

# JONES COLLEGE

REQUIREMENTS EFFECTIVE | SUMMER 23, FALL 23, SPRING 24 | VERSION 21



MAJORS &  
MINORS



PREREQUISITE  
PAGES



## 23-24 STUDENT HANDBOOK

### *Academic Departments:*

Accounting  
Economics & Finance  
Information Systems & Analytics  
Management  
Marketing

The Jennings A. Jones College of Business is an accredited member of AACSB International—The Association to Advance Collegiate Schools of Business.



The BBA in Informations Systems offered by the Department of Information Systems & Analytics in the Jennings A. Jones College of Business is ABET accredited.



Computing  
Accreditation  
Commission



# MISSION

**Foster student success** in a large business school with a small school feeling, created by caring, professional faculty interacting with students as individuals in relatively small classes, through proactive student organizations, and in a broad range of other settings, with students' needs constantly of prime consideration;

**Capitalize on its extensive alumni network**—80 percent of Jones College graduates live and work in Middle Tennessee—to provide career opportunities to its students;

**Cultivate a global understanding** and perspective among students that enables them to succeed in the international business community;

**Build the base of knowledge** about business-related theory and practice through basic/discovery scholarship, integration/application scholarship, and teaching/learning scholarship;

**Participate in impactful service** activities that better the university, the broader profession, and the greater community; and

**Produce graduates** from its bachelor's, master's, doctoral, and executive/continuing education programs who are well prepared for challenges and advancements in their chosen careers.

## GUIDING PRINCIPLES

**Accessibility.** Jones College will offer a broad range of programs and delivery alternatives to meet the needs of its various student constituencies.

**Diversity.** Jones College will actively encourage an open and safe environment, appreciating the values, skills, and abilities of everyone involved, recognizing and incorporating the multiplicity of backgrounds, voices, and perspectives in thought and action.

**Ethical Conduct.** Jones College personnel will pursue their professional responsibilities with diligence, integrity, and authenticity, continually improve their professional knowledge and skills, and demonstrate concern for the interests and well-being of those affected by our actions.





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# ACADEMIC ADVISING

## Undergraduate Advising Office

The Jones College of Business Advising Center promotes student success and retention through engagement activities; guides students in the decision-making process for attaining educational, career, and personal goals; assists students with [academic planning](#) to facilitate [graduation](#); and makes internal and external referrals when necessary.

### Location and Contact Information

Business and Aerospace Building (BAS) N216

615-904-8063

[www.mtsu.edu/busadv](http://www.mtsu.edu/busadv)

## Your Academic Advisor

Students are assigned an academic advisor during orientation or during their first advising meeting. All our staff are equipped to advise in all majors and minors in the college, so even if you change your major, if you stay within the Jones College of Business, you keep the same advisor.

## Scheduling an Appointment

There are multiple ways to schedule an appointment. Your advisor is listed in PipelineMT.

- Use the [Jones College of Business Mobile Application](#).
- Log in to PipelineMT > Click on Registration & Student Records > Find the Priority Registration Tools box. Click on Schedule an Advising Appointment.
- Go to our [advising website](#) and click on the Schedule an Advising Appointment button.
- Go to QUICKLINKS on the MTSU homepage and click Schedule an Advising Appointment.
- Call the office at 615-904-8063: the best option for students who are changing majors into the Jones College.

## Student and Advisor Responsibilities

### Student Responsibilities

- Communicate professionally.
- Regularly schedule and attend appointments with your academic advisor.
  - ✓ Cancel the appointment if you know you are no longer available.
  - ✓ Call the office if you will be checking in late, as you may need to be rescheduled.
- Before the appointment, review major/program policies and requirements using DegreeWorks via PipelineMT or the [MTSU Undergraduate Catalog](#) and make a list of questions and/or concerns.
- Keep a record of your academic progress using your [upper division form](#) or your academic map.

### Advisor Responsibilities

- Foster a supportive and encouraging partnership between student and advisor.
- Encourage and guide students to define and develop realistic educational goals.
- Stay informed of and accurately communicate university/college/program requirements and policies.
- Empower students to take responsibility for their own academic success.
- Be available for appointments during office hours.
- Stay knowledgeable of MTSU resources and make referrals when appropriate.

## Advising and Registration Timeline

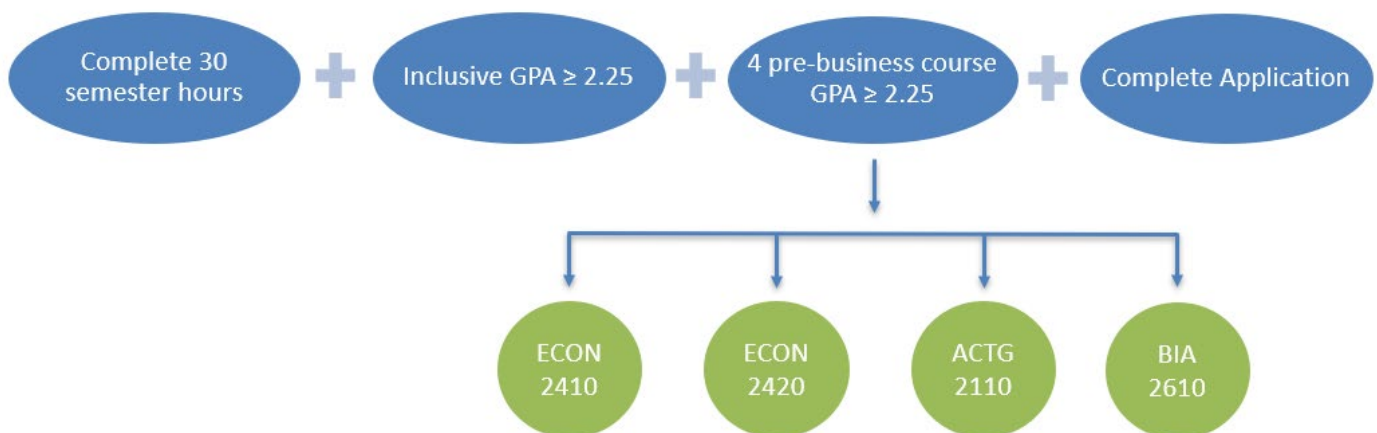
Plan to meet with your advisor at least once a semester, but more if needed. **The ideal time to schedule an appointment is in October and March before [Priority Registration](#).** Seeing your advisor during this time period guarantees that you are prepared to register when your priority registration day and time arrives.

## JONES COLLEGE ADMISSION

### Jones College Admission Policy

Students who choose a major in the Jones College must meet minimum standards to progress into junior and senior level major (MAJ) courses. Once the standards are met, students fill out the [Jones College Admission Application](#).

