



Duluth Campus

Accounting B.Acc.

Accounting

Labovitz School of Business and Economics

- Program Type: Baccalaureate
- Requirements for this program are current for Fall 2011
- Required credits to graduate with this degree: 120
- Required credits within the major: 97
- Degree: Bachelor of Accounting

The B.Acc. in accounting provides the core competencies in accounting and general business that are necessary for a successful accounting career. The program includes study in the following areas: financial accounting; management accounting; accounting information systems; financial, operational, and information systems auditing; and taxation. This accounting curriculum is combined with a foundation in the functional areas of business law, finance, information systems, marketing, operations, and management as well as a broad general education, including the areas of the behavioral sciences, the humanities, English, communication, the arts, mathematics, and statistics.

The primary professional certification in public accounting is the Certified Public Accountant (CPA). Most states, including Minnesota and Wisconsin, require students to complete 150 semester hours of education to become a licensed CPA. All 150 hours may be taken at the undergraduate level or a combination of undergraduate and graduate level courses may be used to satisfy this requirement. At UMD, students can choose to combine their B.Acc. degree with an M.B.A.; another major within LSBE such as the MIS, financial markets, or healthcare management; or a minor from LSBE such as financial planning or MIS; or a minor from another collegiate unit, such as computer science, communications, or criminal justice; or additional undergraduate coursework in accounting, business, or other discipline such that the total equals or exceeds 150 hours. (Contact the Dept of Accounting for additional information.)

Other types of professional certifications for accountants in private industry do not require 150 hours of education. The Certified Management Accountant (CMA) certificate is issued by the Institute of Management Accounting. The Certified Internal Auditor (CIA) certificate is issued by the Institute of Internal Auditors. The B.Acc. degree program also serves as basic preparation for both the CMA and CIA examinations.

A number of active learning opportunities are available to students in UMD's accounting program. ACCT 3196 - Internship in Accounting allows students to apply knowledge and skills gained in the classroom to real world accounting problems through work experience in sponsoring businesses. Most internships offer a salary as well as the opportunity to earn credits through a supervised work experience. Another opportunity, ACCT 3096 - Volunteer Income Tax Assistance, gives students a general understanding of the U.S. individual income tax system, while providing a valuable service learning experience by assisting low-income clientele with tax planning and compliance. Finally, in ACCT 3701 - Student to Business Initiative in Accounting, students working in teams are matched with local small business that need accounting assistance. Students define the specific scope of work with the business owner and then serve as a "consultant" to the business. At the end of the semester, students present the results of their work at the UMD Center for Economic Development offices.

Program Honors: Degree candidates must earn a 3.30 GPA in all LSBE upper division courses.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

Freshman and transfer students are usually admitted to pre-major status before admission to this major

A GPA above 2.0 is preferred for the following:

- 2.60 already admitted to the degree-granting college
- 2.60 transferring from another University of Minnesota college
- 2.60 transferring from outside the University

Freshmen and transfer students are typically admitted as pre-accounting students for the B.Acc. degree. Admission to candidacy status, which allows access to upper division LSBE courses, typically occurs at the junior level when students have successfully completed all pre-major (pre-candidacy) course requirements and met all of the GPA standards. Students with a 2.60 UM and overall, 2.00 internal and pre-major GPAs are admitted upon completion of pre-major courses; students with a 2.00-2.59 UM and overall, 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Required prerequisites

Introductory Course (1 cr)

Not required for transfer students with 30 or more credits, or for students who change college into LSBE.
[UST 1000](#) - UMD Seminar (1.0 - 2.0 cr)

Pre-major Accounting Requirements (36 cr)

Additional non-LSBE courses to bring total to 60 pre-candidacy credits. (Non-LSBE statistics courses cannot be used to fulfill elective requirements.) Students must obtain a minimum of a "C" in ACCT 2001 and 2002.

[ACCT 2001](#) - Principles of Financial Accounting (3.0 cr)

[ACCT 2002](#) - Principles of Managerial Accounting (3.0 cr)

[BLAW 2001](#) - The Legal Environment [LE CAT8, HUMANITIES] (3.0 cr)

[ECON 1022](#) - Principles of Economics: Macro [LE CAT6, SOC SCI] (3.0 cr)

[ECON 1023](#) - Principles of Economics: Micro [LE CAT6, SOC SCI] (3.0 cr)

[ECON 2030](#) - Applied Statistics for Business and Economics [LOGIC & QR] (3.0 cr)

[FMIS 2201](#) - Information Technology in Business (3.0 cr)

[PSY 1003](#) - General Psychology [LE CAT6, SOC SCI] (4.0 cr)

[WRIT 1120](#) - College Writing [LE CAT1, WRITING] (3.0 cr)

[MATH 1160](#) - Finite Mathematics and Introduction to Calculus [LE CAT2, LOGIC & QR] (5.0 cr)

or [MATH 1296](#) - Calculus I [LE CAT2, LOGIC & QR] (5.0 cr)

Communications or Foreign Language

[COMM 1112](#) - Public Speaking [LE CAT3, COMM & LAN] (3.0 cr)

or [COMM 1222](#) - Interpersonal Communication [LE CAT3, LECD CAT03, COMM & LAN] (3.0 cr)

or LSBE students are encouraged to take at least one year of a college-level foreign language.

General Requirements

The Board of Regents, on recommendation of the faculty, grants degrees from the University of Minnesota. Requirements for an undergraduate degree from University of Minnesota Duluth include the following:

1. Students must meet all course and credit requirements of the departments and colleges or schools in which they are enrolled including an advanced writing course. Students seeking two degrees must fulfill the requirements of both degrees. However, two degrees cannot be awarded for the same major.
2. Students must complete all requirements of the [Liberal Education Program](#).
3. Students must complete a minimum of 120 semester credits.
4. At least 30 of the last 60 degree credits earned immediately before graduation must be awarded by UMD.
5. Students must complete at least half of their courses at the 3xxx-level and higher at UMD. Study-abroad credits earned through courses taught by UM faculty and at institutions with which UMD has international exchange programs may be used to fulfill this requirement.
6. If a minor is required, students must take at least three upper division credits in their minor field from UMD.
7. The minimum cumulative UM GPA required for graduation will be 2.00 and will include only University of Minnesota coursework. A minimum UM GPA of 2.00 is required in each UMD undergraduate major and minor. No academic unit may impose higher grade point standards to graduate.
8. Diploma, transcripts, and certification will be withheld until all financial obligations to the University have been met.

Program Requirements

Requirements for the B.Acc. in accounting include:

- * LSBE students are encouraged to take at least one year of college-level foreign language.
- * Strict limitations on use of correspondence courses. See LSBE Student Affairs.
- * At least 50 percent of the required accounting, business, and upper division economics credits must be taken at UMD.
- * At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD.



B.Acc. Requirements (27 cr)

A. Accounting-Business Law Core (22 cr)

- ACCT 3001 - Technology Tools in Accounting (1.0 cr)
- ACCT 3101 - Intermediate Accounting I (3.0 cr)
- ACCT 3102 - Intermediate Accounting II (3.0 cr)
- ACCT 3301 - Accounting Information Systems (3.0 cr)
- ACCT 3201 - Cost Accounting (3.0 cr)
- ACCT 3401 - Individual Income Taxation (3.0 cr)
- ACCT 4101 - Auditing (3.0 cr)
- BLAW 3001 - Law and Ethics for Financial Professionals (3.0 cr)

B. Active Learning Experience (2 cr)

Take 2 or more credit(s) from the following:

- ACCT 3705 - Volunteer Income Tax Assistance (1.0 - 2.0 cr)
- ACCT 3796 - Internship in Accounting (1.0 - 6.0 cr)
- ACCT 3701 - Small Business Initiative in Accounting (1.0 - 2.0 cr)

C. Accounting Elective (3 cr)

Take 3 or more credit(s) from the following:

- ACCT 3402 - Advanced Business Taxation (3.0 cr)
- ACCT 4501 - Advanced Accounting (3.0 cr)
- ACCT 4505 - International Accounting (3.0 cr)
- ACCT 4510 - Fund and Not-For-Profit Accounting (3.0 cr)
- ACCT 4600 - Employee Benefit and Retirement Planning (3.0 cr)
- ACCT 4795 - Special Topics (Various Titles to be Assigned) (1.0 - 3.0 cr)
- BLAW 3301 - Estate Planning Concepts and Strategies (3.0 cr)

LSBE Core (24 cr)

- FMIS 3141 - Business Communications (3.0 cr)
- MGTS 3301 - Production and Operations Management (3.0 cr)
- FMIS 3601 - Corporate Finance (3.0 cr)
- MGTS 3401 - Organizational Behavior and Management (3.0 cr)
- MGTS 3801 - Human Resource Management (3.0 cr)
- MGTS 4481 - Strategic Management (3.0 cr)
- MKTG 3701 - Principles of Marketing (3.0 cr)

Take exactly 3 credit(s) from the following:

- ECON 3xxx
- ECON 4xxx

Supporting Courses (6 cr)

Complete minimum of 6 credits of non-LSBE courses, (3xxx or above) including at least one international course listed below. NOTE: PSY 3020, SOC 3155, STAT 3411, or STAT 3611 cannot be used to fulfill this requirement.

International Requirement

Take 1 or more course(s) from the following:

- ACCT 4505 - International Accounting (3.0 cr)
- AMIN 3410 - Fur Trade in Canada and the United States [CDIVERSITY] (3.0 cr)
- ANTH 3628 - Women in Cross-Cultural Perspective (3.0 cr)
- ANTH 3632 - Latin American Cultures (3.0 cr)
- ANTH 3638 - Peoples and Cultures of the Middle East (3.0 cr)
- ECON 3150 - Development Economics (3.0 cr)
- ECON 3402 - Global Economic Issues (3.0 cr)
- ECON 4410 - International Economics (3.0 cr)
- ENGL 3501 - British Literature I [HUMANITIES] (4.0 cr)
- ENGL 3502 - British Literature II [HUMANITIES] (4.0 cr)
- ENGL 5566 - Irish Literary Revival (4.0 cr)
- ENGL 5583 - British Novel (4.0 cr)
- FMIS 3649 - International Finance (3.0 cr)
- FR 4412 - Contemporary French Culture and Society [HUMANITIES, GLOBAL PER] (4.0 cr)
- FR 4422 - 20th-Century Novel [HUMANITIES] (4.0 cr)
- GEOG 3461 - Geography of Global Resources [SUSTAIN] (3.0 cr)
- GEOG 3702 *{Inactive}*(3.0 cr)
- GEOG 3762 *{Inactive}*(3.0 cr)
- GER 4302 - German Women Writers and Filmmakers [HUMANITIES] (4.0 cr)
- GER 4305 - German Cinema [HUMANITIES] (4.0 cr)
- GER 4404 - Contemporary Germany [HUMANITIES, GLOBAL PER] (4.0 cr)
- HCM 4560 - International Comparisons of Health Care Systems (3.0 cr)
- HIST 3243 - Europe in Crisis in the 20th Century (4.0 cr)



- HIST 3244 - History of Holocaust (4.0 cr)
- HIST 3257 - Modern France (4.0 cr)
- HIST 3264 - Imperial Russia (4.0 cr)
- HIST 3386 - The United States and the World since 1898 (4.0 cr)
- HIST 3615 - Modern Africa (4.0 cr)
- HIST 3616 - Society and Culture in 20th-Century Africa (4.0 cr)
- HIST 3825 - Islamic History from Muhammad to the Ottomans (4.0 cr)
- HIST 3726 - Modern Middle East: 18th Century-Present (4.0 cr)
- INTB 3201 *{Inactive}*(3.0 cr)
- MGTS 4474 - International Management (3.0 cr)
- MGTS 4483 *{Inactive}*(3.0 cr)
- MGTS 4861 - International Human Resource Management (3.0 cr)
- MKTG 3781 - International Marketing (3.0 cr)
- POL 3451 - Theories of International Relations (4.0 cr)
- POL 3456 - International Security: War and More (4.0 cr)
- POL 3517 - Western European Political Systems (4.0 cr)
- POL 3570 - Politics of Developing Nations (3.0 cr)
- SOC 3945 - Social Stratification (3.0 cr)
- SPAN 3042 - Hispanic American Civilization and Culture [HUMANITIES, GLOBAL PER] (4.0 cr)
- SPAN 3044 - Civilization, Cultures and Communities of Spain [HUMANITIES, GLOBAL PER] (4.0 cr)
- SPAN 4011 - Hispanic American Prose [HUMANITIES] (4.0 cr)
- SPAN 4018 - Hispanic America From Within [HUMANITIES] (4.0 cr)
- SPAN 4027 - Contemporary Literature and Culture of Spain [HUMANITIES] (4.0 cr)
- WS 3000 - Transnational Perspectives on Feminism [SOC SCI, GLOBAL PER] (3.0 cr)
- WS 3001 - Gender Relations in the Global South [GLOBAL PER] (3.0 cr)
- WS 3002 - Latin American Women: Culture and Politics (3.0 cr)
- WS 3400 - Women and Film [GLOBAL PER] (3.0 cr)

Advance Writing Requirement (3 cr)

- WRIT 3121 - Advanced Writing: Business and Organizations (3.0 cr)



Duluth Campus

Accounting Minor

Accounting

Labovitz School of Business and Economics

- Program Type: Undergraduate minor related to major
- Requirements for this program are current for Fall 2011
- Required credits in this minor: 12 to 28
- Program predates PCAS.

The minor in accounting is valuable to students who want to understand the accounting process and its applications in modern society. The minor offers training for entry into positions in government, industry, and social service organizations that require an understanding of accounting but not the depth provided by the B.Acc. degree program.

For students outside of LSBE, no more than 25 percent (30 credits) of total credits required for a degree may be drawn from the courses offered by LSBE or recognized by the school as equivalent transfer courses while completing this minor. Economics courses are excluded from these calculations.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Minor Requirements

The accounting minor is available to both LSBE students and non-LSBE students. Requirements are described below.

Program Sub-plans

Students are required to complete one of the following sub-plans.

Labovitz School of Business and Economics

LSBE students must be a B.B.A. degree candidate.

Students must apply for admission to the minor and are admitted if eligible for LSBE candidacy status.

