (3)
- MG590 International Marketing (3)

*International Course taken to meet Business Administration Core requirement may not be counted on a major.

Support Courses – 30 Hours Required
Some courses may fulfill University Studies requirements.
A grade of 'C' or better is required in each support course.

- AD101 Intro to Microcomputer Applications (3)
- BA452 Professionalism (1)
- EC215 Principles of Microeconomics (3)
- EC225 Principles of Macroeconomics (3)
- EN140 Rhetoric & Critical Thinking (3)
- MA134 College Algebra (3)
- MG252 Business Communication (2)
- OM257 Business Statistics (3)
- OM258 Business Statistics II (3)
- SC105 Fundamentals of Oral Communication (3)
- UI400 Business & Ethics (3)

Note: All 100 and 200 level core and support courses are prerequisites to all 300 level business core and business major courses.

Management Major Courses – 27 Hour Major – No Minor Required
(Cannot double count elective choices in more than one option.)

Required Management Core Courses:
- BA361 Principles of Entrepreneurship (3)
- MG356 Found of Human Resource Management (3)
- MG470 Leadership in Management (3)
- Real World Experience – Choose one option:
  - Participate in departmentally approved international academic program (3)
  - Complete departmentally approved internship (3)

Management Option:
- MG354 Business Negotiation: Concepts and Practice (3)
- MG550 Improving Team Performance (3)
- MG562 Organization Theory and Design (3)

Choose 3 hours from the following:
- BA531 Imagination, Creativity & Innovation (3)
- BA561 Business Planning for New Ventures (3)
- IM411 Total Quality Assurance (3)
- MG457 Organizational Behavior (3)
- MG526 Managing and Developing Talent (3)
- MG560 International Management (3)*
- MK349 Retail Management (3)
- MK447 Sales Management (3)

Choose 3 hours from the following:
- MK345 Introduction to Business Research (3)
- QM358 Production/Operations Management (3)

* If selected as elective, cannot also count for international course requirement for the BSBA degree.

University Studies Requirements (not already listed above):
UI100 First Year Seminar, EN100 English Composition, Artistic Expression, Literary Expression, Behavioral Systems, Living Systems, Physical Systems, Development of a Major Civilization, Political Systems, Social Systems, and two IU/UI3XXs

SAMPLE FOUR-YEAR PLAN

<table>
<thead>
<tr>
<th>Course #</th>
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</thead>
<tbody>
<tr>
<td>Fall Semester</td>
<td>Spring Semester</td>
<td>Fall Semester</td>
</tr>
<tr>
<td>UI100</td>
<td>EN140</td>
<td>SC105</td>
</tr>
<tr>
<td>EN100</td>
<td>SC105</td>
<td>MA134</td>
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<tr>
<td>MA134</td>
<td>Dev. of Major Civ.</td>
<td>Artistic Expression</td>
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<tr>
<td>AD101</td>
<td>Social Systems</td>
<td>Total 15</td>
</tr>
<tr>
<td>Total 15</td>
<td>Total 15</td>
<td>Milestone: Achieve a minimum 2.25 overall GPA</td>
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<tr>
<td>UI400</td>
<td>UI500</td>
<td>AC221</td>
</tr>
<tr>
<td>Total 17</td>
<td>Total 15</td>
<td>Milestone: Gain admission to College of Business by end of fourth semester.</td>
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<tr>
<td>BA445</td>
<td>BA361</td>
<td>EC215</td>
</tr>
<tr>
<td>BA452</td>
<td>MG470</td>
<td>BL255</td>
</tr>
<tr>
<td>FI361</td>
<td>MG375</td>
<td>MG252</td>
</tr>
<tr>
<td>MG301</td>
<td>KM345 or QM358</td>
<td>QM257</td>
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<tr>
<td>MG470</td>
<td>QM352</td>
<td>AC222</td>
</tr>
<tr>
<td>MG550</td>
<td>IU/UI3XX</td>
<td>EC225</td>
</tr>
<tr>
<td>MG562</td>
<td>Total 16</td>
<td>MG252</td>
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<tr>
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<td>Total 15</td>
<td>MG358</td>
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<tr>
<td>BA490</td>
<td>IU/UI3XX</td>
<td>KM345</td>
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<tr>
<td>MG354</td>
<td>IU400</td>
<td>KM345</td>
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<tr>
<td>MG550</td>
<td>Total 15</td>
<td>BA490</td>
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<tr>
<td>Total 15</td>
<td>Total 15</td>
<td>Milestone: Maintain 2.25 overall GPA and 2.25 major GPA</td>
</tr>
</tbody>
</table>

NOTE: A "Milestone" signifies a significant stage for a student in the completion of a degree.

Degree requirements for all students: a minimum of 120 credit hours, completion of University Studies program, career proficiencies (CL001-004), Writing Proficiency Exam (WP003), and completion of the Measure of Academic Proficiency and Progress (MAPP) at the senior level.

A minimum 2.25 GPA in the major and overall are required to graduate with a BSBA degree.

Refer to the Undergraduate Bulletin or DegreeWorks for additional graduation requirements (i.e. minimum GPA and coursework) for your program of study.