The inclusive GPA includes all college level course work and is found in **PipelineMT>Registration & Student Records>Academic Records>GPAs**.



A [pre-business GPA calculator](#) is provided on the JCB Advising website.

Students who do not meet candidacy during the first attempt are able to repeat courses to improve GPAs. This is not a competitive program. Any student who meets these requirements is admitted to the Jones College upon receipt of the application.

### Successful Progression to Jones College Admission

- Do well early in your academic career. Your General Education classes are important. The more credit hours you accumulate, the harder it is to improve your GPA.
- Start your course sequences as soon as you can. ACTG 2110 requires prerequisites of ENGL 1010 and a college level Mathematics so it is important to get these started.
- The pre-business GPA is an average. Start out strong in ECON 2410 and 2420 during your first year. This will reduce the stress of having to make a minimum grade in ACTG 2110 and BIA 2610 during your second year.
- Use free tutoring and other academic resources. Tutoring exists for all the pre-business classes.

# ACADEMIC CURRICULUM

## General Education

Each MTSU student must complete 41 semester credit hours of [General Education](#) in six areas: **Communication, History (US), Humanities and Fine Arts, Mathematics, Natural Sciences, and Social and Behavioral Sciences**. Business majors are required to take specific courses in both Mathematics and Social and Behavioral Science areas.

## Business Core

Each BBA degree in the Jones College of Business requires successful completion (minimum average 2.0) of a common body of courses called the business core. Regardless of the major, all BBA students must complete the following courses:

### Lower Division (Freshmen and Sophomore Level)

ACTG 2110	Accounting Principles I	ECON 2140	Principles of Macroeconomics
ACTG 2120	Accounting Principles II	ECON 2420	Principles of Microeconomics
BIA 2610	Statistical Methods		

### Upper Division (Junior and Senior Level)

BIA 3620	Introduction to Business Analytics	INFS 3100	Management Information Systems
BLAW 3400	Legal Environment of Business	MGMT 3610	Principles of Management
BUS 3000	Dale Carnegie	MKT 3820	Principles of Marketing
FIN 3010	Principles of Corporate Finance	BUAD 4980	Strategic Management

### BUAD 4980

This course is taken in the last semester and requires the following prerequisites: BLAW 3400, FIN 3010, INFS 3100, MGMT 3610, and MKT 3820.

## Writing Intensive (W)

One writing intensive course is also required. Refer to your upper division form or DegreeWorks to find which of the following courses is required for your major.

BCED 3510	ECON 4620	MGMT 3620	MKT 4890	FIN 4780
Business	Econometrics	Supply Chain	Marketing	Behavioral
Communication	and Forecasting	Operations	Management	Economics and
				Finance

## Business Electives

Each course starts with a three- or four-letter prefix. A business elective is a course with any of the following prefixes: ACTG, BCED, BIA, BLAW, BUAD, BUS, ECON, ENTR, FIN, INFS, LEAD, MGMT, MKT.

### Popular choices at the freshmen and sophomore level include:

BCED 1400 Introduction to Business	ECON 2110/FIN 2010 Personal Financial Planning
ENTR 2900 Entrepreneurship	INFS 2200 Introduction to Microcomputing
INFS 1300 Introduction to Cybersecurity	

Students should consider saving the business elective until the junior or senior year if pursuing a second minor, an internship, an approved study abroad, or are considering a change of major.





## COURSE TYPES

### On-Ground

A course that meets in a classroom during the listed days and times.

### Blended

A combination of in-person and online instruction. Marked with a B or DB in the section number. A course with a DB section number will meet less than 50% of the time in-person.

### Online (Asynchronous)

Instruction is entirely online in D2L. Instructors are listed without meeting days and times. Students work at their own pace and meet deadlines established in the course syllabus. These courses have a D in the section number.

### Synchronous (Remote)

A course in which all instruction is delivered online in Zoom or Microsoft Teams. Days and times are listed without a location since the course is not held on campus. Students should be available to meet virtually for instruction. These courses have a D in the section number.

## CREDIT OPTIONS

### College Level Examination Program (CLEP)

Students may earn college credit by examination for acceptable scores on the CLEP. Students earn semester hours of credit toward graduation based on these computer-based tests, and they do not affect a student's GPA. Passing scores for MATH 1010 are equal to or greater than 45. **All other subject exams have a passing score equal to or greater than 50. Students must wait three months before retaking a test.**

Registration is required and students must show a government-issued photo ID such as a valid driver's license. Visit [Testing Services](#) in the Keathley University Center (room 107) or by calling 615-898-2863. The costs per test are as follows: \$93 CLEP fee, a \$30 MTSU fee. See the Testing Services webpage for the complete list of available CLEP exams.

The following list contains courses required for most business majors. BLAW 3430 is only found in the Accounting and Business Administration majors.

CLEP Examination	Credit	MTSU Course
Calculus	4	MATH 1910
Financial Accounting, Principles of Accounting I	3	ACTG 2110
Introductory Business Law	3	BLAW 3430
Principles of Macroeconomics	3	ECON 2410
Principles of Microeconomics	3	ECON 2420
Principles of Management	3	MGMT 3610
Principles of Marketing	3	MKT 3820



## Credit by Special Examination (Undergraduate) or “Challenge Exam”

Any student enrolled in the University who receives departmental approval is eligible to receive credit by special examination for certain MTSU courses.

- Students seeking credit by examination should, on forms provided by the Admissions Office, request approval from the chair of the department or director of the school in which the course is offered.
- A nonrefundable fee of \$20.00 is charged for each semester hour of credit at the Admissions Office.
- The form for approval to post credit by special examination must be received in the Admissions Office no later than two weeks prior to the first day of final exams for a specified semester.
- No student can repeat a special examination in a given course within one year.
- The student will receive credit, as P (Pass) on the student’s transcript, upon passing the examination with a minimum equivalent grade of C.
- Credit by special examination cannot be used in the determination of the 25 percent credit earned through instruction offered by MTSU.

The following are courses available for Credit by Special Examination in the Jones College (see the department chair to inquire about any courses not listed):

### ACTG 2120—Principles of Accounting II

Please contact the Department of Accounting at 615-898-2558 (BAS N425A) to make an appointment to take the exam and for suggestions on how to prepare for the exam. Review of any current text covering the appropriate topics.

### ACTG 3110 and 3120—Intermediate Accounting I & II

Please contact the Department of Accounting at 615-898-2558 (BAS N425A) to make an appointment to take the exam and for suggestions on how to prepare for the exam. Review of any current text covering the appropriate topics.