Admission to the minor is based on the same GPA requirements as admission to candidacy for LSBE baccalaureate degrees. Applications are available in 111A Labovitz School of Business and Economics Building.

Accounting Core Courses (6 cr)

[ACCT 3101](#) - Intermediate Accounting I (3.0 cr)

[ACCT 3301](#) - Accounting Information Systems (3.0 cr)

Accounting Electives (6 cr)

Take 2 or more course(s) totaling 6 or more credit(s) from the following:

- [ACCT 3102](#) - Intermediate Accounting II (3.0 cr)
- [ACCT 3401](#) - Individual Income Taxation (3.0 cr)
- [ACCT 3201](#) - Cost Accounting (3.0 cr)

Non Labovitz School of Business and Economics

Currently, only the business administration minor, the economics minor, and the accounting minor (below) are available to non-LSBE students

Non-LSBE students must apply for admission to the minor before completing ACCT 2002, and/or ECON 2030, or an equivalent non-LSBE statistics course, and are admitted to the minor when admitted to candidacy in LSBE.

An overall and UM GPA of 2.50 and 2.00 in LSBE courses and completion of the pre-minor core are required for automatic admission to this minor. Students with GPAs between 2.00 and 2.50 should consult with LSBE Student Affairs.



Pre-Minor Core (15-16 cr)

[ACCT 2001](#) - Principles of Financial Accounting (3.0 cr)

[ACCT 2002](#) - Principles of Managerial Accounting (3.0 cr)

[CS 1011](#) *{Inactive}* [LE CAT3] (3.0 cr)

[ECON 2030](#) - Applied Statistics for Business and Economics [LOGIC & QR] (3.0 cr)
or equivalent stats course (3-4 credits)

Take the following course or course pair:

[ECON 1003](#) - Economics and Society [LE CAT8, SOC SCI] (3.0 cr)

or [ECON 1022](#) - Principles of Economics: Macro [LE CAT6, SOC SCI] (3.0 cr)

[ECON 1023](#) - Principles of Economics: Micro [LE CAT6, SOC SCI] (3.0 cr)

Minor Courses (6 cr)

[ACCT 3101](#) - Intermediate Accounting I (3.0 cr)

[ACCT 3301](#) - Accounting Information Systems (3.0 cr)

Electives (6 cr)

Take 2 or more course(s) totaling 6 or more credit(s) from the following:

•[ACCT 3102](#) - Intermediate Accounting II (3.0 cr)

•[ACCT 3401](#) - Individual Income Taxation (3.0 cr)

•[ACCT 3201](#) - Cost Accounting (3.0 cr)

Duluth Campus

Business Administration Minor

Finance & Management Information Sciences, Management Studies, Marketing

Labovitz School of Business and Economics

- Program Type: Undergraduate free-standing minor
- Requirements for this program are current for Fall 2011
- Required credits in this minor: 27 to 30

The business administration minor provides supplemental business education for students seeking degrees in programs other than business or accounting.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

A GPA above 2.0 is preferred for the following:

- 2.60 already admitted to the degree-granting college
- 2.60 transferring from another University of Minnesota college
- 2.60 transferring from outside the University

An overall and UM GPA of 2.60 and 2.00 within all LSBE courses is required for automatic admission to this minor, along with completion of the pre-minor core. Students with GPAs between 2.00 and 2.59 should consult with LSBE Student Affairs.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Minor Requirements

The business administration minor is available to non-LSBE students only.

Pre-Minor Core (12-15 cr)

CSE students majoring in computer information systems and technology are required to take FMIS 2201 as part of the pre-minor requirements, not CS 1011.

CS 1011 *{Inactive}* [LE CAT3] (3.0 cr)

ACCT 2001 - Principles of Financial Accounting (3.0 cr)

or ACCT 2005 *{Inactive}* [LE CAT8] (3.0 cr)

ECON 2030 - Applied Statistics for Business and Economics [LOGIC & QR] (3.0 cr)

or equivalent statistics course

ECON 1003 - Economics and Society [LE CAT8, SOC SCI] (3.0 cr)

or take the following course pair

ECON 1022 - Principles of Economics: Macro [LE CAT6, SOC SCI] (3.0 cr)

ECON 1023 - Principles of Economics: Micro [LE CAT6, SOC SCI] (3.0 cr)

Electives (15 cr)

MGTS 3301 - Production and Operations Management (3.0 cr)

FMIS 3601 - Corporate Finance (3.0 cr)

MGTS 3401 - Organizational Behavior and Management (3.0 cr)

MKTG 3701 - Principles of Marketing (3.0 cr)

MGTS 3801 - Human Resource Management (3.0 cr)

Duluth Campus

Finance B.B.A.

Finance & Management Information Sciences

Labovitz School of Business and Economics

- Program Type: Baccalaureate
- Requirements for this program are current for Fall 2011
- Required credits to graduate with this degree: 120
- Required credits within the major: 96
- Degree: Bachelor of Business Administration

This professionally oriented program emphasizes the competencies required for management careers in business, government, public, or social service organizations. The program prepares students for entering careers with management responsibility by providing a breadth and depth of knowledge about organizations, management fundamentals, techniques, processes, and skills, combined with a foundation in the functional areas of accounting, business law, finance, information systems, marketing, operations, and human resource management.

The B.B.A. offers a broad educational experience while preparing students for a variety of technical and management careers. With about one-half of the required coursework from nonbusiness disciplines, emphasis is on the development of a strong liberal arts education that provides a foundation for the required and elective professional courses. The program's core curriculum focuses on the fundamental administrative and functional skills demanded of leaders in today's public and private organizations. Students are permitted sufficient latitude in choosing electives appropriate to their particular professional objectives in finance, health care management, human resource management, organizational management, management information systems, or marketing.

In addition to classroom-based courses, students may participate in internship programs where classroom learning may be applied during professional experience as an employee of a public agency or private business. Students also may participate in the Student to Business Initiative (SBI) which offers the opportunity to use knowledge and skills to identify, analyze, and solve problems confronting small businesses. Both programs provide practical tests of vocational interests and valuable work experience.

The finance major is designed for students pursuing careers in corporate financial management, investment and portfolio management, and management of financial institutions.

Honors Program: Degree candidates must earn a 3.30 GPA in all LSBE upper division courses.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

Freshman and transfer students are usually admitted to pre-major status before admission to this major

A GPA above 2.0 is preferred for the following:

- 2.60 already admitted to the degree-granting college
- 2.60 transferring from another University of Minnesota college
- 2.60 transferring from outside the University

Freshmen and transfer students are typically admitted as pre-business students for all B.B.A. majors. Admission to candidacy status, which allows access to upper division LSBE classes, typically occurs at the junior level when students have successfully completed all pre-major (pre-candidacy) course requirements and met all of the GPA standards. Students with a 2.60 UM and overall and a 2.00 internal and pre-major are admitted upon completion of pre-major courses; students with a 2.00-2.59 UM and overall and a 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Required prerequisites

Introductory Course (1 cr)

This course is not required for students who change colleges into Labovitz School of Business and Economics.

[UST 1000](#) - UMD Seminar (1.0 - 2.0 cr)



Pre-major Requirements (35 cr)

Electives: additional non-LSBE courses to bring total to 60 pre-candidacy credits. Non-LSBE statistics courses cannot be used to fulfill elective requirements.

[ACCT 2001](#) - Principles of Financial Accounting (3.0 cr)

[ACCT 2002](#) - Principles of Managerial Accounting (3.0 cr)

[BLAW 2001](#) - The Legal Environment [LE CAT8, HUMANITIES] (3.0 cr)

[ECON 1022](#) - Principles of Economics: Macro [LE CAT6, SOC SCI] (3.0 cr)

[ECON 1023](#) - Principles of Economics: Micro [LE CAT6, SOC SCI] (3.0 cr)

[ECON 2030](#) - Applied Statistics for Business and Economics [LOGIC & QR] (3.0 cr)

[FMIS 2201](#) - Information Technology in Business (3.0 cr)

[PSY 1003](#) - General Psychology [LE CAT6, SOC SCI] (4.0 cr)

[WRIT 1120](#) - College Writing [LE CAT1, WRITING] (3.0 cr)

[MATH 1160](#) - Finite Mathematics and Introduction to Calculus [LE CAT2, LOGIC & QR] (5.0 cr)

or [MATH 1296](#) - Calculus I [LE CAT2, LOGIC & QR] (5.0 cr)

Communications or Foreign Languages

[COMM 1112](#) - Public Speaking [LE CAT3, COMM & LAN] (3.0 cr)

or [COMM 1222](#) - Interpersonal Communication [LE CAT3, LECD CAT03, COMM & LAN] (3.0 cr)

or LSBE students are encouraged to take at least one year of college-level foreign language. (See Student Affairs.)

General Requirements

The Board of Regents, on recommendation of the faculty, grants degrees from the University of Minnesota. Requirements for an undergraduate degree from University of Minnesota Duluth include the following:

1. Students must meet all course and credit requirements of the departments and colleges or schools in which they are enrolled including an advanced writing course. Students seeking two degrees must fulfill the requirements of both degrees. However, two degrees cannot be awarded for the same major.
2. Students must complete all requirements of the [Liberal Education Program](#).
3. Students must complete a minimum of 120 semester credits.
4. At least 30 of the last 60 degree credits earned immediately before graduation must be awarded by UMD.
5. Students must complete at least half of their courses at the 3xxx-level and higher at UMD. Study-abroad credits earned through courses taught by UM faculty and at institutions with which UMD has international exchange programs may be used to fulfill this requirement.
6. If a minor is required, students must take at least three upper division credits in their minor field from UMD.
7. The minimum cumulative UM GPA required for graduation will be 2.00 and will include only University of Minnesota coursework. A minimum UM GPA of 2.00 is required in each UMD undergraduate major and minor. No academic unit may impose higher grade point standards to graduate.
8. Diploma, transcripts, and certification will be withheld until all financial obligations to the University have been met.

Program Requirements

Requirement for the B.B.A. in finance include:

- * LSBE students are encouraged to take at least one year of college-level foreign language.
- * Strict limitations on use of correspondence courses. See LSBE Student Affairs.
- * At least 50 percent of the required accounting, business, and upper division economics credits must be taken at UMD.
- * At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD.

LSBE Core (18 cr)

[MGTS 3301](#) - Production and Operations Management (3.0 cr)

[FMIS 3601](#) - Corporate Finance (3.0 cr)

[MGTS 3401](#) - Organizational Behavior and Management (3.0 cr)

MKTG 3701 - Principles of Marketing (3.0 cr)
MGTS 3801 - Human Resource Management (3.0 cr)
MGTS 4481 - Strategic Management (3.0 cr)

Finance Group A (9 cr)

FMIS 3601 - Corporation Finance (3.0 cr) is a prerequisite for these courses
FMIS 3612 - Managerial Finance (3.0 cr)
FMIS 3644 - Investment Fundamentals (3.0 cr)
FMIS 3647 - Financial Markets and Institutions (3.0 cr)

Finance Group B (9 cr)

Take 3 or more course(s) totaling 9 or more credit(s) from the following:

- FMIS 3619 - Analysis of Financial Statements (3.0 cr)
- FMIS 3649 - International Finance (3.0 cr)
- FMIS 3655 - Risk Management and Insurance (3.0 cr)
- FMIS 3695 - Special Topics: (Various Titles to be Assigned) (1.0 - 3.0 cr)
- FMIS 4615 - Derivative Securities (3.0 cr)
- FMIS 4617 - Management of Financial Institutions (3.0 cr)
- FMIS 4644 - Portfolio Management (3.0 cr)
- FMIS 4695 *{Inactive}*(1.0 - 3.0 cr)

Finance Group C: (3 cr)

FMIS 3697 - Finance Internship (1.0 - 6.0 cr)
or any 3xxx or 4xxx course from LSBE

Supporting Courses (18 cr)

In addition to the economics and international requirements listed below, complete upper division (3xxx or above) non-LSBE courses for a total of 18 credits of supporting courses. NOTE: PSY 3020, SOC 3155, STAT 3411, or STAT 3611 cannot be used to fulfill this requirement.

Economics Requirement

Take exactly 1 course(s) from the following:

- ECON 3xxx
- ECON 4xxx

International Requirement

Take exactly 1 course(s) from the following:

- ACCT 4505 - International Accounting (3.0 cr)
- AMIN 3410 - Fur Trade in Canada and the United States [CDIVERSITY] (3.0 cr)
- ANTH 3628 - Women in Cross-Cultural Perspective (3.0 cr)
- ANTH 3632 - Latin American Cultures (3.0 cr)
- ANTH 3638 - Peoples and Cultures of the Middle East (3.0 cr)
- ECON 3150 - Development Economics (3.0 cr)
- ECON 3402 - Global Economic Issues (3.0 cr)
- ECON 4410 - International Economics (3.0 cr)
- ENGL 3501 - British Literature I [HUMANITIES] (4.0 cr)
- ENGL 3502 - British Literature II [HUMANITIES] (4.0 cr)
- ENGL 5566 - Irish Literary Revival (4.0 cr)
- ENGL 5583 - British Novel (4.0 cr)
- FMIS 3649 - International Finance (3.0 cr)
- FR 4412 - Contemporary French Culture and Society [HUMANITIES, GLOBAL PER] (4.0 cr)
- FR 4422 - 20th-Century Novel [HUMANITIES] (4.0 cr)
- GEOG 3461 - Geography of Global Resources [SUSTAIN] (3.0 cr)
- GEOG 3702 *{Inactive}*(3.0 cr)
- GEOG 3762 *{Inactive}*(3.0 cr)
- GER 4302 - German Women Writers and Filmmakers [HUMANITIES] (4.0 cr)
- GER 4305 - German Cinema [HUMANITIES] (4.0 cr)
- GER 4404 - Contemporary Germany [HUMANITIES, GLOBAL PER] (4.0 cr)
- HCM 4560 - International Comparisons of Health Care Systems (3.0 cr)
- HIST 3243 - Europe in Crisis in the 20th Century (4.0 cr)
- HIST 3244 - History of Holocaust (4.0 cr)
- HIST 3257 - Modern France (4.0 cr)
- HIST 3264 - Imperial Russia (4.0 cr)
- HIST 3386 - The United States and the World since 1898 (4.0 cr)
- HIST 3615 - Modern Africa (4.0 cr)
- HIST 3616 - Society and Culture in 20th-Century Africa (4.0 cr)
- HIST 3825 - Islamic History from Muhammad to the Ottomans (4.0 cr)



