

Business MINORS

Curriculum Guide for 2011-2012



THE UNDERGRADUATE PROGRAM

In planning course sequences, business minors should follow the notations for semester course offerings below. Course prerequisites are noted in parentheses.

Accounting Minor

Requires 18 credits

Students must complete the following two courses:

BUAD 203	Principles of Accounting	3 credits	Fall/Spring
BUAD 301	Financial Reporting & Analysis (<i>BUAD 203</i>)	3 credits	Fall/Spring

Plus two courses from the following:

BUAD 302	Advanced Financial Reporting & Analysis (<i>BUAD 301</i>)	3 credits	Spring
BUAD 303	Strategic Cost Management (<i>BUAD 203</i>)	3 credits	Spring
BUAD 404	Auditing & Internal Controls (<i>BUAD 301</i>)	3 credits	Spring
BUAD 405	Federal Taxation (<i>BUAD 203</i>)	3 credits	Fall

In addition, six credits must be taken from business courses numbered 300 and above. Foundation Semester courses (BUAD 311, 323, and 350) require special permission from the Undergraduate Business Program office.

Finance Minor

Requires 18 credits

Prerequisite Business Courses - Freshmen/Sophomore Year

BUAD 203	Principles of Accounting	3 credits	Fall/Spring
BUAD 231	Statistics	3 credits	Fall/Spring

(or MATH 106, MATH 351, ECON 307, PSYC 301, SOCL 353, KINE 394)

Students must complete the following courses:

BUAD 203	Principles of Accounting	3 credits	Fall/Spring
BUAD 323	Financial Management (<i>BUAD 203 & Statistics</i>)	3 credits	(1 st semester in Business Program)
BUAD 324	Money & Debt Markets (<i>BUAD 323</i>)	3 credits	Fall/Spring
BUAD 325	Equity Markets & Portfolio Management (<i>BUAD 323</i>)	3 credits	Fall/Spring
BUAD 423	Corporate Financial Strategy (<i>BUAD 323</i>)	3 credits	Fall

Plus one elective to be chosen from the following:

BUAD 417	International Finance (<i>ECON 101 & 102</i>)	3 credits	Fall/Spring
BUAD 419	Valuation (<i>BUAD 323</i>)	3 credits	Spring
BUAD 421	Student Managed Investment Fund (<i>BUAD 323, by application</i>)	3 credits	Fall/Spring

Several courses in the Economics Department may be counted as a Finance elective. Consult with an academic advisor in the Undergraduate Business Program Office if interested.

Management and Organizational Leadership Minor

Requires 18 credits

Students must complete the following course

BUAD 317	Organizational Behavior & Management	2 credits	(1 st semester in Business Program)
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Plus three courses from the following list:

BUAD 435	Teams: Design, Selection & Development (<i>BUAD 317</i>)	3 credits	Spring
BUAD 436	Business & Society	3 credits	Spring
BUAD 437	Change Mgt. & Org. Transformation (<i>BUAD 317 pre/co-requisite</i>)	3 credits	Fall
BUAD 438	Leadership (<i>BUAD 317; Senior Standing</i>)	3 credits	Fall
BUAD 442	Psychology of Decision Making (<i>Statistics; Senior Standing</i>)	3 credits	Fall

In addition, seven elective credits chosen from: BUAD 150 (Freshman Seminar), BUAD 203 Principles of Accounting, and business courses numbered 300 and above. Foundation Semester courses (BUAD 311, 323, and 350) require special permission from the Undergraduate Business Program Office.

Check myWM.edu for the most current class offerings (Revised July 11, 2011)
Find more curriculum information at mason.wm.edu/UGacademics

Marketing Minor**Requires 18 credits**

Prerequisite Business Courses - Freshman/Sophomore Year

ECON 101/151	Microeconomics	3 credits	Fall/Spring
ECON 102/152	Macroeconomics (<i>ECON 101/151</i>)	3 credits	Fall/Spring
BUAD 231*	Statistics (or MATH 106, MATH 351, ECON 307, PSYC 301, SOCL 353, KINE 394)	3 credits	Fall/Spring

Students must complete the following courses:

BUAD 203	Principles of Accounting	3 credits	Fall/Spring
BUAD 311	Principles of Marketing (<i>ECON 101/151 & ECON 102/152</i>)	3 credits	(1 st semester in Business Program)
BUAD 446	Consumer Behavior (<i>BUAD 311</i>)	3 credits	Spring
BUAD 448	Marketing Strategy (<i>BUAD 311</i>)	3 credits	Fall
BUAD 452	Marketing Research (<i>BUAD 311; Statistics</i>)	3 credits	Spring

Plus three elective credits to be chosen from the following:

BUAD 442	Psychology of Decision Making (<i>Statistics; Senior Standing</i>)	3 credits	Fall
BUAD 450	Global Marketing (<i>BUAD 311</i>)	3 credits	Spring
BUAD 456	Advertising & Marketing Communications (<i>BUAD 311</i>)	3 credits	Fall
BUAD 492	Special Topics: Customer Experience Management (<i>BUAD 311</i>)	3 credits	Spring

*Statistics is required as a prerequisite for BUAD 452 and BUAD 442, however it may be taken after entry into the Business Program.

Process Management & Consulting Minor (PMC)**Requires 18.5 credits**

Prerequisite Business Courses - Freshmen/Sophomore Year

BUAD 231	Statistics (or MATH 106, MATH 351, ECON 307, PSYC 301, SOCL 353, KINE 394)	3 credits	Fall/Spring
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Students entering the PMC minor Spring 2011 or prior must complete the following courses:

BUAD 317	Organizational Behavior & Management	2 credits	Fall/Spring
BUAD 361	*Introduction to Operations Technology (<i>Statistics</i>)	3 credits	Fall/Spring
BUAD 362	Introduction to Information Technology (<i>Statistics</i>)	3 credits	(1 st semester in Business Program)
BUAD 431	Strategic Analysis & Consulting	3 credits	Spring
BUAD 437	Change Mgmt & Org Transformation (<i>BUAD 317 pre/co-requisite</i>)	3 credits	Fall
BUAD 466	Dev. Business Intelligence (<i>BUAD 361 & 362 pre/co-requisite</i>)	3 credits	Fall (next offering spring 2013)

*Must be completed by end of 2011-2012 academic year

Students entering the PMC minor Fall 2011 or later must complete the following courses:

BUAD 317	Organizational Behavior & Management	2 credits	Fall/Spring
BUAD 350	Introduction to Process Management & Consulting (<i>Statistics</i>)	3 credits	(1 st semester in Business Program)
BUAD 351	Operations Technology (<i>BUAD 350</i>)	1.5 credits	Spring (Fall/Spring in 2012-13)
BUAD 352	Information Technology (<i>BUAD 350</i>)	1.5 credits	Spring (Fall/Spring in 2012-13)
BUAD 431	Strategic Analysis & Consulting	3 credits	Spring
BUAD 437	Change Mgmt & Org Transformation (<i>BUAD 317 pre/co-requisite</i>)	3 credits	Fall
BUAD 466	Dev. Business Intelligence (<i>BUAD 350</i>)	3 credits	Fall (next offering Spring 2013)

All PMC minors must choose one elective from the following:

BUAD 459	Lean Processes (<i>BUAD 361 or BUAD 350 pre/co-requisite</i>)	1.5 credits	(not offered 2011-12)
BUAD 461	Six Sigma (<i>BUAD 361 & 362 or BUAD 350 pre/co-requisite</i>)	1.5 credits	Fall
BUAD 465	Managing Supply Chains in a Digital Economy (<i>BUAD 361 or BUAD 350</i>)	1.5 credits	(not offered 2011-12)
BUAD 467	Advanced Data Management & Modeling	1.5 credits	Fall
BUAD 469	Visual Basic for Business (<i>BUAD 361 & 362, or BUAD 350 prerequisite</i>)	1.5 or 3 credits	Spring
BUAD 474	Negotiation	1.5 or 3 credits	Spring
BUAD 476	Electronic Commerce (<i>BUAD 362 or BUAD 350</i>)	1.5 or 3 credits	Fall
BUAD 480	Sustainability/Green Supply Chain (<i>BUAD 361 or BUAD 350 pre/co-requisite</i>)	1.5 credits	(not offered 2011-12)
BUAD 482	Project Management	1.5 credits	Fall
BUAD 492	Special Topics: Healthcare Infomatics	1.5 or 3 credits	Spring
BUAD 492	Special Topics: Environmental Consulting	3 credits	Spring

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