### ACTG 3310—Cost Accounting

Please contact the Department of Accounting at 615-898-2558 (BAS N425A) to make an appointment to take the exam and for suggestions on how to prepare for the exam. Review of any current text covering the appropriate topics.

### INFS 2200—Introduction to Microcomputing

The exam is hands-on covering advanced MS Excel skills. Please contact the ISA department at 615-898-2362 (BAS N333), [ISA@mtsu.edu](mailto:ISA@mtsu.edu), for information on how to schedule the exam. Major topics covered on the exam include Microsoft Excel, finance, date & time, logic, math, lookup, formulas, aggregate functions, pivot tables, and pivot charts. Talk with an INFS 2200 instructor for additional insights and suggested texts.

### INFS 3100—Principles of Management Information Systems

The exam is multiple choice, true/false, and fill-in-the-blank. Please contact Dr. Jong-Sung Lee at 615-898-5938 (BAS N354) or [Jong-Sung.Lee@mtsu.edu](mailto:Jong-Sung.Lee@mtsu.edu), to make an appointment to take the exam. Major topics covered on the exam include information systems technology, applications, and development and management. Review your textbook to prepare for the exam. A suggested text to review is MIS10, 10th edition, by Hossein Bidgoli.

## Prior Learning Assessment (PLA)

Commonly referred to as credit for work experience, credit is only granted after successful completion of PRST 3010. Prior Learning Assessment and is only available to students who qualify for a specific BS degree plan within the Jones College of Business. If interested, discuss with a Jones College advisor. Credit earned through PLA cannot be used towards any MTSU residency requirement used to determine the meeting of graduation requirements.

## Validation Exams

Jones College permits a lower-division transfer course to satisfy a specific upper-division business course requirement after a student successfully passes an MTSU comprehensive examination for the course under consideration.

- The department chair grants approval to take a comprehensive exam based on a review of the educational background of the student.
- Students must attain a proficiency level of 70 percent or higher to pass such an exam. When a student passes the exam, the department chair will recommend a course substitution using the lower-division transfer course or courses to meet an upper-division course requirement.
- Students may attempt the test two times provided at least four months have passed since the last test was attempted.

Exams are available for the following courses:

### **BLAW 3400—Legal Environment of Business**

The exam is 100 multiple-choice questions. Major topics covered on the exam include government regulation of business, law and the legal system, employment discrimination, and torts. The exam is offered Monday through Thursday from 8:00 AM to 3:00 PM in BAS N425. A study sheet is available [online](#) or in the Accounting Department.

### **BCED 3510—Business Communication**

The exam may include multiple choice and essay questions or writing performance assignments. Please contact the Marketing department at 615-898-2902 (BAS N429) for date exam is given each semester. Review your class notes and textbook to prepare for the exam.

### **FIN 3010—Principles of Corporate Finance**

Please contact the Economics and Finance Department at 615-898-5059 (BAS N331) or 615-898-5749 (BAS N329) to make an appointment to take the exam. Review your class notes and textbook to prepare for the exam.

### **INFS 3100—Principles of Management Information Systems**

The exam is multiple choice, true/false, and fill-in-the-blank. Please contact Dr. Jong-Sung Lee at 615-898-5938 (BAS N354), [jongsung.lee@mtsu.edu](mailto:jongsung.lee@mtsu.edu), to make an appointment to take the exam. Major topics covered on the exam include information systems technology, applications, and development and management. Review your textbook to prepare for the exam. A suggested text to review is MIS10, 10th edition, by Hossein Bidgoli.

### **MGMT 3610—Principles of Management**

The exam is a 100-question multiple choice exam. Please contact the Management Department at 615-898-2736 (BAS N121) for a review sheet and to make an appointment to take the exam. Review key terms and concepts in any recent principles of management text.

### **MGMT 3620—Supply Chain Operations**

The exam may include definition, short answer, problem solving, and identification questions. Please contact the Management Department at 615-898-2736 (BAS N121) to make an appointment to take the exam. Review key terms and concepts in any recent production and operations/supply chain systems text.

### **MKT 3820—Principles of Marketing**

The exam may include definition, identification, and short answer questions. Please contact the Marketing Department at 615-898-2902 (BAS N429) for a review sheet and to make an appointment to take the exam. Review terms and concepts in any recent principles of marketing text.



# PROFESSIONAL DEVELOPMENT OPPORTUNITIES

## Beta Gamma Sigma

Election to membership in ΒΓΣ is the highest scholastic honor that a student in a school of business can achieve. Membership is restricted to students of high scholarship in institutions with programs accredited by AACSB International— Association to Advance Collegiate Schools of Business. Beta Gamma Sigma has three purposes:

1. to encourage and reward scholarship
2. to promote advancement of education in business
3. to foster integrity in the conduct of business operations

Beta Gamma Sigma is open to business majors. To be eligible for membership, a student must rank in the top 7% of the junior class, top 10% of the graduating senior class, or top 20% of the graduating master's class. Students elected to membership are publicly recognized at an initiation ceremony during the spring semester. Graduating ΒΓΣ members are invited to wear an "honor cord" as part of their academic regalia at graduation.

## Career Development Center

[The Career Development Center](#) assists students in the Jones College of Business with all aspects of the career decision-making and job search processes. Career advisors work with students to target a career related to their major through individual guidance then support the entire proactive job search process from seeking supervised internships to securing full-time, entry-level positions. Career Fairs, workshops, and job and internship postings are now on [Handshake](#).

## Competitions, Connections, and Programs

The Jones College of Business and its departments offer many special events, networking groups, competitions, and programs. These include but are not limited to:

- Accounting Connections
- Blue Raider Finance Network
- Business Plan Competition
- Department/Major Specific Career Fairs and Networking Events
- Global Entrepreneurship Week
- Jones College of Business Leadership Summit
- Non-Profit & Social Innovation Student Summit
- Volunteer and Internship Fairs
- TVA Investment Challenge

Consult your academic advisor, faculty advisor, professors, and departments for more information.

## Dale Carnegie

A required course for all BBA students, BUS 3000 Dale Carnegie Seminar, develops the soft skills that employers desire in job candidates. It is an important addition to any Jones College student's resume. This course helps students:

- develop self-confidence and the skills to lead others.
- strengthen the ability to relate to and motivate others.
- enhances the ability to communicate effectively, reduces stress, and promotes a positive self-image.

The Jones College partnership with Dale Carnegie Training is unique in the US and exclusive in Tennessee.