- [HIST 3726](#) - Modern Middle East: 18th Century-Present (4.0 cr)
- [INTB 3201](#) *{Inactive}*(3.0 cr)
- [MGTS 4474](#) - International Management (3.0 cr)
- [MGTS 4483](#) *{Inactive}*(3.0 cr)
- [MGTS 4861](#) - International Human Resource Management (3.0 cr)
- [MKTG 3781](#) - International Marketing (3.0 cr)
- [POL 3451](#) - Theories of International Relations (4.0 cr)
- [POL 3456](#) - International Security: War and More (4.0 cr)
- [POL 3517](#) - Western European Political Systems (4.0 cr)
- [POL 3570](#) - Politics of Developing Nations (3.0 cr)
- [SOC 3945](#) - Social Stratification (3.0 cr)
- [SPAN 3042](#) - Hispanic American Civilization and Culture [HUMANITIES, GLOBAL PER] (4.0 cr)
- [SPAN 3044](#) - Civilization, Cultures and Communities of Spain [HUMANITIES, GLOBAL PER] (4.0 cr)
- [SPAN 4011](#) - Hispanic American Prose [HUMANITIES] (4.0 cr)
- [SPAN 4018](#) - Hispanic America From Within [HUMANITIES] (4.0 cr)
- [SPAN 4027](#) - Contemporary Literature and Culture of Spain [HUMANITIES] (4.0 cr)
- [WS 3000](#) - Transnational Perspectives on Feminism [SOC SCI, GLOBAL PER] (3.0 cr)
- [WS 3001](#) - Gender Relations in the Global South [GLOBAL PER] (3.0 cr)
- [WS 3002](#) - Latin American Women: Culture and Politics (3.0 cr)
- [WS 3400](#) - Women and Film [GLOBAL PER] (3.0 cr)

Advanced Writing Requirement (3 cr)

- [FMIS 3141](#) - Business Communications (3.0 cr)
or [WRIT 3121](#) - Advanced Writing: Business and Organizations (3.0 cr)



Duluth Campus

Finance Minor

Finance & Management Information Sciences

Labovitz School of Business and Economics

- Program Type: Undergraduate minor related to major
- Requirements for this program are current for Fall 2011
- Required credits in this minor: 12

The minor in finance can be used as a complement to a related discipline. It provides a comprehensive overview of the theories and common practices in corporate finance, investment and portfolio management, and the management of financial institutions.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

A GPA above 2.0 is preferred for the following:

- 2.50 already admitted to the degree-granting college
- 2.50 transferring from another University of Minnesota college
- 2.50 transferring from outside the University

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Minor Requirements

The finance minor is available to LSBE students.

Prerequisite Course for Finance Minor (3 cr)

[FMIS 3601](#) - Corporate Finance (3.0 cr)

Required Courses for Finance Minor (6 cr)

[FMIS 3644](#) - Investment Fundamentals (3.0 cr)

[FMIS 3647](#) - Financial Markets and Institutions (3.0 cr)

Finance Minor Electives (3 cr)

Take at most 3 credit(s) from the following:

- [FMIS 3612](#) - Managerial Finance (3.0 cr)
- [FMIS 3619](#) - Analysis of Financial Statements (3.0 cr)
- [FMIS 3649](#) - International Finance (3.0 cr)
- [FMIS 3655](#) - Risk Management and Insurance (3.0 cr)
- [FMIS 4615](#) - Derivative Securities (3.0 cr)
- [FMIS 4617](#) - Management of Financial Institutions (3.0 cr)
- [FMIS 4644](#) - Portfolio Management (3.0 cr)

Duluth Campus

Financial Markets Finance B.B.A.

Finance & Management Information Sciences

Labovitz School of Business and Economics

- Program Type: Baccalaureate
- Requirements for this program are current for Fall 2011
- Required credits to graduate with this degree: 123
- Required credits within the major: 96
- Degree: Bachelor of Business Administration

LSBE students may wish to apply for the financial markets finance major program, an intensive academic and experiential preparation for careers in the financial services industry. Classroom instruction is combined with independent laboratory activities, and the program is centered upon four foundational elements: academic studies, the January term practicum in Duluth and the Twin Cities, financial markets laboratory work, and management of the "Bulldog" Investment Fund. Students interested in the program are strongly encouraged to meet with the Financial Markets Program Director.

Juniors who have a strong interest in the financial industry, and who have completed or are currently registered for FMIS 3601 - Corporation Finance, are encouraged to speak with the program director prior to registration for spring semester. An initial informational meeting or review of program opportunities helps interested students determine whether or not to pursue formal application and the appropriate prerequisite courses.

During spring semester, the application and selection process involves a thorough review of each candidate's application and academic performance as well as a formal interview. Applicants are reviewed and selected according to their skills, academic qualifications and "fit" with the program in terms of career goals and interests. Candidates are expected to maintain high ethical standards.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

Students must complete 3 courses before admission to the program.

Freshman and transfer students are usually admitted to pre-major status before admission to this major

A GPA above 2.0 is preferred for the following:

- 2.60 already admitted to the degree-granting college
- 2.60 transferring from another University of Minnesota college
- 2.60 transferring from outside the University

Students must complete FMIS 3601, FMIS 3619, and FMIS 3644 before admission to the program.

Students must first meet admission to candidacy requirements and be admitted to the finance major, which is necessary to be eligible for the prerequisite courses. Students are then admitted into the financial markets finance major after successful completion of the prerequisites and selection from the individual interview process.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Required prerequisites

Introductory Course (1 cr)

This course is not required for students who change colleges into Labovitz School of Business and Economics.

[UST 1000](#) - UMD Seminar (1.0 - 2.0 cr)

Pre-major Requirements (35 cr)

Electives: additional non-LSBE courses to bring total to 60 pre-candidacy credits. Non-LSBE statistics courses cannot be used to fulfill elective requirements.

[ACCT 2001](#) - Principles of Financial Accounting (3.0 cr)

[ACCT 2002](#) - Principles of Managerial Accounting (3.0 cr)

[BLAW 2001](#) - The Legal Environment [LE CAT8, HUMANITIES] (3.0 cr)

[ECON 1022](#) - Principles of Economics: Macro [LE CAT6, SOC SCI] (3.0 cr)

[ECON 1023](#) - Principles of Economics: Micro [LE CAT6, SOC SCI] (3.0 cr)



[ECON 2030](#) - Applied Statistics for Business and Economics [LOGIC & QR] (3.0 cr)

[FMIS 2201](#) - Information Technology in Business (3.0 cr)

[PSY 1003](#) - General Psychology [LE CAT6, SOC SCI] (4.0 cr)

[WRIT 1120](#) - College Writing [LE CAT1, WRITING] (3.0 cr)

[MATH 1160](#) - Finite Mathematics and Introduction to Calculus [LE CAT2, LOGIC & QR] (5.0 cr)

or [MATH 1296](#) - Calculus I [LE CAT2, LOGIC & QR] (5.0 cr)

Communications or Foreign Languages

[COMM 1112](#) - Public Speaking [LE CAT3, COMM & LAN] (3.0 cr)

or [COMM 1222](#) - Interpersonal Communication [LE CAT3, LECD CAT03, COMM & LAN] (3.0 cr)

or LSBE students are encouraged to take at least one year of college-level foreign language. (See student affairs)

General Requirements

The Board of Regents, on recommendation of the faculty, grants degrees from the University of Minnesota. Requirements for an undergraduate degree from University of Minnesota Duluth include the following:

1. Students must meet all course and credit requirements of the departments and colleges or schools in which they are enrolled including an advanced writing course. Students seeking two degrees must fulfill the requirements of both degrees. However, two degrees cannot be awarded for the same major.
2. Students must complete all requirements of the [Liberal Education Program](#).
3. Students must complete a minimum of 120 semester credits.
4. At least 30 of the last 60 degree credits earned immediately before graduation must be awarded by UMD.
5. Students must complete at least half of their courses at the 3xxx-level and higher at UMD. Study-abroad credits earned through courses taught by UM faculty and at institutions with which UMD has international exchange programs may be used to fulfill this requirement.
6. If a minor is required, students must take at least three upper division credits in their minor field from UMD.
7. The minimum cumulative UM GPA required for graduation will be 2.00 and will include only University of Minnesota coursework. A minimum UM GPA of 2.00 is required in each UMD undergraduate major and minor. No academic unit may impose higher grade point standards to graduate.
8. Diploma, transcripts, and certification will be withheld until all financial obligations to the University have been met.

Program Requirements

Requirements for the Financial Markets Finance B.B.A. include:

- * LSBE students are encouraged to take at least one year of college-level foreign language.
- * Strict limitations on use of correspondence courses. See LSBE Student Affairs.
- * At least 50 percent of the required accounting, business, and upper division economics credits must be taken at UMD.
- * At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD.

LSBE Core (18 cr)

[MGTS 3301](#) - Production and Operations Management (3.0 cr)

[FMIS 3601](#) - Corporate Finance (3.0 cr)

[MGTS 3401](#) - Organizational Behavior and Management (3.0 cr)

[MKTG 3701](#) - Principles of Marketing (3.0 cr)

[MGTS 3801](#) - Human Resource Management (3.0 cr)

[MGTS 4481](#) - Strategic Management (3.0 cr)

Group A Requirements (12 cr)

Take exactly 4 courses for exactly 12 credits.

[FMIS 3612](#) - Managerial Finance (3.0 cr)

[FMIS 3619](#) - Analysis of Financial Statements (3.0 cr)

[FMIS 3644](#) - Investment Fundamentals (3.0 cr)

[FMIS 3647](#) - Financial Markets and Institutions (3.0 cr)

or [FMIS 3649](#) - International Finance (3.0 cr)

or [FMIS 4615](#) - Derivative Securities (3.0 cr)

or [FMIS 4644](#) - Portfolio Management (3.0 cr)



Group B Requirements (9 cr)

Take exactly 3 courses for exactly 9 credits.

[FMIS 4616](#) - Security Analysis (3.0 cr)

[FMIS 4620](#) - Portfolio Theory and Analysis (3.0 cr)

[FMIS 4624](#) - Applied Portfolio Management (3.0 cr)

Supporting Courses (18 cr)

In addition to the economics and international requirements listed below, complete upper division (3xxx or above) non-LSBE courses for a total of 18 credits of supporting courses. NOTE: PSY 3020, SOC 3155, STAT 3411, or STAT 3611 cannot be used to fulfill this requirement.

Economics Requirement

Take exactly 1 course(s) from the following:

- ECON 3xxx
- ECON 4xxx

International Requirement

Take exactly 1 course(s) from the following:

- [ACCT 4505](#) - International Accounting (3.0 cr)
- [AMIN 3410](#) - Fur Trade in Canada and the United States [CDIVERSITY] (3.0 cr)
- [ANTH 3628](#) - Women in Cross-Cultural Perspective (3.0 cr)
- [ANTH 3632](#) - Latin American Cultures (3.0 cr)
- [ANTH 3638](#) - Peoples and Cultures of the Middle East (3.0 cr)
- [ECON 3150](#) - Development Economics (3.0 cr)
- [ECON 3402](#) - Global Economic Issues (3.0 cr)
- [ECON 4410](#) - International Economics (3.0 cr)
- [ENGL 3501](#) - British Literature I [HUMANITIES] (4.0 cr)
- [ENGL 3502](#) - British Literature II [HUMANITIES] (4.0 cr)
- [ENGL 5566](#) - Irish Literary Revival (4.0 cr)
- [ENGL 5583](#) - British Novel (4.0 cr)
- [FMIS 3649](#) - International Finance (3.0 cr)
- [FR 4412](#) - Contemporary French Culture and Society [HUMANITIES, GLOBAL PER] (4.0 cr)
- [FR 4422](#) - 20th-Century Novel [HUMANITIES] (4.0 cr)
- [GEOG 3461](#) - Geography of Global Resources [SUSTAIN] (3.0 cr)
- [GEOG 3702](#) *{Inactive}*(3.0 cr)
- [GEOG 3762](#) *{Inactive}*(3.0 cr)
- [GER 4302](#) - German Women Writers and Filmmakers [HUMANITIES] (4.0 cr)
- [GER 4305](#) - German Cinema [HUMANITIES] (4.0 cr)
- [GER 4404](#) - Contemporary Germany [HUMANITIES, GLOBAL PER] (4.0 cr)
- [HCM 4560](#) - International Comparisons of Health Care Systems (3.0 cr)
- [HIST 3243](#) - Europe in Crisis in the 20th Century (4.0 cr)
- [HIST 3244](#) - History of Holocaust (4.0 cr)
- [HIST 3257](#) - Modern France (4.0 cr)
- [HIST 3264](#) - Imperial Russia (4.0 cr)
- [HIST 3386](#) - The United States and the World since 1898 (4.0 cr)
- [HIST 3615](#) - Modern Africa (4.0 cr)
- [HIST 3616](#) - Society and Culture in 20th-Century Africa (4.0 cr)
- [HIST 3726](#) - Modern Middle East: 18th Century-Present (4.0 cr)
- [HIST 3825](#) - Islamic History from Muhammad to the Ottomans (4.0 cr)
- [INTB 3201](#) *{Inactive}*(3.0 cr)
- [MGTS 4474](#) - International Management (3.0 cr)
- [MGTS 4483](#) *{Inactive}*(3.0 cr)
- [MGTS 4861](#) - International Human Resource Management (3.0 cr)
- [MKTG 3781](#) - International Marketing (3.0 cr)
- [POL 3451](#) - Theories of International Relations (4.0 cr)
- [POL 3456](#) - International Security: War and More (4.0 cr)
- [POL 3517](#) - Western European Political Systems (4.0 cr)
- [POL 3570](#) - Politics of Developing Nations (3.0 cr)
- [SOC 3945](#) - Social Stratification (3.0 cr)
- [SPAN 3042](#) - Hispanic American Civilization and Culture [HUMANITIES, GLOBAL PER] (4.0 cr)
- [SPAN 3044](#) - Civilization, Cultures and Communities of Spain [HUMANITIES, GLOBAL PER] (4.0 cr)
- [SPAN 4011](#) - Hispanic American Prose [HUMANITIES] (4.0 cr)
- [SPAN 4018](#) - Hispanic America From Within [HUMANITIES] (4.0 cr)
- [SPAN 4027](#) - Contemporary Literature and Culture of Spain [HUMANITIES] (4.0 cr)
- [WS 3000](#) - Transnational Perspectives on Feminism [SOC SCI, GLOBAL PER] (3.0 cr)
- [WS 3001](#) - Gender Relations in the Global South [GLOBAL PER] (3.0 cr)
- [WS 3002](#) - Latin American Women: Culture and Politics (3.0 cr)



• [WS 3400](#) - Women and Film [GLOBAL PER] (3.0 cr)

Advanced Writing Requirement (3 cr)

[FMIS 3141](#) - Business Communications (3.0 cr)

or [WRIT 3121](#) - Advanced Writing: Business and Organizations (3.0 cr)



Duluth Campus

Financial Markets Minor

Finance & Management Information Sciences

Labovitz School of Business and Economics

- Program Type: Undergraduate minor related to major
- Requirements for this program are current for Fall 2011
- Required credits in this minor: 18

LSBE candidates or economics majors may wish to apply for the financial markets minor program, an intensive academic and experiential preparation for careers in the financial services industry. Students interested in this program are strongly encouraged to meet with the Financial Markets Program Director.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

Students must complete 3 courses before admission to the program.

