Southeast Missouri State University
Bachelor of Science in Business Administration Degree
Donald L. Harrison College of Business
Management Major (2013 – 2014 catalog year)

Management majors must select an option in Entrepreneurship, Human Resource Management or Management.

- University Studies
  (refer to www.semo.edu/ustudies/handbook for a list of courses by category with course descriptions and prerequisites)
  - UI100 First Year Seminar (waived for students who transfer in 24 or more degree hours earned after high school graduation)
  - EN100 English Composition (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) (EN100 or placement is prerequisite)
  - Behavioral Systems
  - Living Systems
  - Logical Systems (MA134 is required of all business majors) (MA102 with ‘C’ or placement)
    - MA050, MA101, and MA102 may be required (based on placement)
  - Physical Systems
  - Development of a Major Civilization
  - Economic Systems (EC215 is required of all business majors) (after AD101 and MA134 with ‘C’ or better)
  - Political Systems
  - Social Systems
  - IU or UI3XX
  - IU or UI3XX
  - UI4XX (UI400 is required of all business majors) (after 90 hours & completion of 100-200 level Univ studies)

Courses in bold fulfill requirements for University Studies and Core/Support Courses

- Core/Support Courses (required of all BSBA majors) A grade of ‘C’ or better is required in each course.
  Course prerequisites are listed in () to the right of the course name. Business majors must be admitted to the Harrison College of Business prior to enrolling in any upper level (300-500) business courses. Admission requirements 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 Accounting I (30 hours, AD101, MA134) (Accounting majors need grade of ‘A’ or ‘B’ in AC221)
  - AC222 Principles of Accounting II (AC221) (Accounting majors need grade of ‘A’ or ‘B’ in AC222)
  - AD101 Intro to Microcomputer Applications (keyboarding skills)
  - BA490 Business Policy & Strategy (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 (EC215)
  - EN140 Rhetoric & Critical Thinking (also counts for written expression) (EN100 or placement)
  - FI361 Financial Management (60 hours, AC222, and EC225)
  - MA134 College Algebra (also counts for logical systems) (MA102 with ‘C’ or placement)
  - MG252 Business Communication (EN140) (AD101 is strongly recommended)
  - MG301 Principles of Management (45 hours) (must have advisor permission if not yet admitted to HCB)
  - MI375 Management Information Systems (60 hours and AD101; MG301 is pre or co-req)
  - MK301 Principles of Marketing (45 hours) (must have advisor permission if not yet admitted to HCB)
  - QM257 Business Statistics I (AD101, MA139)
  - QM258 Business Statistics II (QM257) students with a catalog year prior to fall 2013 take MA139 Applied Calculus instead
  - QM352 Management Science (60 hours and QM258)
  - QM358 Production/Operations Management (60 hours and QM258)
  - SC105 Fundamentals of Oral Communication (also counts for oral expression)
  - U1400 Business & Ethics (also counts for U14XX) (90 hours, completion of 100-200 level Univ Studies)

International Business Course (select one from AC540, BA560, EC580, FI540, MG560, or MK560*)

*international course taken to meet the core/support course requirement cannot fulfill a major requirement

- Additional Graduation Requirements (0 hours):
  - MAPP entrance exam (taken during first semester) and MAPP exit exam (taken after 90 hours); 0 credit hours; register through Testing Services at www.semo.edu/testing
  - WP003 (taken after ‘C’ or better in EN140 and completion of 75 hours); 0 credit hours; enroll through portal using WP003 as course number; www.semo.edu/writing
  - CL001-CL004 Career Linkages; 0 hours; enroll through portal; all are completed online; www.semo.edu/careerlinkages

An advising appointment is required each semester prior to enrollment.

Department of Management and Marketing
Dempster Hall, Room 225  573-651-2924  www.semo.edu/managementandmarketing
Management Major (2013 – 2014 catalog year) continued; No minor required. Must select option within major.

- **Major Courses (24 hours)**

  - **Required Management Core Courses (12 credit hours)** (A minimum 2.25 GPA is required in major courses.*)
    - BA361 Principles of Entrepreneurship (45 credit hours)
    - MG356 Foundations of Human Resource Management (MG301)
    - MG470 Leadership in Management (MG301)
    - Real World Experience choose 3 hours from:
      1) Participate in an international short term or semester long study abroad approved by Int’l Programs Director in Dempster 201. If BA560, MG560 or MK560 is selected as a real world experience, it cannot also count for int’l core/spt course.
      2) Complete a department approved internship (approval must be granted in advance by Internship Coordinator in DH225).

- **Choose one 12 hour option from Entrepreneurship, Human Resource Management or Management**
  - **Students cannot double count major electives if they choose to have more than one option in management.**

  **Entrepreneurship Option**

  - **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 (AD101, MK301)
    - FI363 Entrepreneurial Finance (FI361)

  **Human Resource Management Option**

  - **Required Courses**
    - MG526 Managing & Developing Talent (MG301)
    - MG546 Acquiring & Compensating Talent (MG356)
    - MG566 Legal & Union Issues in HR (MG356)
  
  - **Choose one course from the following:**
    - BA531 Imagination, Creativity & Innovation (Junior Standing)
    - 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)
    - MK341 Public Relations (MK301)
    - EC380 Labor Economics (EC225)

  **Management Option**

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

  *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 available from the Department of Management and Marketing in Dempster Hall 225 at www.semo.edu/managementandmarketing.

**Graduation requirements for the BSBA degree include:**

- successful completion of all required core/support, major, university studies, and minor (if applicable) courses
- successful completion of Career Linkages 001-004, MAPP (entrance and exit) exams, and the WP003 exam
- a minimum of 120 degree hours with a minimum 2.0 Southeast GPA, 2.25 overall GPA, and 2.25 major GPA
- a minimum of 39 hours of senior college courses (300-599) must be completed after 45 hours
- a minimum of 30 hours must be completed in residence at Southeast
- 30 of the last 60 hours must be earned at Southeast; last term must be completed at Southeast (see page 79 for exception criteria)
- no more than 1/2 of the jr. college and 1/2 of the sr. college work on a major or minor may be taken by correspondence and/or extension
- fifty percent of an individual’s business degree program (60 hours) must be comprised of non business courses
- fifty percent of the business hours counted toward a business degree must be taken at Southeast (core and major requirements)

Source: 2013-2014 Undergraduate Bulletin