## Honors College (University)

The Business Honors Program is part of the campus-wide University Honors College leading to a business degree with University Honors. Benefits include:

- meeting the special needs of high-ability students who intend to pursue careers and/or graduate studies in business.
- small classes offered at convenient hours and excellence of instruction.
- personal contact between Honors students and Honors faculty.

Honors work is an educational adventure for students who are eager to grow intellectually, to think, to react, to interact, and to develop their potential abilities as fully as possible.

Eligible students may take honors courses or choose to complete the requirements to graduate from the Honors College by completing a series of required courses. For more information, consult with an Honors College Advisor in the Paul W. Martin Sr. Honors Building, Room 205, or 615-898-2152.

## IGNITE

[IGNITE](#) is a professional development program open to all Jones College of Business majors designed to:

- increase awareness of career preparation issues.
- develop knowledge and skills to navigate the process of landing a professional entry level job.
- instill confidence to compete for jobs in a chosen field.

Multiple events are offered to students in the fall and spring semesters in the areas of career development, business engagement, leadership and involvement, and workshops. Students may earn a certificate of completion.

## Internships

Students may inquire about internships and approval by speaking with their major departments designated Internship coordinator. The internship coordinator must approve the internship before the actual position begins, especially if course credit is the goal. The internship coordinator is the instructor on the major internship course.

## Study Abroad

Study abroad participation allows students to experience another culture firsthand, expand their worldviews, and enhance future employment opportunities. To encourage an international educational experience, Jones College provides \$1000 Study Abroad Scholarships to eligible Jones College majors. Application materials and information are available on the [Jones College website](#). Students must meet with the [Office of Education Abroad](#) and be [formally admitted to the Jones College](#) prior to completing the scholarship application.

## Student Organizations

Membership in [several professional and honorary business organizations](#) is available to students.



## RESOURCES

### [BUS 1000: Introduction to Jones College – 1 credit hour elective](#)

BUS 1000 familiarizes students with the Jones College of Business and its majors. It emphasizes major exploration, career planning, and academic student success. Students who take BUS 1000 become acquainted with major requirements and expectations within the Jones College, identify career options consistent with interests, skills, and personality, and engage with members of the Jones College.

### [DegreeWorks](#)

DegreeWorks is a degree audit system that uses “real time” reporting so students and advisors can monitor progress toward degree completion. DegreeWorks, found in PipelineMT, provides visual indicators showing whether course requirements have been met or are currently in progress. Courses and/or other graduation requirements not yet completed are listed to assist students in planning class schedules for an upcoming registration. The Firefox browser should be used to access DegreeWorks.

### [Grammarly](#)

As a business major taking a Jones College of Business classes, you can use [Grammarly Premium](#) for free. Grammarly is the world’s most accurate grammar, style, spelling, and plagiarism checker.

### [LinkedIn Learning with Lynda.com Content](#)

MTSU students have **free** access to this online training video library. Tutorials are available for everything from accounting and Excel to writing and web design. Visit your PipelineMT account under the Resources page to learn how to access your account.

### [Mid-Term Grades](#)

Mid-Term grades, also called the academic progress report, gives you an indication of your progress mid-way through the semester and are reported for every undergraduate course. The academic progress report reflects feedback from a professor, which could include an estimated grade and/or comment. An email notification is sent to you if a report is posted. Details related to the report are accessed in [PipelineMT](#) > Registration & Student Records > Academic Records > Academic Progress Report.

### [Tutoring](#)

The Jones College of Business offers free tutoring and tutoring is offered in many other subjects. Tutoring via [MTSU’s Tutoring Spot](#) will take place remotely via Zoom until further notice. Enter the course subject and number in the Course ID box. Zoom links for access to tutoring become available during the actual day of tutoring.

### [University Writing Center](#)

The University Writing Center assists writers of various experiences, backgrounds, and skill levels in developing responsible, informed writing practices. The [UWC](#) offers online appointments via live chats and a document drop.

# STUDENT AID

## MT One Stop

Stop by the MT One Stop for any of the following issues:

- Admission Re-enrollment Applications
- Financial Aid and Scholarships
- Payment Plans
- Tuition and Billing
- Transcripts

## College and Departmental Scholarships

The Jones College of Business and its individual departments award scholarships during the annual E.W. “Wink” Midgett Awards Ceremony. A full list of opportunities is listed on the Jones College of Business [website](#).

## Course Program of Study (CPoS)

There is an important emphasis in federal financial aid rules that could cause scholarships, loans, and grants to be reduced if students enroll in the wrong classes. Only courses required for degree completion can be used to determine aid eligibility for federal financial aid programs such as grants, work-study, and loans.

### Important steps to remember:

- Meet with your advisor and plan your schedule for each semester.
- Keep up with changes to your major and minor and inform your advisor of these updates.
- Check PipelineMT to ensure your majors and minors are correctly declared.
- Dropping or not attending classes can negatively impact your eligibility for current and/or future aid.
- View required courses in your degree program by using DegreeWorks in your PipelineMT account.
- To view if your courses are eligible or ineligible go to PipelineMT > Registration & Student Records > Academic Records > Coursework Toward Program of Study > Select the current term.

## Emergency Aid

### MTSU Student Micro-Grants

These funds are awarded as grants and do not have to be repaid. These grants are available up to an amount of \$250 and are available to undergraduate and international students. Occasionally, the Jones College may be able to provide additional aid beyond \$250. Applications are available [online](#). Students may be awarded the micro-grant only once during their tenure at MTSU.

### [The Career Closet](#)

#### Keathley University Center (KUC) – Room 327

[The Career Closet](#) provides MTSU students with gently used professional attire. Professional attire is important for interviews, internships, and professional presentations. Students may acquire one (1) full outfit each school year. Student workers and/or Career Center staff are available to assist you in finding professional attire that meets your needs.

### [Student Food Pantry at MTSU](#)

#### Student Services and Admissions Center (SSAC) – 2<sup>nd</sup> Floor

Any currently enrolled student with a valid MTSU ID can access the pantry.

### [Emergency Loans](#)

Students needing a small emergency loan may inquire about options at the MT One Stop and the Financial Aid Office.



# FREQUENTLY ASKED QUESTIONS

## What is my major?

You can find your major in your PipelineMT account:

- ➔ Log in to PipelineMT
- ➔ Registration and Student Records
- ➔ DegreeWorks

## How do I read my Upper Division (UD) form?

Your [Upper Division form](#) is your course map to graduation. It is divided into 4-year blocks: FRESHMAN, SOPHOMORE, JUNIOR, and SENIOR. Each grade box represents a course you must complete. As you pass courses, fill in the grade boxes. The remaining blank boxes represent courses you will need to complete. As you meet with your advisor, you will be ready to discuss courses needed for the upcoming semester.