Freshman and transfer students are usually admitted to pre-major status before admission to this major

A GPA above 2.0 is preferred for the following:

- 2.50 already admitted to the degree-granting college
- 2.50 transferring from another University of Minnesota college
- 2.50 transferring from outside the University

Admission to the minor is based on the same GPA requirements as admission to candidacy for LSBE baccalaureate degrees.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Required prerequisites

Required pre-requisites (9 cr)

Students are admitted into the minor program after successful completion of the prerequisite courses and selection from the individual interview process.

- [FMIS 3601](#) - Corporate Finance (3.0 cr)
- [FMIS 3619](#) - Analysis of Financial Statements (3.0 cr)
- [FMIS 3644](#) - Investment Fundamentals (3.0 cr)

Minor Requirements

Required Courses (9 cr)

Take 3 courses totaling exactly 9 credits.

- [FMIS 4616](#) - Security Analysis (3.0 cr)
- [FMIS 4620](#) - Portfolio Theory and Analysis (3.0 cr)
- [FMIS 4624](#) - Applied Portfolio Management (3.0 cr)



Duluth Campus

Financial Planning Minor

Finance & Management Information Sciences

Labovitz School of Business and Economics

- Program Type: Undergraduate free-standing minor
- Requirements for this program are current for Fall 2011
- Required credits in this minor: 24
- na

The financial planning minor is designed to be a Certified Financial Planner (CFP) board-registered program so it can be used to fulfill the education requirements for the CFP certification. The minor consists of 18 credit hours of required courses. Upon completion of this program, students are eligible to sit for the CFP Board of Standard certification examination, leading to the professional CFP designation.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

Students must complete 6 credits before admission to the program.

A GPA above 2.0 is preferred for the following:

- 2.50 already admitted to the degree-granting college
- 2.50 transferring from another University of Minnesota college
- 2.50 transferring from outside the University

Admission to the minor is competitive and a planned admission process will be established to manage the cohort through the two-year time frame. Students must be in LSBE to be admitted to this minor.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Required prerequisites

Required Courses (6 cr)

- [ACCT 2001](#) - Principles of Financial Accounting (3.0 cr)
- [FMIS 3601](#) - Corporate Finance (3.0 cr)

Minor Requirements

Required courses (18 cr)

- [ACCT 3401](#) - Individual Income Taxation (3.0 cr)
- [ACCT 4600](#) - Employee Benefit and Retirement Planning (3.0 cr)
- [BLAW 3301](#) - Estate Planning Concepts and Strategies (3.0 cr)
- [FMIS 3644](#) - Investment Fundamentals (3.0 cr)
- [FMIS 3655](#) - Risk Management and Insurance (3.0 cr)
- [FMIS 4646](#) - Financial Plan Development (3.0 cr)

Duluth Campus

Health Care Management B.B.A.

Labovitz School of Business & Economics - Adm

Labovitz School of Business and Economics

- Program Type: Baccalaureate
- Requirements for this program are current for Fall 2011
- Required credits to graduate with this degree: 120
- Required credits within the major: 96
- Degree: Bachelor of Business Administration

The health care management major focuses on the administration, financing, and economics of the health services sector. The program prepares students for careers in health care administration and policy in hospitals, clinics, government agencies, insurance and managed care organizations, pharmaceutical and biotechnology firms, medical device companies, and consulting agencies.

Students gain an understanding of the many critical issues in health care delivery such as health care quality assessment and improvement, health information technology applications, health care ethics, compliance with health care regulations, physician contracting and reimbursement, and billing and claims processing. Students learn about health policy and health care reform, such as proposals for universal health insurance coverage and the structure of health care systems outside of the United States.

This professionally oriented program also emphasizes the competencies required for management careers in business, government, public, or social service organizations. The program prepares students for entering careers with management responsibility by providing a breadth and depth of knowledge about organizations, management fundamentals, techniques, processes, and skills, combined with a foundation in the functional areas of accounting, business law, finance, health care management, information systems, marketing, operations, and human resource management.

The B.B.A. offers a broad educational experience while preparing students for a variety of technical and management careers. With about one-half of the required coursework from nonbusiness disciplines, emphasis is on the development of a strong liberal arts education that provides a foundation for the required and elective professional courses. The program's core curriculum focuses on the fundamental administrative and functional skills demanded of leaders in today's public and private organizations. Students are permitted sufficient latitude in choosing electives appropriate to their particular professional objectives in finance, health care management, human resource management, organizational management, management information systems, or marketing.

In addition to classroom-based courses, students may participate in internship programs where classroom learning may be applied during professional experience as an employee of a public agency or private business.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

Freshman and transfer students are usually admitted to pre-major status before admission to this major

A GPA above 2.0 is preferred for the following:

- 2.60 already admitted to the degree-granting college
- 2.60 transferring from another University of Minnesota college
- 2.60 transferring from outside the University

Freshmen and transfer students are typically admitted as pre-business students for all B.B.A. majors. Admission to candidacy status, which allows access to upper division LSBE classes, typically occurs at the junior level when students have successfully completed all pre-major (pre-candidacy) course requirements and met all of the GPA standards. Students with a 2.60 UM and overall, 2.00 internal and pre-major are admitted upon completion of pre-major courses; students with a 2.00 - 2.59 UM and overall, 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Required prerequisites

Introductory Course (1 cr)

Not required for transfer students with 30 or more credits, or for students who change college into LSBE.
[UST 1000](#) - UMD Seminar (1.0 - 2.0 cr)

Pre-major Requirements (35 cr)

[ACCT 2001](#) - Principles of Financial Accounting (3.0 cr)
[ACCT 2002](#) - Principles of Managerial Accounting (3.0 cr)
[BLAW 2001](#) - The Legal Environment [LE CAT8, HUMANITIES] (3.0 cr)
[ECON 1022](#) - Principles of Economics: Macro [LE CAT6, SOC SCI] (3.0 cr)
[ECON 1023](#) - Principles of Economics: Micro [LE CAT6, SOC SCI] (3.0 cr)
[ECON 2030](#) - Applied Statistics for Business and Economics [LOGIC & QR] (3.0 cr)
[FMIS 2201](#) - Information Technology in Business (3.0 cr)
[PSY 1003](#) - General Psychology [LE CAT6, SOC SCI] (4.0 cr)
[WRIT 1120](#) - College Writing [LE CAT1, WRITING] (3.0 cr)
[MATH 1160](#) - Finite Mathematics and Introduction to Calculus [LE CAT2, LOGIC & QR] (5.0 cr)
or [MATH 1296](#) - Calculus I [LE CAT2, LOGIC & QR] (5.0 cr)

Communications or Foreign Languages

[COMM 1112](#) - Public Speaking [LE CAT3, COMM & LAN] (3.0 cr)
or [COMM 1222](#) - Interpersonal Communication [LE CAT3, LECD CAT03, COMM & LAN] (3.0 cr)
or LSBE students are encouraged to take at least one year of college-level foreign language. (See Student Affairs Office)

General Requirements

The Board of Regents, on recommendation of the faculty, grants degrees from the University of Minnesota. Requirements for an undergraduate degree from University of Minnesota Duluth include the following:

1. Students must meet all course and credit requirements of the departments and colleges or schools in which they are enrolled including an advanced writing course. Students seeking two degrees must fulfill the requirements of both degrees. However, two degrees cannot be awarded for the same major.
2. Students must complete all requirements of the [Liberal Education Program](#).
3. Students must complete a minimum of 120 semester credits.
4. At least 30 of the last 60 degree credits earned immediately before graduation must be awarded by UMD.
5. Students must complete at least half of their courses at the 3xxx-level and higher at UMD. Study-abroad credits earned through courses taught by UM faculty and at institutions with which UMD has international exchange programs may be used to fulfill this requirement.
6. If a minor is required, students must take at least three upper division credits in their minor field from UMD.
7. The minimum cumulative UM GPA required for graduation will be 2.00 and will include only University of Minnesota coursework. A minimum UM GPA of 2.00 is required in each UMD undergraduate major and minor. No academic unit may impose higher grade point standards to graduate.
8. Diploma, transcripts, and certification will be withheld until all financial obligations to the University have been met.

Program Requirements

Requirements for the B.B.A. in health care management include:

- * LSBE students are encouraged to take at least one year of college-level foreign language.
- * Strict limitations on use of correspondence courses. See LSBE Student Affairs.
- * At least 50 percent of the required accounting, business, and upper division economics credits must be taken at UMD.
- * At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD.

LSBE Core (18 cr)

[MGTS 3301](#) - Production and Operations Management (3.0 cr)
[FMIS 3601](#) - Corporate Finance (3.0 cr)
[MGTS 3401](#) - Organizational Behavior and Management (3.0 cr)
[MKTG 3701](#) - Principles of Marketing (3.0 cr)
[MGTS 3801](#) - Human Resource Management (3.0 cr)
[MGTS 4481](#) - Strategic Management (3.0 cr)

Supporting Courses (18 cr)

In addition to the economics and international requirements listed below, complete upper division (3xxx or above) non-LSBE courses for a total of 18 credits of supporting courses. NOTE: PSY 3020, SOC 3155, STAT 3411, or STAT 3611 cannot be used to fulfill this requirement.

Economics Requirement

Take exactly 1 course(s) from the following:

- ECON 3xxx
- ECON 4xxx

International Requirement

Take exactly 1 course(s) from the following:

- ACCT 4505 - International Accounting (3.0 cr)
- AMIN 3410 - Fur Trade in Canada and the United States [CDIVERSITY] (3.0 cr)
- ANTH 3628 - Women in Cross-Cultural Perspective (3.0 cr)
- ANTH 3632 - Latin American Cultures (3.0 cr)
- ANTH 3638 - Peoples and Cultures of the Middle East (3.0 cr)
- ECON 3150 - Development Economics (3.0 cr)
- ECON 3402 - Global Economic Issues (3.0 cr)
- ECON 4410 - International Economics (3.0 cr)
- ENGL 3501 - British Literature I [HUMANITIES] (4.0 cr)
- ENGL 3502 - British Literature II [HUMANITIES] (4.0 cr)
- ENGL 5566 - Irish Literary Revival (4.0 cr)
- ENGL 5583 - British Novel (4.0 cr)
- FMIS 3649 - International Finance (3.0 cr)
- FR 4412 - Contemporary French Culture and Society [HUMANITIES, GLOBAL PER] (4.0 cr)
- FR 4422 - 20th-Century Novel [HUMANITIES] (4.0 cr)
- GEOG 3461 - Geography of Global Resources [SUSTAIN] (3.0 cr)
- GEOG 3702 *{Inactive}*(3.0 cr)
- GEOG 3762 *{Inactive}*(3.0 cr)
- GER 4302 - German Women Writers and Filmmakers [HUMANITIES] (4.0 cr)
- GER 4305 - German Cinema [HUMANITIES] (4.0 cr)
- GER 4404 - Contemporary Germany [HUMANITIES, GLOBAL PER] (4.0 cr)
- HCM 4560 - International Comparisons of Health Care Systems (3.0 cr)
- HIST 3243 - Europe in Crisis in the 20th Century (4.0 cr)
- HIST 3244 - History of Holocaust (4.0 cr)
- HIST 3257 - Modern France (4.0 cr)
- HIST 3264 - Imperial Russia (4.0 cr)
- HIST 3386 - The United States and the World since 1898 (4.0 cr)
- HIST 3615 - Modern Africa (4.0 cr)
- HIST 3616 - Society and Culture in 20th-Century Africa (4.0 cr)
- HIST 3726 - Modern Middle East: 18th Century-Present (4.0 cr)
- HIST 3825 - Islamic History from Muhammad to the Ottomans (4.0 cr)
- INTB 3201 *{Inactive}*(3.0 cr)
- MGTS 4474 - International Management (3.0 cr)
- MGTS 4483 *{Inactive}*(3.0 cr)
- MGTS 4861 - International Human Resource Management (3.0 cr)
- MKTG 3781 - International Marketing (3.0 cr)
- POL 3451 - Theories of International Relations (4.0 cr)
- POL 3456 - International Security: War and More (4.0 cr)
- POL 3517 - Western European Political Systems (4.0 cr)
- POL 3570 - Politics of Developing Nations (3.0 cr)
- SOC 3945 - Social Stratification (3.0 cr)
- SPAN 3042 - Hispanic American Civilization and Culture [HUMANITIES, GLOBAL PER] (4.0 cr)
- SPAN 3044 - Civilization, Cultures and Communities of Spain [HUMANITIES, GLOBAL PER] (4.0 cr)
- SPAN 4011 - Hispanic American Prose [HUMANITIES] (4.0 cr)
- SPAN 4018 - Hispanic America From Within [HUMANITIES] (4.0 cr)
- SPAN 4027 - Contemporary Literature and Culture of Spain [HUMANITIES] (4.0 cr)
- WS 3000 - Transnational Perspectives on Feminism [SOC SCI, GLOBAL PER] (3.0 cr)
- WS 3001 - Gender Relations in the Global South [GLOBAL PER] (3.0 cr)
- WS 3002 - Latin American Women: Culture and Politics (3.0 cr)
- WS 3400 - Women and Film [GLOBAL PER] (3.0 cr)

Health Care Management Group A (12 cr)

- ECON 3910 - Economics of Health Care (3.0 cr)
- HCM 4520 - Health Care Organization and Management (3.0 cr)
- HCM 4530 - Legal Aspects of and Ethics in Health Care (3.0 cr)
- HCM 4570 - Health Care Quality Management (3.0 cr)



Health Care Management Group B (9 cr)

A LSBE or non-LSBE 3xxx-4xxx course may be taken with prior approval.

