Southeast Missouri State University
Bachelor of Science in Business Administration Degree
Management Major (Catalog Year: 2011 to present)

Management majors must select an option from: Entrepreneurship, Human Resource Mgmt. or Management

➢ University Studies (required for any bachelor’s degree at Southeast)
(refer to www.semo.edu/ustudies/handbook for a list of courses by category with course descriptions and prerequisites)
- UI100 (waived for transfer students who transfer in 24 or more degree hours earned after high school graduation)
- EN100 English Composition (prerequisite: EN099 or placement)
- Artistic Expression
- Literary Expression
- Oral Expression (SC105 is required of all business majors)
- Written Expression (EN140 is required of all business majors)
- Behavioral Systems
- Living Systems
- Logical Systems (MA134 is required of all business majors)
  - MA101 and MA102 may be required (based on placement)
- Physical Systems
- Major Civilization
- Economic Systems (EC215 is required of all business majors)
- Political Systems
- Social Systems
- UI3XX
- UI3XX
- UI4XX (UI400 is required of all business majors)

➢ Core/Support Courses (required of all BSBA majors)
Course prerequisites are listed in ( ) to the right of the course name. A grade of ‘C’ or better is required in each prerequisite course. In addition, business majors must be admitted to the Harrison College of Business prior to enrolling in any upper level (300-500) business courses. Admission requirements to the College include completion of 60 hours, a minimum 2.25 overall GPA, and completion of each lower level core/support course with a grade of ‘C’ or better.
- AC221 Principles of Financial Accounting (30 hours, AD101, MA134)
- AC222 Principles of Managerial Accounting (30 hours, AD101, MA134, and AC221)
- AD101 Intro to Microcomputer Applications (keyboarding is recommended)
- BA490 Business Policies & Strategies (90 hours and completion of all business core except Intl’ Course)
- BL255 Legal Environment of Business (30 hours)
- EC215 Principles of Microeconomics (also counts for economic systems) (AD101, MA134)
- EC225 Principles of Macroeconomics (AD101, MA134, and EC215)
- EN140 Rhetoric & Critical Thinking (also counts for written expression) (EN100 or placement)
- FI361 Principles of Financial Management (60 hours; AC221, AC222, EC215, and EC225)
- MA134 College Algebra (also counts for logical systems) (MA101 or placement)
- MA139 Applied Calculus (MA134)
- MG252 Business Communications (EN140) (AD101 is strongly recommended)
- MG301 Principles of Management (45 hours)
- MI375 Management Information Systems (60 hours and AD101; MG301 is pre or co-req)
- MK301 Principles of Marketing (45 hours)
- QM257 Business Statistics (AD101, MA139)
- QM352 Quantitative Methods in Business (60 hours, QM257, and MA139)
- QM358 Production/Operations Management (QM352)
- SC105 Fundamentals of Oral Communication (also counts for oral expression)
- UI400 Business & Ethics (also counts for UI4XX) (90 hours, completion of Univ Studies core curriculum)
- International Business Course (select one from AC540, BA560, EC580, FI540, MG560, or MK560)

Additional Graduation Requirements: MAPP 2; WP003; CL001-CL004

Graduation requirements for the BSBA degree include completion of all required core/support, major, university studies, and minor (if applicable) courses. In addition, a minimum 2.0 Southeast GPA, 2.25 cumulative GPA, and 2.25 major GPA and a minimum of 120 degree hours is required for graduation.

See reverse for major requirements.
Management Major (Catalog Year: 2011 to present)

- **Major Courses (24 hours)** Prerequisites on the right in ( ), requires a ‘C’ or better

**Required Management Core Courses (12 credit hours)**

- MG356  Foundations of Human Resource Management  (MG301)
- BA361  Principles of Entrepreneurship  (45 credit hours)
- MG470  Leadership in Management  (MG301)

- **Real World Experience (minimum of 3 credit hours to be earned here):** This value-added dimension provides you with unique experiences considered of high importance by prospective employers. It makes you more marketable. Fulfill this requirement by either 1) Participating in a departmentally approved international academic program (ranges from short-study abroad programs to full-semester programs approved by HCB’s International Programs Director) Note: If you select credit for an international business course (BA560, MG560 or MK560) earned as part of an international academic program as a real world experience in the major, it cannot also count for the international course requirement for the BSBA degree OR 2) Completing a departmentally approved internship (can be paid or unpaid; for a not-for-profit or for-profit organization; approval must be granted in advance by Dept. Internship Coordinator)

Choose one 12 hour option from Entrepreneurship, Human Resource Management or Management *(If choose to have more than one option in the major then cannot double count elective choices in more than one option):*

**Entrepreneurship Required Courses**

- BA531  Imagination, Creativity & Innovation  (Junior Standing)
- BA551  Managing and Growing New Ventures  (BA361)
- BA561  Business Planning for New Ventures  (BA361)

*Choose one course from the following:*

- MG354  Business Negotiation: Concepts and Practice  (MG301)
- MG456  Topics in Human Resource Management  (MG356)
- MG462  Organization Theory and Design  (MG301)
- MG550  Improving Team Performance  (MG301)
- MK345  Intro to Business Research  (MK301, QM257)
- MK555  Internet Marketing  (MK301)
- FI363  Entrepreneurial Finance  (FI361)

**Human Resource Management Required Courses**

- MG526  Managing & Developing New Talent  (MG301)
- MG546  Acquiring & Compensating Talent  (MG356)
- MG566  Legal & Union Issues in HR  (MG356)

*Choose one course from the following:*

- MG456  Topics in Human Resource Management  (MG356)
- MG354  Business Negotiation: Concepts and Practice  (MG301)
- MG462  Organization Theory and Design  (MG301)
- MG550  Improving Team Performance  (MG301)
- BA531  Imagination, Creativity & Innovation  (Junior Standing)
- MK341  Public Relations  (MK301)
- EC380  Labor Economics  (EC225)

**Management Required Courses**

- MG354  Business Negotiation: Concepts and Practice  (MG301)
- MG462  Organization Theory and Design  (MG301)
- MG550  Improving Team Performance  (MG301)

*Choose one course from the following:*

- MG457  Topics in Organizational Behavior  (MG301)
- MG526  Managing & Developing New Talent  (MG301)
- MG560*  International Management*  (MG301)
- BA531  Imagination, Creativity & Innovation  (Junior Standing)
- BA561  Business Planning for New Ventures  (BA361)
- MK349  Retail Management  (MK301)
- MK447  Sales Management  (MK301)
- IM411  Total Quality Assurance  (IM102, IM311 or consent of instructor)

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

Courses required for the major may not be offered each semester. Students should plan accordingly based on tentative course rotations, which are typically available on the departmental website or from the department office.

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