## What is a business elective?

A business elective is a course containing a business prefix (ACTG, BCED, BIA, BLAW, BUAD, BUS, ECON, ENTR, FIN, INFS, LEAD, MGMT, and MKT). Popular choices at the freshman and sophomore level include BCED 1400, ENTR 2900, FIN 2010, INFS 1300 and INFS 2200. Students may choose to save the business elective until their junior/senior year for an alternate minor, an internship, approved study abroad, or a possible change of major.

## Do I have a minor? If so, what is it?

All BBA majors have a built-in minor listed in DegreeWorks and on the back of the Upper Division form. The Business Administration major includes the Economics/Finance minor. All other BBA degrees include the Business Administration minor. The Jones College of Business offers many other minors. If interested, please speak with your advisor.

## What year am I?

- 0-29 semester hours: Freshman
- 30-59 semester hours: Sophomore
- 60-89 semester hours: Junior
- 90+ semester hours: Senior

Look in PipelineMT at your Academic Records to find out how many credits you have successfully completed.

## What happens if I do not meet Jones College Admission?

Jones College Admission is not competitive, and courses can be repeated to achieve candidacy. It is important that you meet with an advisor to discuss your options. We want you to be successful and that may mean exploring other major options.

## Why won't PipelineMT allow me to sign up for major classes?

It most likely means you do not meet [Jones College Admission requirements](#) or you did not fill out the [Application to Major in Jones College of Business form](#). Contact your advisor for details.

## When am I going to graduate?

This is a great question for your academic advisor. Bring your updated [Upper Division form](#) to a schedule advising appointment. We will go over your form and help you identify when you will be ready to graduate.

## Do you offer an online program?

If you are looking for an online major option, please speak with your academic advisor.

## JONES COLLEGE DEFINITIONS

**Academic Advisor** – a person who is an expert in a college’s degree requirements, university policies and procedures, who helps students achieve a timely graduation

**BAS N** – North side of the Business and Aerospace Building; Locations for the advising center, deans, departments, and professors

**BAS S** – South side of the Business and Aerospace Building; Classroom locations

**BBA and BS** – Bachelor of Business Administration and Bachelor of Science

**Business Elective** – a course taught in the Jones College of Business with one of the following prefixes: ACTG, BCED, BIA, BLAW, BUAD, BUS, ECON, ENTR, FIN, INFS, LEAD, MGMT, MKT

**Business Core** – common courses for Jones College majors; listed as CORE on the Upper Division form

**Catalog Year** – the year a student enters the University; corresponds with a catalog and listed curriculum requirements

**Credit Hour** – one hour of class a week

**EXL** – a course that incorporates experiential learning; learning by doing; associated with the [EXL Scholars Program](#)

**Faculty Advisor** – a person who teaches subjects in a student’s major field of study who acts as a mentor

**Freshman** – a student who has earned between 0-29.99 credit hours

**Intent to Graduate** – a form that must be completed by the student and handed in two semesters before graduation

**Junior** - a student who has earned between 60-89.99 credit hours

**Lower Division** – 1000 and 2000 level courses

**MT Engage** – a course using integrative thinking and reflection; associated with the [MT Engage Program](#)

**Pre-Business Courses** – Macroeconomics, Microeconomics, Accounting Principles I, and Statistical Methods

**Prefix** – the three or four digit letter combination before the course number; also called a rubric or subject

**Prerequisite** – a course that is required to be taken before another course

**Priority Registration** – the two weeks in April and November when currently enrolled students register for the following term or terms

**Purge** – the day classes are dropped from student schedules for non-payment and/or confirmation of attendance

**Sophomore** – a student who has earned between 30-59.99 credit hours

**Senior** - a student who has earned 90+ credit hours

**Supplemental Instruction (SI)** – a peer-assisted, group study and discussion method available to students in SI courses.

**Upper Division** – 3000 and 4000 level courses

**Upper Division Form** – official advising sheet that contains courses, the admission policy, and graduation requirements

# ACCOUNTING

BAS N425

615-898-2558

Interim Department Chair: Dr. Kim Honaker

Courses Taught: ACTG and BLAW

## Major Requirements

ACTG 3110 Intermediate Accounting I

ACTG 4620 External Auditing

ACTG 3120 Intermediate Accounting II

ACTG 4110 Financial Accounting Standards

ACTG 3310 Cost Accounting

ACTG Elective

ACTG 4510 Accounting Systems

ACTG Elective

ACTG 4550 Introduction to Federal Tax

## Accounting Elective Options

ACTG 4310 Accounting for Decision Making

ACTG 4680 Forensic Accountancy and Fraud Auditing

ACTG 4610 Governmental Accounting and Reporting

ACTG 4840 Study Abroad

ACTG 4640 Internal Auditing

## Internship

ACTG 4420 Accounting Internship is a business elective or general elective. This course does not fulfill an ACTG elective in the major.

## Notes

- The [Intermediate Accounting Pathway Exam](#) is required upon enrolling in ACTG 3110.
- Students who do not pass the admission exam will take ACTG 3100 before taking 3110. ACTG 3100 may be used as an ACTG elective in the major.
- Accounting majors must have a C or higher in all ACTG courses.
- Students are limited to a maximum of three attempts in each ACTG 3100, 3110, and 3120. The grade of W is included in the attempt count.
- C-/D/F/W ACTG grades must be repeated at MTSU.

## Accounting is

the practice of and knowledge about methods for recording transactions, keeping financial records and performing internal audits. It can also include reporting and analyzing financial information, reporting those findings to management and advising on taxation matters. <https://www.efficientlearning.com/accounting-career-guide/>

## Careers

Public Accountant

Government Accountant

External Auditor

Management Accountant

Internal Auditor

Financial Analyst

## CPA questions:

[Dr. Tammy Bahmanziari or Ms. Monica Davis](#)



# BBA ACCOUNTING

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 College Mathematics for M/S/L Sciences	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4 4		
<b>Elective</b>	3		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
<b>Elective</b>	1		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3 3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3 3		
<b>Elective</b>	3		
INFS 2200 Intro to Microcomputing	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, sophomore standing & college level mathematics course	Min. C
<b>CORE:</b> ACTG 2125 Principles of Accounting II	3	ACTG 2110	Min. C
<b>CORE:</b> BIA 2610 Statistical Methods	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620 Intro Business Analytics	3	BIA 2610, junior standing	
<b>CORE:</b> INFS 3100 Principles of Mgmt. Information Systems	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>MAJ:</b> ACTG 3110 Intermediate Accounting I	3	ACTG 2120 or 2125 with min. C, junior standing	Min. C
<b>MAJ:</b> ACTG 3120 Intermediate Accounting II	3	ACTG 3110 and 4510 with min. C, junior standing	Min. C
<b>MAJ:</b> ACTG 3310 Cost Accounting	3	ACTG 2120 or 2125 with min. C, junior standing	Min. C
<b>MAJ:</b> ACTG 4510 Accounting Systems	3	ACTG 2120 or 2125 with min. C, INFS 2200, junior standing	Min. C