Take 9 or more credit(s) from the following:

- [FMIS 4220](#) - Medical Informatics (3.0 cr)
- [HCM 4510](#) - Medical Sociology (3.0 cr)
- [HCM 4550](#) - Health Care Finance (3.0 cr)
- [HCM 4560](#) - International Comparisons of Health Care Systems (3.0 cr)
- [HCM 4591](#) - Independent Study (1.0 - 3.0 cr)
- [HCM 4595](#) - Special Topics: (Various Titles to be Assigned) (1.0 - 3.0 cr)
- [HCM 4597](#) - Internship (1.0 - 6.0 cr)

Advanced Writing Requirement (3 cr)

[FMIS 3141](#) - Business Communications (3.0 cr)

or [WRIT 3121](#) - Advanced Writing: Business and Organizations (3.0 cr)



Duluth Campus

Health Care Management Minor

Labovitz School of Business & Economics - Adm

Labovitz School of Business and Economics

- Program Type: Undergraduate minor related to major
- Requirements for this program are current for Fall 2011
- Required credits in this minor: 12

The health care management minor teaches students about the health care system and how to apply management, economic, and legal methods to solve health care service problems. A minor in health care management complements the existing business majors, particularly for students who would like to apply their skills and knowledge in the health care sector.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Minor Requirements

This minor is available to Labovitz School of Business and Economics students only. Requirements for admission to the minor are the same for admission to candidacy.

Core Minor Courses (9 cr)

- [ECON 3910](#) - Economics of Health Care (3.0 cr)
- [HCM 4520](#) - Health Care Organization and Management (3.0 cr)
- [HCM 4530](#) - Legal Aspects of and Ethics in Health Care (3.0 cr)

Electives (3 cr)

Take 3 or more credit(s) from the following:

- [HCM 4510](#) - Medical Sociology (3.0 cr)
- [HCM 4550](#) - Health Care Finance (3.0 cr)
- [HCM 4560](#) - International Comparisons of Health Care Systems (3.0 cr)
- [HCM 4570](#) - Health Care Quality Management (3.0 cr)
- [HCM 4595](#) - Special Topics: (Various Titles to be Assigned) (1.0 - 3.0 cr)

Duluth Campus

Management B.B.A.

Management Studies

Labovitz School of Business and Economics

- Program Type: Baccalaureate
- Requirements for this program are current for Fall 2011
- Required credits to graduate with this degree: 120
- Required credits within the major: 97
- Degree: Bachelor of Business Administration

This professionally oriented program emphasizes the competencies required for management careers in business, government, public, or social service organizations. The program prepares students for entering careers with management responsibility by providing a breadth and depth of knowledge about organizations, management fundamentals, techniques, processes, and skills, combined with a foundation in the functional areas of accounting, business law, finance, information systems, marketing, operations, and human resource management.

The B.B.A. offers a broad educational experience while preparing students for a variety of technical and management careers. With about one-half of the required coursework from nonbusiness disciplines, emphasis is on the development of a strong liberal arts education that provides a foundation for the required and elective professional courses. The program's core curriculum focuses on the fundamental administrative and functional skills demanded of leaders in today's public and private organizations. Students are permitted sufficient latitude in choosing electives appropriate to their particular professional objectives in finance, human resource management, organizational management, management information systems, or marketing.

In addition to classroom-based courses, students may participate in internship programs where classroom learning may be applied during professional experience as an employee of a public agency or private business. The internship program provides practical tests of vocational interests and valuable work experience.

Honors Program: Degree candidates must earn a 3.30 GPA in all LSBE upper division courses.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

Freshman and transfer students are usually admitted to pre-major status before admission to this major

A GPA above 2.0 is preferred for the following:

- 2.60 already admitted to the degree-granting college
- 2.60 transferring from another University of Minnesota college
- 2.60 transferring from outside the University

Freshmen and transfer students are typically admitted as pre-business students for all B.B.A. majors. Admission to candidacy status, which allows access to upper division LSBE classes, typically occurs at the junior level when students have successfully completed all pre-major (pre-candidacy) course requirements and met all of the GPA standards. Students with a 2.60 UM and overall, 2.00 internal and pre-major are admitted upon completion of pre-major courses; students with a 2.00-2.59 UM and overall, 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Required prerequisites

Introductory Course (1 cr)

Not required for transfer students with 30 or more credits, or for students who change college into LSBE.

[UST 1000](#) - UMD Seminar (1.0 - 2.0 cr)

Pre-major Requirements (36 cr)

Additional non-LSBE courses to bring total to 60 pre-candidacy credits.

Non-LSBE statistics courses cannot be used to fulfill elective requirements.

[ACCT 2001](#) - Principles of Financial Accounting (3.0 cr)



[ACCT 2002](#) - Principles of Managerial Accounting (3.0 cr)
[BLAW 2001](#) - The Legal Environment [LE CAT8, HUMANITIES] (3.0 cr)
[ECON 1022](#) - Principles of Economics: Macro [LE CAT6, SOC SCI] (3.0 cr)
[ECON 1023](#) - Principles of Economics: Micro [LE CAT6, SOC SCI] (3.0 cr)
[ECON 2030](#) - Applied Statistics for Business and Economics [LOGIC & QR] (3.0 cr)
[FMIS 2201](#) - Information Technology in Business (3.0 cr)
[PSY 1003](#) - General Psychology [LE CAT6, SOC SCI] (4.0 cr)
[WRIT 1120](#) - College Writing [LE CAT1, WRITING] (3.0 cr)
[MATH 1160](#) - Finite Mathematics and Introduction to Calculus [LE CAT2, LOGIC & QR] (5.0 cr)
or [MATH 1296](#) - Calculus I [LE CAT2, LOGIC & QR] (5.0 cr)

Communications or Foreign Languages

[COMM 1112](#) - Public Speaking [LE CAT3, COMM & LAN] (3.0 cr)
or [COMM 1222](#) - Interpersonal Communication [LE CAT3, LECD CAT03, COMM & LAN] (3.0 cr)
or Foreign Language Courses-LSBE students are encouraged to take at least one year of college-level foreign language. (See Student Affairs)

General Requirements

The Board of Regents, on recommendation of the faculty, grants degrees from the University of Minnesota. Requirements for an undergraduate degree from University of Minnesota Duluth include the following:

1. Students must meet all course and credit requirements of the departments and colleges or schools in which they are enrolled including an advanced writing course. Students seeking two degrees must fulfill the requirements of both degrees. However, two degrees cannot be awarded for the same major.
2. Students must complete all requirements of the [Liberal Education Program](#).
3. Students must complete a minimum of 120 semester credits.
4. At least 30 of the last 60 degree credits earned immediately before graduation must be awarded by UMD.
5. Students must complete at least half of their courses at the 3xxx-level and higher at UMD. Study-abroad credits earned through courses taught by UM faculty and at institutions with which UMD has international exchange programs may be used to fulfill this requirement.
6. If a minor is required, students must take at least three upper division credits in their minor field from UMD.
7. The minimum cumulative UM GPA required for graduation will be 2.00 and will include only University of Minnesota coursework. A minimum UM GPA of 2.00 is required in each UMD undergraduate major and minor. No academic unit may impose higher grade point standards to graduate.
8. Diploma, transcripts, and certification will be withheld until all financial obligations to the University have been met.

Program Requirements

Requirements for the B.B.A. in management include:

- * LSBE students are encouraged to take at least one year of college-level foreign language.
- * Strict limitations on use of correspondence courses. See LSBE Student Affairs.
- * At least 50 percent of the required accounting, business, and upper division economics credits must be taken at UMD.
- * At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD.

LSBE Core (18 cr)

[MGTS 3301](#) - Production and Operations Management (3.0 cr)
[FMIS 3601](#) - Corporate Finance (3.0 cr)
[MGTS 3401](#) - Organizational Behavior and Management (3.0 cr)
[MKTG 3701](#) - Principles of Marketing (3.0 cr)
[MGTS 3801](#) - Human Resource Management (3.0 cr)
[MGTS 4481](#) - Strategic Management (3.0 cr)

Supporting Courses (18 cr)

In addition to the economics and international requirements listed below, complete upper division (3xxx or above) non-LSBE courses for a total of 18 credits of supporting courses. NOTE: PSY 3020, SOC 3155, STAT 3411, or STAT 3611 cannot be used to fulfill this requirement.

Economics Requirement



Take exactly 1 course(s) from the following:

- ECON 3xxx
- ECON 4xxx

International Requirement

Take exactly 1 course(s) from the following:

- ACCT 4505 - International Accounting (3.0 cr)
- AMIN 3410 - Fur Trade in Canada and the United States [CDIVERSITY] (3.0 cr)
- ANTH 3628 - Women in Cross-Cultural Perspective (3.0 cr)
- ANTH 3632 - Latin American Cultures (3.0 cr)
- ANTH 3638 - Peoples and Cultures of the Middle East (3.0 cr)
- ECON 3150 - Development Economics (3.0 cr)
- ECON 3402 - Global Economic Issues (3.0 cr)
- ECON 4410 - International Economics (3.0 cr)
- ENGL 3501 - British Literature I [HUMANITIES] (4.0 cr)
- ENGL 3502 - British Literature II [HUMANITIES] (4.0 cr)
- ENGL 5566 - Irish Literary Revival (4.0 cr)
- ENGL 5583 - British Novel (4.0 cr)
- FMIS 3649 - International Finance (3.0 cr)
- FR 4412 - Contemporary French Culture and Society [HUMANITIES, GLOBAL PER] (4.0 cr)
- FR 4422 - 20th-Century Novel [HUMANITIES] (4.0 cr)
- GEOG 3461 - Geography of Global Resources [SUSTAIN] (3.0 cr)
- GEOG 3702 *{Inactive}*(3.0 cr)
- GEOG 3762 *{Inactive}*(3.0 cr)
- GER 4302 - German Women Writers and Filmmakers [HUMANITIES] (4.0 cr)
- GER 4305 - German Cinema [HUMANITIES] (4.0 cr)
- GER 4404 - Contemporary Germany [HUMANITIES, GLOBAL PER] (4.0 cr)
- HCM 4560 - International Comparisons of Health Care Systems (3.0 cr)
- HIST 3243 - Europe in Crisis in the 20th Century (4.0 cr)
- HIST 3244 - History of Holocaust (4.0 cr)
- HIST 3257 - Modern France (4.0 cr)
- HIST 3264 - Imperial Russia (4.0 cr)
- HIST 3386 - The United States and the World since 1898 (4.0 cr)
- HIST 3615 - Modern Africa (4.0 cr)
- HIST 3616 - Society and Culture in 20th-Century Africa (4.0 cr)
- HIST 3825 - Islamic History from Muhammad to the Ottomans (4.0 cr)
- HIST 3726 - Modern Middle East: 18th Century-Present (4.0 cr)
- INTB 3201 *{Inactive}*(3.0 cr)
- MGTS 4474 - International Management (3.0 cr)
- MGTS 4483 *{Inactive}*(3.0 cr)
- MGTS 4861 - International Human Resource Management (3.0 cr)
- MKTG 3781 - International Marketing (3.0 cr)
- POL 3451 - Theories of International Relations (4.0 cr)
- POL 3456 - International Security: War and More (4.0 cr)
- POL 3517 - Western European Political Systems (4.0 cr)
- POL 3570 - Politics of Developing Nations (3.0 cr)
- SOC 3945 - Social Stratification (3.0 cr)
- SPAN 3042 - Hispanic American Civilization and Culture [HUMANITIES, GLOBAL PER] (4.0 cr)
- SPAN 3044 - Civilization, Cultures and Communities of Spain [HUMANITIES, GLOBAL PER] (4.0 cr)
- SPAN 4011 - Hispanic American Prose [HUMANITIES] (4.0 cr)
- SPAN 4018 - Hispanic America From Within [HUMANITIES] (4.0 cr)
- SPAN 4027 - Contemporary Literature and Culture of Spain [HUMANITIES] (4.0 cr)
- WS 3000 - Transnational Perspectives on Feminism [SOC SCI, GLOBAL PER] (3.0 cr)
- WS 3001 - Gender Relations in the Global South [GLOBAL PER] (3.0 cr)
- WS 3002 - Latin American Women: Culture and Politics (3.0 cr)
- WS 3400 - Women and Film [GLOBAL PER] (3.0 cr)

Advanced Writing (3 cr)

- FMIS 3141 - Business Communications (3.0 cr)
or WRIT 3121 - Advanced Writing: Business and Organizations (3.0 cr)

Program Sub-plans

Students are required to complete one of the following sub-plans.



Human Resource Management

The work of the human resource management (HRM) professional encompasses a broad range of activities affecting the relationship between an organization and its employees--its human resources. HRM involves strategic functions such as organizational planning and human resource policy making, and diverse activities that involve designing and implementing policies and selecting, developing, evaluating, and rewarding a workforce. Typical HRM activities include equal employment opportunity, the study and design of jobs, employee benefit programs, union-management relations, counseling, and the development of work systems that are consistent with the prevailing organizational philosophy.