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> MGMT 3620 Supply Chain Operations	3	Junior standing	
<b>MAJ:</b> ACTG Elective	3	Junior standing, depends on specific course chosen	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
BLAW 3430 Commercial Law	3	Junior standing	
<b>MAJ:</b> ACTG 4550 Intro to Federal Income Tax	3	ACTG 3110 with min. C, junior standing	Min. C
<b>MAJ:</b> ACTG 4620 External Auditing I	3	ACTG 3120 & 4510 with min. C & junior standing	Min. C
<b>MAJ:</b> ACTG Elective	3	Junior standing, depends on specific course chosen	Min. C
<b>MAJ:</b> ACTG 4110 Advanced Financial Accounting	3	ACTG 3120 with min. C, junior standing	Min. C
<b>Elective</b>	3		
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

# BUSINESS ADMINISTRATION

BAS N121

615-898-2736

Department Chair: Dr. Deana Raffo

Courses Taught: BUAD, ENTR, LEAD, and MGMT

## Major Requirements

ACTG 3020, 3110, or 3310

BLAW 3430, 3460, 4470, 4490, 4500

MGMT 3810, 4200, or 4680

MGMT 4710, MKT 4510, or ECON 4440

MGMT 3640, 3705, 3715, 3720, 3725, 3730, 3750, or 4700

MKT Upper Division Elective

MGMT 3890 or 3940 or MKT 3825 or 3930

MKT Upper Division Elective

## Marketing (MKT) Elective Options

- A Marketing Upper Division Elective is any 3-credit course with an MKT prefix at the 3000 or 4000 level, except MKT 3010, 3200, and 4990.
- Students must meet prerequisites. Some MKT courses are restricted to Marketing majors. MKT 3820 is a prerequisite for most MKT courses.

## International Courses

Each student in the Business Administration major is required to take one of the following three courses. A few Jones College faculty offer this course as a summer study abroad opportunity. Please meet with your advisor to discuss study abroad options and how to pick out major courses to maximize your study of international topics.

MGMT 4710 International Business, MKT 4510 International Marketing, or ECON 4440 International Economics

## Business Administration is

a major for students who wish to pursue a general business career but do not wish to select a specific business area. The student will leave the program equipped with managerial, communication, and decision-making skills.

## Careers

Account Representative

Facilities Coordinator

Retail Manager

Banker

Loan Officer

Sales Manager

Escrow Closer

Not-for-Profit Manager

Entrepreneur

Recruiting Manager

Financial Planner

# BBA BUSINESS ADMINISTRATION

## Economics & Finance Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 or 1810	3	2 yrs. high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	3		
Elective	1		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>CORE:</b> MGMT 3620 Supply Chain Operations	3	Junior standing	
Business Elective	3		
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>MAJ:</b> ACTG 3020/3110/3310 Managerial Actg./Intermediate Actg./Cost Actg.	3	Jr standing; <b>3020:</b> ACTG 2120; <b>3110:</b> ACTG 2120 min. C; <b>3310:</b> ACTG 2120 min. C	

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>MAJ:</b> MGMT 3640/3705/3715/3720/3725/3730/3750/ 4700	3	Jr standing; <b>3640:</b> BIA 2610; <b>3720, 3730 &amp; 4700:</b> MGMT 3620	
<b>MAJ:</b> MGMT 3810/4200/4680	3	Junior standing; <b>4680:</b> MGMT 3610	
<b>MAJ:</b> MKT 3825/3930 or MGMT 3890/3940	3	Junior standing; <b>3825:</b> MKT 3820 <b>3930:</b> MKT 3820 & BIA 2610; <b>3890:</b> MGMT 3610	
<b>MAJ:</b> BLAW 3430/3460/4470/4490/4500	3	Junior standing	
<b>MIN:</b> FIN 2010/FIN UD Elective or Elective Alt. Bus. Minor	3	<b>UD Electives:</b> Junior standing; depends on specific course chosen	
<b>MAJ:</b> MGMT 4710, MKT 4510, or ECON 4440	3	Jr standing; <b>4710:</b> MGMT 3610; <b>4510:</b> MKT 3820; <b>4440:</b> ECON 2410 & 2420	
<b>MIN:</b> ECON Upper Division Elective or Elective Alt. Bus. Minor	3	Junior standing; depends on specific course chosen	
<b>MAJ:</b> MKT Upper Division Elective	3	Jr standing; MKT 3820, depends on specific course chosen	
<b>MAJ:</b> MKT Upper Division Elective	3	Jr standing; MKT 3820, depends on specific course chosen	
<b>CORE:</b> BUAD 4980 Strategic Management	3	Sr standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU



# BUSINESS INNOVATION AND ENTREPRENEURSHIP

BAS N121

615-898-2736

Department Chair: Dr. Deana Raffo

Pam Wright Chair of Entrepreneurship: Dr. Joshua Aaron

Courses Taught: BUAD, ENTR, LEAD, and MGMT

## Major Requirements

ENTR 2900 Entrepreneurship

MKT 3200 Marketing for Entrepreneurs

ENTR/MGMT 3600 Innovation Acceleration (Check Course Rotation)

ENTR 4950 Entrepreneurship Applied Experience

ENTR 3650 New Venture Creation

ENTR/MGMT 4920 Small Business Management

ENTR 4620 Business Plan Development (Check Course Rotation)

ENTR 4100 Family Business/ENTR 4255 Social Entrepreneurship /MGMT 3730 Management of Innovation (pick one)

ENTR/FIN 3040 Entrepreneurial Financial Management

ENTR/MGMT/MKT Upper Division Elective (pick one)

## ENTR/MGMT/MKT Elective Options

Students choose either one 3-credit 3000 or 4000 level course with the ENTR (Entrepreneurship), MGMT (Management) or MKT (Marketing) prefix.

Some MGMT and MKT electives that complement this major include:

MGMT 3890 Managerial Decision Making

MKT 3825 Measuring Marketing Performance

MGMT 4000 Not-for-Profit Management

MKT 3900 Social Media Marketing

MGMT 4200 Leadership

MKT 3930 Market Research

Many more elective options exist. Please consult your advisor or Dr. Aaron for the course that best compliments your business venture.

## Entrepreneurship is

for students who want to launch or grow a business and for those who are interested in entrepreneurial work in corporations. This major prepares for these challenges and focuses on the development and management of this venture. Students learn key aspects of Entrepreneurship including organizing ideas, requirements, and capabilities necessary for starting and operating a new venture. The required internship provides valuable hands-on experience.

## Careers

Business Owner

Manager

Sales Specialist

Founder

Product Designer

CEO

Product Manufacturer

# BBA BUSINESS INNOVATION AND ENTREPRENEURSHIP

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 or 1810	3	2 yrs. high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
<b>MAJ:</b> ENTR 2900 Entrepreneurship	3		
Elective	1		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>CORE:</b> MGMT 3620 Supply Chain Operations	3	Junior standing	
<b>MAJ:</b> ENTR/MGMT 3600 Innovation Acceleration	3	Junior standing	Check rotation
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>MAJ:</b> ENTR 3650 New Venture Creation	3	Junior standing; ENTR 2900 or MGMT 3610	

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>MAJ:</b> MKT 3200 Marketing for Entrepreneurs	3	Junior standing; ENTR 2900	
<b>MAJ:</b> ENTR/FIN 3040 Entrepreneurial Financial Management	3	Junior standing; ENTR 2900	
<b>MAJ:</b> ENTR 4620 Business Plan Development	3	Junior standing; ENTR 2900 and 3650	Check rotation
<b>MAJ:</b> ENTR 4100/ENTR 4255/MGMT 3730	3	Junior standing; <b>4100:</b> ENTR 2900 or MGMT 3610; <b>3730:</b> MGMT 3620	
<b>MAJ:</b> ENTR/MGMT 4920 Small Business Management	3	Junior standing; MGMT 3610 or FIN 3040	
<b>MAJ:</b> ENTR 4950 Entrepreneurship Applied Experience	3	Senior standing; ENTR major; 2.50 min. GPA; Permission of Department	
<b>MAJ:</b> ENTR, MGMT, or MKT Upper Division Elective	3	Junior standing; Depends on course chosen	
Business Elective	3		
Elective	3		
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

# BBA ECONOMICS

BAS N329

615-898-5749

Department Chair: Dr. Stuart Fowler

Courses Taught: ECON and FIN

## Major Requirements

ECON 3510 Intermediate  
Macroeconomic Theory

ECON 4440 International  
Economics

ECON Elective

ECON 3520 Intermediate  
Microeconomic Theory

ECON 4620 Econometrics and  
Forecasting

ECON Upper Division Elective

ECON Upper Division Elective

ECON Elective

ECON Upper Division Elective

## ECON Upper Division Elective Options

An ECON Upper Division elective is any 3-credit course with an ECON prefix at the 3000 or 4000 level. ECON UD elective options include but are not limited to:

### Financial Economics

ECON 3210 The Financial System and the Economy  
ECON 3430 Public Finance

ECON 4260 Financial Markets and Institutions  
ECON 4570 Managerial Economics

### Labor Relations

ECON 4490 Industrial Relations Legislations

ECON 4510 Unions and Collective Bargaining

### Public Finance

ECON 3430 Public Finance  
ECON 4310 Problems in Government Finance

ECON 4500 Urban and Regional Economics

## Economics

studies how society allocates scarce resources. It is comprised of two parts: microeconomics and macroeconomics. Microeconomics studies individual firms and consumers and models the decisions they make in various types of markets and other institutional settings. Macroeconomics examines national income, growth, unemployment, and prices that result from the interaction of microeconomic agents.

## Careers

Attorney  
Demographer  
Economic Development Planner  
Economist  
Economic Forecaster

Federal Reserve Officer  
Financial Economist  
Industry Analyst  
Policy Advisor  
Private Business Sector

Public Government Services  
Researcher  
Trade Specialist  
University Professor



# BBA ECONOMICS

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 College Mathematics for M/S/L Sciences	3	2 yrs. high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
MATH 1810 or 1910 Applied Calculus I/Calculus I	3	<b>1810:</b> > MATH ACT 19 or MATH 1710; <b>1910:</b> See catalog	
Elective	1		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>MAJ:</b> ECON Elective	3	Depends on course chosen	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>MAJ:</b> ECON 3510 Intermediate Macroeconomic Theory	3	Junior standing; ECON 2410; ECON MAJORS ONLY	Check rotation
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>MAJ:</b> ECON 3520 Intermediate Microeconomic Theory	3	Junior standing; ECON 2410 & 2420; ECON MAJORS ONLY	Check rotation
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Elective	3		
<b>MAJ:</b> ECON 4440 International Economics	3	Junior standing; ECON 2410 & 2420	Check rotation
Business Elective	3		
<b>MAJ:</b> ECON Elective	3	Depends on course chosen	
<b>MAJ:</b> ECON Upper Division Elective	3	Junior standing; Depends on course chosen	
<b>MAJ:</b> ECON Upper Division Elective	3	Junior standing; Depends on course chosen	
<b>MAJ:</b> ECON Upper Division Elective	3	Junior standing; Depends on course chosen	
Business Elective	3		
<b>CORE/MAJ:</b> ECON 4620 Econometrics & Forecasting	3	Junior standing; ECON 2410, 2420, MATH 1810 or 1910	Check rotation
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

# BS ECONOMICS

BAS N329

615-898-5749

Department Chair: Dr. Stuart Fowler

Courses Taught: ECON and FIN

## Major Requirements

ECON 3210 The Financial System and the Economy	ECON 3520 Intermediate Microeconomic Theory	ECON Upper Division Elective
ECON 3510 Intermediate Macroeconomic Theory	ECON 4440 International Economics	ECON Elective
	ECON Upper Division Elective	ECON Elective

## ECON Elective Options

An ECON Upper Division elective is any 3-credit course with an ECON prefix at the 3000 or 4000 level. Please refer to the BBA information sheet in this handbook for ECON elective options.

## Bachelor of Science in Economics

is a degree awarded in the College of Liberal Arts. Faculty and advising are housed in the Jones College of Business. It shares the required ECON courses of its BBA counterpart without requiring its business core. Any student electing the BS alternative should consult with the department chair to develop an acceptable degree program. Students who plan to pursue a Masters and PhD in Economics are highly encourage to speak with economics faculty early in their educational career.

## Required Minor

Students in this program must choose a minor from any of the MTSU's undergraduate colleges.