Group A Electives (15 cr)

Take 5 or more course(s) totaling 15 or more credit(s) from the following:

- MGTS 4821 - Staffing Work Organizations (3.0 cr)
- MGTS 4831 - Compensation Systems (3.0 cr)
- MGTS 4841 - Training and Development (3.0 cr)
- MGTS 4851 - Labor Relations (3.0 cr)
- MGTS 4861 - International Human Resource Management (3.0 cr)
- MGTS 4881 - Human Resource Issues and Trends (3.0 cr)
- MGTS 4895 - Special Topics: (Various Titles to be Assigned) (1.0 - 3.0 cr)

Group B Electives (total of 2 courses required from 2 different categories) (6 cr)

1. Additional course from Group A.
2. ECON 3821 or selected human resource-oriented course from other discipline (department head consent required).
3. Upper division organizational management course (MGTS 44xx) or HCM 4520 - Health Care Organization and Management.

4. Internship/Field Studies

- MGTS 3897 - Human Resources Internship (1.0 - 6.0 cr)
- or MGTS 3997 - Management of Community Projects (1.0 - 3.0 cr)

Organizational Management

Managers facilitate the work of others to accomplish goals that might not be achieved by a single individual and need to know about the environment surrounding the organization, the roles that managers can take, and the techniques that effectively guide employees. The curriculum allows students to become familiar with different types of organizations and their members. Among the many topics covered are organizational environments, groups and teams at work, leadership, and employee empowerment. Students are given the opportunities to learn more about organizations' complex systems.

MGTS 3401 - Organizational Behavior and Management, a part of the LSBE core, is a prerequisite for all of the courses that appear in the track. Organizational management track students are encouraged to take MGTS 3401 as soon as they are eligible for the course.

Organizational Management Group A (18 cr)

Students must take at least one macro, at least one micro, and at least two management and management process courses.

MGTS 4495 - Special Topics in Management, may fulfill one of the following areas - macro-organization, or management and management process (by petition only).

Take 6 or more course(s) totaling 18 or more credit(s) from the following:

Macro-Organization Behavior Courses

Focus on the organization (context, structure, processes, and behavior) and organizing.

Take 1 or more course(s) from the following:

- MGTS 4411 - High Performance Organization Design and Transformation (3.0 cr)
- MGTS 4483 *{Inactive}* (3.0 cr)
- MGTS 4421 - Managing Change (3.0 cr)

•Micro-Organization Behavior Courses

Study of individuals and groups within an organizational context, internal processes, practices.

Take 1 or more course(s) from the following:

- MGTS 4431 - Leadership Studies (3.0 cr)
- MGTS 4451 - Management Inquiry (3.0 cr)

•Management and Management Process

The practice of management within the work, organization, and larger organizational context.

Take 2 or more course(s) from the following:

- MGTS 4461 - Business Ethics (3.0 cr)
- MGTS 4472 - Entrepreneurship (3.0 cr)
- MGTS 4473 - Management of Innovation and Technology (3.0 cr)
- MGTS 4474 - International Management (3.0 cr)

Organizational Management Group B (3 cr)

Select one course from the following options for a total of 3 credits:

1. Select any other Group A course.
2. Any upper division LSBE elective in accounting, business law, finance, human resources, marketing, management information sciences, or health care management. Internships from these disciplines (ACCT 3196, FMIS 3397, MGTS 3897 and HCM 4597) cannot be used to fulfill this requirement.



3. Management Internship (MGTS 3497)

Duluth Campus

Management Information Systems B.B.A.

Finance & Management Information Sciences

Labovitz School of Business and Economics

- Program Type: Baccalaureate
- Requirements for this program are current for Fall 2011
- Required credits to graduate with this degree: 120
- Required credits within the major: 90
- Degree: Bachelor of Business Administration

The management information systems (MIS) program prepares students for entry into careers in business computing. The major gives students both the in-depth technical skills needed to design, implement, support, and manage information systems as well as the breadth of knowledge in all business functional areas needed to produce and manage integrative, technology-based solutions to business/organizational problems.

This professionally oriented program emphasizes the competencies required for management careers in business, government, public, or social service organizations. The program prepares students for entering careers with management responsibility by providing a breadth and depth of knowledge about organizations, management fundamentals, techniques, processes, and skills, combined with a foundation in the functional areas of accounting, business law, finance, information systems, marketing, operations, and human resource management.

The B.B.A. offers a broad educational experience while preparing students for a variety of technical and management careers. With about one-half of the required coursework from nonbusiness disciplines, emphasis is on the development of a strong liberal arts education that provides a foundation for the required and elective professional courses. The program's core curriculum focuses on the fundamental administrative and functional skills demanded of leaders in today's public and private organizations. Students are permitted sufficient latitude in choosing electives appropriate to their particular professional objectives in finance, human resource management, organizational management, management information systems, or marketing.

In addition to classroom-based courses, students may participate in internship programs where classroom learning may be applied during professional experience as an employee of a public agency or private business. Students also may participate in the Student to Business Initiative, which offers the opportunity to use knowledge and skills to identify, analyze, and solve problems confronting small businesses. Both programs provide practical tests of vocational interests and valuable work experience.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

Freshman and transfer students are usually admitted to pre-major status before admission to this major

A GPA above 2.0 is preferred for the following:

- 2.60 already admitted to the degree-granting college
- 2.60 transferring from another University of Minnesota college
- 2.60 transferring from outside the University

Freshmen and transfer students are typically admitted as pre-business students for all B.B.A. majors. Admission to candidacy status typically occurs at the junior level when students have successfully completed all pre-major course requirements and met GPA standards. Students with 2.60 UM and overall and 2.00 internal and pre-major GPAs are admitted upon completion of pre-major courses; students with 2.00-2.59 UM and overall and 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Required prerequisites

Introductory Course (1 cr)

Not required for transfer students with 30 or more credits, or for students who change college into LSBE.

[UST 1000](#) - UMD Seminar (1.0 - 2.0 cr)



Pre-major Requirements (35 cr)

- ACCT 2001 - Principles of Financial Accounting (3.0 cr)
- ACCT 2002 - Principles of Managerial Accounting (3.0 cr)
- BLAW 2001 - The Legal Environment [LE CAT8, HUMANITIES] (3.0 cr)
- ECON 1022 - Principles of Economics: Macro [LE CAT6, SOC SCI] (3.0 cr)
- ECON 1023 - Principles of Economics: Micro [LE CAT6, SOC SCI] (3.0 cr)
- ECON 2030 - Applied Statistics for Business and Economics [LOGIC & QR] (3.0 cr)
- FMIS 2201 - Information Technology in Business (3.0 cr)
- PSY 1003 - General Psychology [LE CAT6, SOC SCI] (4.0 cr)
- WRIT 1120 - College Writing [LE CAT1, WRITING] (3.0 cr)
- MATH 1160 - Finite Mathematics and Introduction to Calculus [LE CAT2, LOGIC & QR] (5.0 cr)
or MATH 1296 - Calculus I [LE CAT2, LOGIC & QR] (5.0 cr)

Communications or Foreign Languages

Students should see Student Affairs staff for approved foreign languages courses.

- COMM 1112 - Public Speaking [LE CAT3, COMM & LAN] (3.0 cr)
or COMM 1222 - Interpersonal Communication [LE CAT3, LECD CAT03, COMM & LAN] (3.0 cr)
or LSBE students are encouraged to take at least one year of a college-level foreign language. (See Student Affairs office.)

General Requirements

The Board of Regents, on recommendation of the faculty, grants degrees from the University of Minnesota. Requirements for an undergraduate degree from University of Minnesota Duluth include the following:

1. Students must meet all course and credit requirements of the departments and colleges or schools in which they are enrolled including an advanced writing course. Students seeking two degrees must fulfill the requirements of both degrees. However, two degrees cannot be awarded for the same major.
2. Students must complete all requirements of the [Liberal Education Program](#).
3. Students must complete a minimum of 120 semester credits.
4. At least 30 of the last 60 degree credits earned immediately before graduation must be awarded by UMD.
5. Students must complete at least half of their courses at the 3xxx-level and higher at UMD. Study-abroad credits earned through courses taught by UM faculty and at institutions with which UMD has international exchange programs may be used to fulfill this requirement.
6. If a minor is required, students must take at least three upper division credits in their minor field from UMD.
7. The minimum cumulative UM GPA required for graduation will be 2.00 and will include only University of Minnesota coursework. A minimum UM GPA of 2.00 is required in each UMD undergraduate major and minor. No academic unit may impose higher grade point standards to graduate.
8. Diploma, transcripts, and certification will be withheld until all financial obligations to the University have been met.

Program Requirements

Requirements for the B.B.A. in management information systems include:

- * LSBE students are encouraged to take at least one year of college-level foreign language.
- * Strict limitations on use of correspondence courses. See LSBE Student Affairs.
- * At least 50 percent of the required accounting, business, and upper division economics credits must be taken at UMD.
- * At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD.

LSBE Core (18 cr)

- MGTS 3301 - Production and Operations Management (3.0 cr)
- FMIS 3601 - Corporate Finance (3.0 cr)
- MGTS 3401 - Organizational Behavior and Management (3.0 cr)
- MKTG 3701 - Principles of Marketing (3.0 cr)
- MGTS 3801 - Human Resource Management (3.0 cr)
- MGTS 4481 - Strategic Management (3.0 cr)

Management Info Systems Group A (12 cr)

- FMIS 3220 - Database Management and Design (3.0 cr)

FMIS 3222 - Systems Analysis and Design (3.0 cr)
 FMIS 3232 - Computer Programming for Business (3.0 cr)
 FMIS 4225 - Advanced Applications Development (3.0 cr)

Management Info Systems Group B (6 cr)

Take exactly 6 credit(s) from the following:

- FMIS 3224 - Data Communications and Computer Networks (3.0 cr)
- FMIS 3295 - Special Topics: (Various Titles to be Assigned) (1.0 - 4.0 cr)
- FMIS 3697 - Finance Internship (1.0 - 6.0 cr)
- FMIS 4220 - Medical Informatics (3.0 cr)
- FMIS 4221 - XML and Information Management (3.0 cr)

Management Information Systems Group C (3 cr)

ACCT 3301 - Accounting Information Systems (3.0 cr)
 or COMM 3211 - Communication and Technology in the Information Age (3.0 cr)
 or COMM 3560 - Video Game Entertainment (3.0 cr)
 or CS 3011 - Information Technology Hardware and Software (4.0 cr)
 or JOUR 3700 - Media Law and Ethics (3.0 cr)
 or MGTS 4472 - Entrepreneurship (3.0 cr)
 or MGTS 4473 - Management of Innovation and Technology (3.0 cr)
 or WRIT 4220 - Document Design and Graphics (3.0 cr)
 or WRIT 4230 - Web Design and Digital Culture (3.0 cr)
 or WRIT 4250 - New Media Writing (3.0 cr)
 or WRIT 4260 - Visual Rhetoric and Culture (3.0 cr)
 or Selected upper division technology orientated course from other disciplines with MIS faculty consent.
 or Additional course from Group B

Supporting Courses (18 cr)

In addition to the economics and international requirements listed below, complete upper division (3xxx or above) non-LSBE courses for a total of 18 credits of supporting courses. NOTE: PSY 3020, SOC 3155, STAT 3411, or STAT 3611 cannot be used to fulfill this requirement.

Economics Requirement

Take exactly 1 course(s) from the following:

- ECON 3xxx
- ECON 4xxx

International Requirement

Take exactly 1 course(s) from the following:

- ACCT 4505 - International Accounting (3.0 cr)
- AMIN 3410 - Fur Trade in Canada and the United States [CDIVERSITY] (3.0 cr)
- ANTH 3628 - Women in Cross-Cultural Perspective (3.0 cr)
- ANTH 3632 - Latin American Cultures (3.0 cr)
- ANTH 3638 - Peoples and Cultures of the Middle East (3.0 cr)
- ECON 3150 - Development Economics (3.0 cr)
- ECON 3402 - Global Economic Issues (3.0 cr)
- ECON 4410 - International Economics (3.0 cr)
- ENGL 3501 - British Literature I [HUMANITIES] (4.0 cr)
- ENGL 3502 - British Literature II [HUMANITIES] (4.0 cr)
- ENGL 5566 - Irish Literary Revival (4.0 cr)
- ENGL 5583 - British Novel (4.0 cr)
- FMIS 3649 - International Finance (3.0 cr)
- FR 4412 - Contemporary French Culture and Society [HUMANITIES, GLOBAL PER] (4.0 cr)
- FR 4422 - 20th-Century Novel [HUMANITIES] (4.0 cr)
- GEOG 3461 - Geography of Global Resources [SUSTAIN] (3.0 cr)
- GEOG 3702 *(Inactive)*(3.0 cr)
- GEOG 3762 *(Inactive)*(3.0 cr)
- GER 4302 - German Women Writers and Filmmakers [HUMANITIES] (4.0 cr)
- GER 4305 - German Cinema [HUMANITIES] (4.0 cr)
- GER 4404 - Contemporary Germany [HUMANITIES, GLOBAL PER] (4.0 cr)
- HCM 4560 - International Comparisons of Health Care Systems (3.0 cr)
- HIST 3243 - Europe in Crisis in the 20th Century (4.0 cr)
- HIST 3244 - History of Holocaust (4.0 cr)
- HIST 3257 - Modern France (4.0 cr)
- HIST 3264 - Imperial Russia (4.0 cr)
- HIST 3386 - The United States and the World since 1898 (4.0 cr)
- HIST 3615 - Modern Africa (4.0 cr)



- HIST 3616 - Society and Culture in 20th-Century Africa (4.0 cr)
- HIST 3825 - Islamic History from Muhammad to the Ottomans (4.0 cr)
- HIST 3726 - Modern Middle East: 18th Century-Present (4.0 cr)
- INTB 3201 *{Inactive}*(3.0 cr)
- MGTS 4474 - International Management (3.0 cr)
- MGTS 4483 *{Inactive}*(3.0 cr)
- MGTS 4861 - International Human Resource Management (3.0 cr)
- MKTG 3781 - International Marketing (3.0 cr)
- POL 3451 - Theories of International Relations (4.0 cr)
- POL 3456 - International Security: War and More (4.0 cr)
- POL 3517 - Western European Political Systems (4.0 cr)
- POL 3570 - Politics of Developing Nations (3.0 cr)
- SOC 3945 - Social Stratification (3.0 cr)
- SPAN 3042 - Hispanic American Civilization and Culture [HUMANITIES, GLOBAL PER] (4.0 cr)
- SPAN 3044 - Civilization, Cultures and Communities of Spain [HUMANITIES, GLOBAL PER] (4.0 cr)
- SPAN 4011 - Hispanic American Prose [HUMANITIES] (4.0 cr)
- SPAN 4018 - Hispanic America From Within [HUMANITIES] (4.0 cr)
- SPAN 4027 - Contemporary Literature and Culture of Spain [HUMANITIES] (4.0 cr)
- WS 3000 - Transnational Perspectives on Feminism [SOC SCI, GLOBAL PER] (3.0 cr)
- WS 3001 - Gender Relations in the Global South [GLOBAL PER] (3.0 cr)
- WS 3002 - Latin American Women: Culture and Politics (3.0 cr)
- WS 3400 - Women and Film [GLOBAL PER] (3.0 cr)

Advanced Writing Requirement (3 cr)

FMIS 3141 - Business Communications (3.0 cr)

or WRIT 3121 - Advanced Writing: Business and Organizations (3.0 cr)



Duluth Campus

Management Information Systems Minor

Finance & Management Information Sciences

Labovitz School of Business and Economics

- Program Type: Undergraduate minor related to major
- Requirements for this program are current for Fall 2011
- Required credits in this minor: 12

The MIS minor provides a general overview of the design, implementation and management of information systems in business.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

A GPA above 2.0 is preferred for the following:

- 2.50 already admitted to the degree-granting college
- 2.50 transferring from another University of Minnesota college
- 2.50 transferring from outside the University

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Minor Requirements

The management information systems minor is available to LSBE students.

Group A Requirement (6 cr)

- [FMIS 3220](#) - Database Management and Design (3.0 cr)
- [FMIS 3222](#) - Systems Analysis and Design (3.0 cr)

Group B Requirement (6 cr): Electives

Take exactly 6 credit(s) from the following:

- [FMIS 3224](#) - Data Communications and Computer Networks (3.0 cr)
- [FMIS 3232](#) - Computer Programming for Business (3.0 cr)
- [FMIS 4220](#) - Medical Informatics (3.0 cr)
- [FMIS 4221](#) - XML and Information Management (3.0 cr)



Duluth Campus

Management Minor

Management Studies

Labovitz School of Business and Economics

- Program Type: Undergraduate minor related to major
- Requirements for this program are current for Fall 2011
- Required credits in this minor: 12

The management minor provides a general overview of theories and practices which adds value to the business education of students selecting other complementary majors within LSBE.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

A GPA above 2.0 is preferred for the following:

- 2.60 already admitted to the degree-granting college
- 2.60 transferring from another University of Minnesota college
- 2.60 transferring from outside the University

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Minor Requirements

The management minor are available to LSBE students only.

Program Sub-plans

Students are required to complete one of the following sub-plans.

Organizational Management

B.Acc./B.B.A. candidates may wish to supplement their major coursework by completing a program-specific minor. (The general business administration minor, composed of the LSBE core, is not available to LSBE students.) Forms for declaring the minor are available in 111A Labovitz School of Business and Economics Building and may be submitted with the application for candidacy or any time after formal admission to a degree program.

Group A Required (3 cr)

MGTS 3401 - Organizational Behavior and Management (3.0 cr)

Group B Electives (9 cr)

MGTS 4495 may be substituted (by petition only) for one of the following areas - macro-organizational or management and management process.

Take 3 or more course(s) totaling 9 or more credit(s) from the following:

Macro Organizational Behavior

Take 1 or more course(s) from the following:

- **MGTS 4411** - High Performance Organization Design and Transformation (3.0 cr)
- **MGTS 4421** - Managing Change (3.0 cr)
- MGTS 4483 (*Inactive*)(3.0 cr)

Micro Organizational Behavior

Take 1 or more course(s) from the following:

- **MGTS 4431** - Leadership Studies (3.0 cr)
- **MGTS 4451** - Management Inquiry (3.0 cr)

Management and Management Process

Take 1 or more course(s) from the following:

- **MGTS 4461** - Business Ethics (3.0 cr)
- **MGTS 4472** - Entrepreneurship (3.0 cr)
- **MGTS 4473** - Management of Innovation and Technology (3.0 cr)
- **MGTS 4474** - International Management (3.0 cr)



Human Resource Management

B.Acc./B.B.A. candidates may wish to supplement their major coursework by completing a program-specific minor. (The general business administration minor, composed of the LSBE core, is not available to LSBE students.) Forms for declaring the minor are available in 111A Labovitz School of Business and Economics Building and may be submitted with the application for candidacy or any time after formal admission to a degree program.

Prerequisite (3 cr)

[MGTS 3801](#) - Human Resource Management (3.0 cr)

Electives (9 cr)

Take 3 or more course(s) totaling 9 or more credit(s) from the following:

- [MGTS 4821](#) - Staffing Work Organizations (3.0 cr)
- [MGTS 4831](#) - Compensation Systems (3.0 cr)
- [MGTS 4841](#) - Training and Development (3.0 cr)
- [MGTS 4851](#) - Labor Relations (3.0 cr)
- [MGTS 4861](#) - International Human Resource Management (3.0 cr)
- [MGTS 4881](#) - Human Resource Issues and Trends (3.0 cr)
- [MGTS 4895](#) - Special Topics: (Various Titles to be Assigned) (1.0 - 3.0 cr)



Duluth Campus

Marketing Analytics B.B.A.

Marketing

Labovitz School of Business and Economics

- Program Type: Baccalaureate
- Requirements for this program are current for Fall 2011
- Required credits to graduate with this degree: 120
- Required credits within the major: 97
- none
- Degree: Bachelor of Business Administration

Marketing analytics is the study of people's shopping and consumption behavior to uncover their tastes and preferences and to identify any patterns in those behaviors. Students learn about the application of statistical techniques to large databases to convert data into information and actionable knowledge. Analytics can also be used to study organizational purchase and sales data and can provide critical and timely input to managerial decision-making to make marketing efforts more data driven in order to improve the return on marketing investments.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

Students must complete 60 credits before admission to the program.

A GPA above 2.0 is preferred for the following:

- 2.50 already admitted to the degree-granting college
- 2.50 transferring from another University of Minnesota college
- 2.50 transferring from outside the University

Students will need to apply for admission into the major. Admissions will be based on interview and review of previous academic record.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Required prerequisites

Pre-major Requirements (34 cr)

- [ACCT 2001](#) - Principles of Financial Accounting (3.0 cr)
- [ACCT 2002](#) - Principles of Managerial Accounting (3.0 cr)
- [BLAW 2001](#) - The Legal Environment [LE CAT8, HUMANITIES] (3.0 cr)
- [ECON 1022](#) - Principles of Economics: Macro [LE CAT6, SOC SCI] (3.0 cr)
- [ECON 1023](#) - Principles of Economics: Micro [LE CAT6, SOC SCI] (3.0 cr)
- [ECON 2030](#) - Applied Statistics for Business and Economics [LOGIC & QR] (3.0 cr)
- [FMIS 2201](#) - Information Technology in Business (3.0 cr)
- [PSY 1003](#) - General Psychology [LE CAT6, SOC SCI] (4.0 cr)
- [UST 1000](#) - UMD Seminar (1.0 - 2.0 cr)
- [WRIT 1120](#) - College Writing [LE CAT1, WRITING] (3.0 cr)
- [MATH 1160](#) - Finite Mathematics and Introduction to Calculus [LE CAT2, LOGIC & QR] (5.0 cr)
or [MATH 1296](#) - Calculus I [LE CAT2, LOGIC & QR] (5.0 cr)

Communications or Foreign Languages (6 cr)

- [COMM 1112](#) - Public Speaking [LE CAT3, COMM & LAN] (3.0 cr)
or [COMM 1222](#) - Interpersonal Communication [LE CAT3, LECD CAT03, COMM & LAN] (3.0 cr)
or LSBE students are encouraged to take at least one year of a college-level foreign language (See Student Affairs)
- [FMIS 3141](#) - Business Communications (3.0 cr)
or [WRIT 3121](#) - Advanced Writing: Business and Organizations (3.0 cr)

General Requirements

The Board of Regents, on recommendation of the faculty, grants degrees from the University of Minnesota. Requirements for an

undergraduate degree from University of Minnesota Duluth include the following:

1. Students must meet all course and credit requirements of the departments and colleges or schools in which they are enrolled including an advanced writing course. Students seeking two degrees must fulfill the requirements of both degrees. However, two degrees cannot be awarded for the same major.
2. Students must complete all requirements of the [Liberal Education Program](#).
3. Students must complete a minimum of 120 semester credits.
4. At least 30 of the last 60 degree credits earned immediately before graduation must be awarded by UMD.
5. Students must complete at least half of their courses at the 3xxx-level and higher at UMD. Study-abroad credits earned through courses taught by UM faculty and at institutions with which UMD has international exchange programs may be used to fulfill this requirement.
6. If a minor is required, students must take at least three upper division credits in their minor field from UMD.
7. The minimum cumulative UM GPA required for graduation will be 2.00 and will include only University of Minnesota coursework. A minimum UM GPA of 2.00 is required in each UMD undergraduate major and minor. No academic unit may impose higher grade point standards to graduate.
8. Diploma, transcripts, and certification will be withheld until all financial obligations to the University have been met.

Program Requirements

LSBE Core Courses (18 cr)

- MGTS 3301 - Production and Operations Management (3.0 cr)
- FMIS 3601 - Corporate Finance (3.0 cr)
- MGTS 3401 - Organizational Behavior and Management (3.0 cr)
- MGTS 3801 - Human Resource Management (3.0 cr)
- MGTS 4481 - Strategic Management (3.0 cr)
- MKTG 3701 - Principles of Marketing (3.0 cr)

Marketing Analytics (21 cr)

- ECON 4040 - Econometrics II (3.0 cr)
- FMIS 3220 - Database Management and Design (3.0 cr)
- MGTS 4495 *(Inactive)* (1.0 - 3.0 cr)
- MKTG 3711 - Marketing Research (3.0 cr)
- MKTG 3797 - Marketing Internship (1.0 - 6.0 cr)
- MKTG 4731 - Consumer Behavior (3.0 cr)
- MKTG 4795 - Special Topics (Various Topics to be Assigned) (3.0 cr)

Supporting Courses (18 cr)

In addition to the economics and international requirements listed below, complete upper division (3xxx or above) non-LSBE courses for a total of 18 credits of supporting courses. NOTE: PSY 3020, SOC 3155, STAT 3411, or STAT 3611 cannot be used to fulfill this requirement.

Economics Requirement

- Take exactly 1 course(s) from the following:
- ECON 3xxx
 - ECON 4xxx

International Requirement

- Take exactly 1 course(s) from the following:
- ACCT 4505 - International Accounting (3.0 cr)
 - AMIN 3410 - Fur Trade in Canada and the United States [CDIVERSITY] (3.0 cr)
 - ANTH 3628 - Women in Cross-Cultural Perspective (3.0 cr)
 - ANTH 3632 - Latin American Cultures (3.0 cr)
 - ANTH 3638 - Peoples and Cultures of the Middle East (3.0 cr)
 - ECON 3150 - Development Economics (3.0 cr)
 - ECON 3402 - Global Economic Issues (3.0 cr)
 - ECON 4410 - International Economics (3.0 cr)
 - ENGL 3501 - British Literature I [HUMANITIES] (4.0 cr)
 - ENGL 3502 - British Literature II [HUMANITIES] (4.0 cr)
 - ENGL 5566 - Irish Literary Revival (4.0 cr)
 - ENGL 5583 - British Novel (4.0 cr)
 - FMIS 3649 - International Finance (3.0 cr)
 - FR 4412 - Contemporary French Culture and Society [HUMANITIES, GLOBAL PER] (4.0 cr)
 - FR 4422 - 20th-Century Novel [HUMANITIES] (4.0 cr)
 - GEOG 3461 - Geography of Global Resources [SUSTAIN] (3.0 cr)



- GEOG 3702 *{Inactive}*(3.0 cr)
- GEOG 3762 *{Inactive}*(3.0 cr)
- GER 4302 - German Women Writers and Filmmakers [HUMANITIES] (4.0 cr)
- GER 4305 - German Cinema [HUMANITIES] (4.0 cr)
- GER 4404 - Contemporary Germany [HUMANITIES, GLOBAL PER] (4.0 cr)
- HCM 4560 - International Comparisons of Health Care Systems (3.0 cr)
- HIST 3243 - Europe in Crisis in the 20th Century (4.0 cr)
- HIST 3244 - History of Holocaust (4.0 cr)
- HIST 3257 - Modern France (4.0 cr)
- HIST 3264 - Imperial Russia (4.0 cr)
- HIST 3386 - The United States and the World since 1898 (4.0 cr)
- HIST 3615 - Modern Africa (4.0 cr)
- HIST 3616 - Society and Culture in 20th-Century Africa (4.0 cr)
- HIST 3726 - Modern Middle East: 18th Century-Present (4.0 cr)
- HIST 3825 - Islamic History from Muhammad to the Ottomans (4.0 cr)
- INTB 3201 *{Inactive}*(3.0 cr)
- MGTS 4474 - International Management (3.0 cr)
- MGTS 4483 *{Inactive}*(3.0 cr)
- MGTS 4861 - International Human Resource Management (3.0 cr)
- MKTG 3781 - International Marketing (3.0 cr)
- POL 3451 - Theories of International Relations (4.0 cr)
- POL 3456 - International Security: War and More (4.0 cr)
- POL 3517 - Western European Political Systems (4.0 cr)
- POL 3570 - Politics of Developing Nations (3.0 cr)
- SOC 3945 - Social Stratification (3.0 cr)
- SPAN 3042 - Hispanic American Civilization and Culture [HUMANITIES, GLOBAL PER] (4.0 cr)
- SPAN 3044 - Civilization, Cultures and Communities of Spain [HUMANITIES, GLOBAL PER] (4.0 cr)
- SPAN 4011 - Hispanic American Prose [HUMANITIES] (4.0 cr)
- SPAN 4018 - Hispanic America From Within [HUMANITIES] (4.0 cr)
- SPAN 4027 - Contemporary Literature and Culture of Spain [HUMANITIES] (4.0 cr)
- WS 3000 - Transnational Perspectives on Feminism [SOC SCI, GLOBAL PER] (3.0 cr)
- WS 3001 - Gender Relations in the Global South [GLOBAL PER] (3.0 cr)
- WS 3002 - Latin American Women: Culture and Politics (3.0 cr)
- WS 3400 - Women and Film [GLOBAL PER] (3.0 cr)

Duluth Campus

Marketing B.B.A.

Marketing

Labovitz School of Business and Economics

- Program Type: Baccalaureate
- Requirements for this program are current for Fall 2011
- Required credits to graduate with this degree: 120
- Required credits within the major: 96
- Degree: Bachelor of Business Administration

This professionally oriented program emphasizes the competencies required for management careers in business, government, public, or social service organizations. The program prepares students for entering careers with management responsibility by providing a breadth and depth of knowledge about organizations, management fundamentals, techniques, processes, and skills, combined with a foundation in the functional areas of accounting, business law, finance, information systems, operations, and human resource management.

The B.B.A. offers a broad educational experience while preparing students for a variety of technical and management careers. With about one-half of the required coursework from nonbusiness disciplines, emphasis is on the development of a strong liberal arts education that provides a foundation for the required and elective professional courses. The program's core curriculum focuses on the fundamental administrative and functional skills demanded of leaders in today's public and private organizations. Students are permitted sufficient latitude in choosing electives appropriate to their particular professional objectives in finance, human resource management, organizational management, management information systems, or marketing.

Marketing is about facilitating exchanges. For an organization to be successful, it must understand the customer and the customer's needs. An organization seeks to meet these needs in a competitive environment by developing a marketing mix of product/service, price, promotion, and distribution that will satisfy the customer's and organization's objectives. Marketing occurs between organizations (business-to-business marketing) between organizations and consumers (consumer marketing), globally (international marketing), between profit and not-for-profit organizations, and even between individuals. Many careers are available in marketing, including those in marketing research, selling and sales management, advertising, promotion and public relations, and international marketing.

In addition to classroom-based courses, students may participate in Student to Business Initiative (SBI) projects, or internship programs where classroom learning may be applied during professional experience as an employee of a public agency or private business.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

Freshman and transfer students are usually admitted to pre-major status before admission to this major

A GPA above 2.0 is preferred for the following:

- 2.60 already admitted to the degree-granting college
- 2.60 transferring from another University of Minnesota college
- 2.60 transferring from outside the University

Freshmen and transfer students are typically admitted as pre-business students for all B.B.A. majors. Admission to candidacy status, which allows access to upper division LSBE classes, typically occurs at the junior level when students have successfully completed all pre-major (pre-candidacy) course requirements and met all of the GPA standards. Students with 2.60 UM and overall and 2.00 internal and pre-major GPAs are admitted upon completion of pre-major courses; students with 2.00-2.59 UM and overall and 2.00 internal and pre-major GPAs are pooled and reviewed for evidence of academic success in LSBE majors.

Students who do not qualify for admission to candidacy may not take upper division LSBE courses (excluding some economics courses) without permission of the director of student affairs.

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Required prerequisites

Introductory Course (1 cr)

Not required for transfer students with 30 or more credits, or for students who change college into LSBE.

[UST 1000](#) - UMD Seminar (1.0 - 2.0 cr)



Pre-major Requirements (35 cr)

- [ACCT 2001](#) - Principles of Financial Accounting (3.0 cr)
- [ACCT 2002](#) - Principles of Managerial Accounting (3.0 cr)
- [BLAW 2001](#) - The Legal Environment [LE CAT8, HUMANITIES] (3.0 cr)
- [ECON 1022](#) - Principles of Economics: Macro [LE CAT6, SOC SCI] (3.0 cr)
- [ECON 1023](#) - Principles of Economics: Micro [LE CAT6, SOC SCI] (3.0 cr)
- [ECON 2030](#) - Applied Statistics for Business and Economics [LOGIC & QR] (3.0 cr)
- [FMIS 2201](#) - Information Technology in Business (3.0 cr)
- [PSY 1003](#) - General Psychology [LE CAT6, SOC SCI] (4.0 cr)
- [WRIT 1120](#) - College Writing [LE CAT1, WRITING] (3.0 cr)
- [MATH 1160](#) - Finite Mathematics and Introduction to Calculus [LE CAT2, LOGIC & QR] (5.0 cr)
or [MATH 1296](#) - Calculus I [LE CAT2, LOGIC & QR] (5.0 cr)

Communications or Foreign Languages

- [COMM 1112](#) - Public Speaking [LE CAT3, COMM & LAN] (3.0 cr)
- or [COMM 1222](#) - Interpersonal Communication [LE CAT3, LECD CAT03, COMM & LAN] (3.0 cr)
- or LSBE students are encouraged to take at least one year of a college-level foreign language. (See Student Affairs)

General Requirements

The Board of Regents, on recommendation of the faculty, grants degrees from the University of Minnesota. Requirements for an undergraduate degree from University of Minnesota Duluth include the following:

1. Students must meet all course and credit requirements of the departments and colleges or schools in which they are enrolled including an advanced writing course. Students seeking two degrees must fulfill the requirements of both degrees. However, two degrees cannot be awarded for the same major.
2. Students must complete all requirements of the [Liberal Education Program](#).
3. Students must complete a minimum of 120 semester credits.
4. At least 30 of the last 60 degree credits earned immediately before graduation must be awarded by UMD.
5. Students must complete at least half of their courses at the 3xxx-level and higher at UMD. Study-abroad credits earned through courses taught by UM faculty and at institutions with which UMD has international exchange programs may be used to fulfill this requirement.
6. If a minor is required, students must take at least three upper division credits in their minor field from UMD.
7. The minimum cumulative UM GPA required for graduation will be 2.00 and will include only University of Minnesota coursework. A minimum UM GPA of 2.00 is required in each UMD undergraduate major and minor. No academic unit may impose higher grade point standards to graduate.
8. Diploma, transcripts, and certification will be withheld until all financial obligations to the University have been met.

Program Requirements

Requirements for the B.B.A. in marketing include:

- * LSBE students are encouraged to take at least one year of college-level foreign language.
- * Strict limitations on use of correspondence courses. See LSBE Student Affairs.
- * At least 50 percent of the required accounting, business, and upper division economics credits must be taken at UMD.
- * At least 20 of the last 30 degree credits immediately before graduation must be taken at UMD.

LSBE Core (18 cr)

- [MGTS 3301](#) - Production and Operations Management (3.0 cr)
- [FMIS 3601](#) - Corporate Finance (3.0 cr)
- [MGTS 3401](#) - Organizational Behavior and Management (3.0 cr)
- [MKTG 3701](#) - Principles of Marketing (3.0 cr)
- [MGTS 3801](#) - Human Resource Management (3.0 cr)
- [MGTS 4481](#) - Strategic Management (3.0 cr)

Marketing Group A (9 cr)

- [MKTG 3711](#) - Marketing Research (3.0 cr)
- [MKTG 4731](#) - Consumer Behavior (3.0 cr)

[MKTG 4781](#) - Marketing Management and Strategy (3.0 cr)

Marketing Group B (12 cr)

Take 4 or more course(s) totaling 12 or more credit(s) from the following:

- [MKTG 3741](#) - Fundamentals of Selling (3.0 cr)
- [MKTG 3751](#) - Marketing Ethics (3.0 cr)
- [MKTG 3781](#) - International Marketing (3.0 cr)
- [MKTG 3797](#) - Marketing Internship (1.0 - 6.0 cr)
- [MKTG 4711](#) *{Inactive}*(3.0 cr)
- [MKTG 4721](#) - Advertising and Marketing Communications (3.0 cr)
- [MKTG 4741](#) - Developing and Marketing New Products (3.0 cr)
- [MKTG 4751](#) - Retailing (3.0 cr)
- [MKTG 4795](#) - Special Topics (Various Topics to be Assigned) (3.0 cr)

Supporting Courses (18 cr)

In addition to the economics and international requirements listed below, complete upper division (3xxx or above) non-LSBE courses for a total of 18 credits of supporting courses. NOTE: PSY 3020, SOC 3155, STAT 3411, or STAT 3611 cannot be used to fulfill this requirement.

Economics Requirement

Take exactly 1 course(s) from the following:

- ECON 3xxx
- ECON 4xxx

International Requirement

Take exactly 1 course(s) from the following:

- [ACCT 4505](#) - International Accounting (3.0 cr)
- [AMIN 3410](#) - Fur Trade in Canada and the United States [CDIVERSITY] (3.0 cr)
- [ANTH 3628](#) - Women in Cross-Cultural Perspective (3.0 cr)
- [ANTH 3632](#) - Latin American Cultures (3.0 cr)
- [ANTH 3638](#) - Peoples and Cultures of the Middle East (3.0 cr)
- [ECON 3150](#) - Development Economics (3.0 cr)
- [ECON 3402](#) - Global Economic Issues (3.0 cr)
- [ECON 4410](#) - International Economics (3.0 cr)
- [ENGL 3501](#) - British Literature I [HUMANITIES] (4.0 cr)
- [ENGL 3502](#) - British Literature II [HUMANITIES] (4.0 cr)
- [ENGL 5566](#) - Irish Literary Revival (4.0 cr)
- [ENGL 5583](#) - British Novel (4.0 cr)
- [FMIS 3649](#) - International Finance (3.0 cr)
- [FR 4412](#) - Contemporary French Culture and Society [HUMANITIES, GLOBAL PER] (4.0 cr)
- [FR 4422](#) - 20th-Century Novel [HUMANITIES] (4.0 cr)
- [GEOG 3461](#) - Geography of Global Resources [SUSTAIN] (3.0 cr)
- [GEOG 3702](#) *{Inactive}*(3.0 cr)
- [GEOG 3762](#) *{Inactive}*(3.0 cr)
- [GER 4302](#) - German Women Writers and Filmmakers [HUMANITIES] (4.0 cr)
- [GER 4305](#) - German Cinema [HUMANITIES] (4.0 cr)
- [GER 4404](#) - Contemporary Germany [HUMANITIES, GLOBAL PER] (4.0 cr)
- [HCM 4560](#) - International Comparisons of Health Care Systems (3.0 cr)
- [HIST 3243](#) - Europe in Crisis in the 20th Century (4.0 cr)
- [HIST 3244](#) - History of Holocaust (4.0 cr)
- [HIST 3257](#) - Modern France (4.0 cr)
- [HIST 3264](#) - Imperial Russia (4.0 cr)
- [HIST 3386](#) - The United States and the World since 1898 (4.0 cr)
- [HIST 3615](#) - Modern Africa (4.0 cr)
- [HIST 3616](#) - Society and Culture in 20th-Century Africa (4.0 cr)
- [HIST 3825](#) - Islamic History from Muhammad to the Ottomans (4.0 cr)
- [HIST 3726](#) - Modern Middle East: 18th Century-Present (4.0 cr)
- [INTB 3201](#) *{Inactive}*(3.0 cr)
- [MGTS 4474](#) - International Management (3.0 cr)
- [MGTS 4483](#) *{Inactive}*(3.0 cr)
- [MGTS 4861](#) - International Human Resource Management (3.0 cr)
- [MKTG 3781](#) - International Marketing (3.0 cr)
- [POL 3451](#) - Theories of International Relations (4.0 cr)
- [POL 3456](#) - International Security: War and More (4.0 cr)
- [POL 3517](#) - Western European Political Systems (4.0 cr)
- [POL 3570](#) - Politics of Developing Nations (3.0 cr)
- [SOC 3945](#) - Social Stratification (3.0 cr)



- [SPAN 3042](#) - Hispanic American Civilization and Culture [HUMANITIES, GLOBAL PER] (4.0 cr)
- [SPAN 3044](#) - Civilization, Cultures and Communities of Spain [HUMANITIES, GLOBAL PER] (4.0 cr)
- [SPAN 4011](#) - Hispanic American Prose [HUMANITIES] (4.0 cr)
- [SPAN 4018](#) - Hispanic America From Within [HUMANITIES] (4.0 cr)
- [SPAN 4027](#) - Contemporary Literature and Culture of Spain [HUMANITIES] (4.0 cr)
- [WS 3000](#) - Transnational Perspectives on Feminism [SOC SCI, GLOBAL PER] (3.0 cr)
- [WS 3001](#) - Gender Relations in the Global South [GLOBAL PER] (3.0 cr)
- [WS 3002](#) - Latin American Women: Culture and Politics (3.0 cr)
- [WS 3400](#) - Women and Film [GLOBAL PER] (3.0 cr)

Advanced Writing Requirement (3 cr)

[FMIS 3141](#) - Business Communications (3.0 cr)

or [WRIT 3121](#) - Advanced Writing: Business and Organizations (3.0 cr)



Duluth Campus

Marketing Minor

Marketing

Labovitz School of Business and Economics

- Program Type: Undergraduate minor related to major
- Requirements for this program are current for Fall 2011
- Required credits in this minor: 12

The minor in marketing is about facilitating exchanges.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)

Admission Requirements

A GPA above 2.0 is preferred for the following:

- 2.50 already admitted to the degree-granting college
- 2.50 transferring from another University of Minnesota college
- 2.50 transferring from outside the University

For information about University of Minnesota admission requirements, visit the [Office of Admissions website](#).

Minor Requirements

The marketing minor is available to LSBE students.

Prerequisite (3 cr)

[MKTG 3701](#) - Principles of Marketing (3.0 cr)

Electives (9 cr)

Take exactly 9 credit(s) from the following:

- [MKTG 3711](#) - Marketing Research (3.0 cr)
- [MKTG 3741](#) - Fundamentals of Selling (3.0 cr)
- [MKTG 3751](#) - Marketing Ethics (3.0 cr)
- [MKTG 3781](#) - International Marketing (3.0 cr)
- [MKTG 4711](#) *{Inactive}* (3.0 cr)
- [MKTG 4721](#) - Advertising and Marketing Communications (3.0 cr)
- [MKTG 4731](#) - Consumer Behavior (3.0 cr)
- [MKTG 4741](#) - Developing and Marketing New Products (3.0 cr)
- [MKTG 4751](#) - Retailing (3.0 cr)
- [MKTG 4781](#) - Marketing Management and Strategy (3.0 cr)
- [MKTG 4795](#) - Special Topics (Various Topics to be Assigned) (3.0 cr)