Popular choices include but are not limited to:

Business Administration	Finance	Political Science
Computer Science	Management	Psychology
Information Systems	Mathematics	Sociology
International Relations	Philosophy	Statistics

## MA – Master of Art in Economics

Students who wish to pursue the MA are strongly encouraged to take MATH 1730, MATH 1910, MATH 1920 and MATH 2010 as electives or minor courses within the BS degree.

# BS ECONOMICS

## A Minor Must be Chosen

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 College Mathematics for M/S/L Sciences	3	2 yrs. high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
MATH 1810 or 1910 Applied Calculus I/Calculus I	3	<b>1810:</b> > MATH ACT 19 or MATH 1710; <b>1910:</b> See catalog	
Non-Business Elective	1		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
Non-Business Elective	3		
Non-Business Elective	3		
<b>CORE:</b> BIA 2610 Statistical Methods or MATH 1530 Applied Stats	3		
Elective	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Elective	3		
<b>MAJ:</b> ECON 3510 Intermediate Macroeconomic Theory	3	Junior standing; ECON 2410; ECON MAJORS ONLY	Check rotation
<b>MAJ:</b> ECON 3520 Intermediate Microeconomic Theory	3	Junior standing; ECON 2410 & 2420; ECON MAJORS ONLY	Check rotation
<b>MAJ:</b> ECON 3210 The Financial System & the Economy	3	Junior standing; ECON 2410	
Elective	3		
Elective	3		
Elective	3		
Upper Division Elective	3		
Upper Division Elective	3		
Non-Business Elective	3		

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>MAJ:</b> ECON 4440 International Economics	3	Junior standing; ECON 2410 & 2420	Check rotation
<b>MAJ:</b> ECON Upper Division Elective	3	Junior standing; Depends on course chosen	
<b>MAJ:</b> ECON Upper Division Elective	3	Junior standing; Depends on course chosen	
ECON 4620 Econometrics & Forecasting	3	Junior standing; ECON 2410, 2420, MATH 1810 or 1910	Check rotation
<b>MAJ:</b> ECON Elective	3	Junior standing; Depends on course chosen	
<b>MAJ:</b> ECON Elective	3	Junior standing; Depends on course chosen	
<b>MAJ:</b> ECON Elective	3	Junior standing; Depends on course chosen	
Elective Upper Division	3		
Elective Upper Division	3		
Elective Upper Division	3		

# FINANCE

BAS N329

615-898-5749

Department Chair: Dr. Stuart Fowler

Courses Taught: FIN and ECON

## Major Requirements

FIN 3110 Financial Modeling	FIN 4110 Cases in Finance	FIN Upper Division Elective
FIN 3810 Investments	FIN Elective	FIN Upper Division Elective
FIN 3950 Corporate Finance	FIN Upper Division Elective	FIN Upper Division Elective

## FIN Course Sequencing

**The Finance major contains a course sequence that starts during the first semester of junior year.** Students are strongly encouraged to complete courses using the A1 & A2 terms. See the prerequisite page for details.

## FIN Upper Division Elective Options

A FIN Upper Division elective is any 3-credit course with a FIN prefix at the 3000 or 4000 level. FIN 3000 cannot be used as a FIN elective. FIN UD elective options are:

### Corporate Finance

FIN 4020 Treasury Management	FIN 4910 Options, Futures, and Other Derivatives
FIN 4260 Financial Markets and Institutions	

### Investments

FIN 4810 Portfolio Theory and Management	FIN 4910 Options, Futures, and Other Derivatives
FIN 4900 TVA Investment Challenge	

### Financial Institutions

FIN 3210 The Financial System and the Economy	FIN 4260 Financial Markets and Institutions
FIN 4440 Real Estate Finance	FIN 4360 Management of Financial Institutions

### More FIN UD Electives

FIN 3030	FIN 3120	FIN 4470	FIN 4950
FIN 3050	FIN 3750	FIN 4550	FIN 4990
FIN 3090	FIN 4310	FIN 4730	
FIN 3430	FIN 4430	FIN 4890	

## Finance is

a field that focuses on the financial sectors of modern economies. Students are provided the analytical foundations and an introduction to financial processes and institutions.

## Careers

Commercial Banker	Corporate Investor	Financial Planner	Stockbroker
Corporate Financial Analyst	Relations Specialist	Investment Banker	Trust Officer
	Credit Analyst	Securities Analyst	Valuation Analyst
	Credit Manager	Securities Broker	



# BBA FINANCE

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630/1810/1910	3	See undergraduate catalog	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	3		
Elective	1		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> BCED 3510 Business Communication or FIN 4780	3	Junior standing; <b>4780:</b> ECON 2410 & 2420, FIN 3010	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	Min. C
<b>MAJ:</b> FIN Elective	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>MAJ:</b> FIN 3110 Financial Modeling	3	Junior standing; FIN 3010	

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>MAJ:</b> FIN 3810 Investments	3	Junior standing; FIN 3010	
<b>MAJ:</b> FIN 3950 Corporate Finance	3	Junior standing; FIN 3010	
<b>MAJ:</b> FIN Upper Division Elective	3	Junior standing; Depends on course chosen	
<b>MAJ:</b> FIN Upper Division Elective	3	Junior standing; Depends on course chosen	
FIN 4015 Financial Statement Analysis	3	Junior standing; FIN 3950	
<b>MAJ:</b> FIN 4110 Cases in Finance	3	FIN 3110, FIN 3810, & FIN 3950	
<b>MAJ:</b> FIN Upper Division Elective	3	Depends on course chosen	
<b>MAJ:</b> FIN Upper Division Elective	3	Depends on course chosen	
Business Elective	3		
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

# FINANCE – REAL ESTATE

BAS N329

615-898-5749

Department Chair: Dr. Stuart Fowler

Program Director: Dr. Philip Seagraves

Courses Taught: FIN and ECON

## Major Requirements

FIN 3030 Principles of Real Estate

FIN 3110 Financial Modeling

FIN 3810 Investments

FIN 4430 Real Property Valuation **(fall only)**

FIN 4440 Real Estate Finance **(fall only)**

FIN 4510 Real Estate Brokerage and Management  
**(check course rotation)**

FIN 4550 Real Estate Investment Analysis **(spring only)**

FIN 4470 Real Property Law for Commerce and  
Agriculture or ECON 4500 Urban and Regional  
Economics **(spring only)**

FIN Elective

## FIN Elective Options

The FIN elective is any 3-credit course with a FIN prefix. FIN 3000 cannot be used as a FIN elective.

FIN electives that complement this major include but are not limited to the following:

FIN 3050 Principles of Risk Management and Insurance

FIN 4390 Employee Benefits

FIN 3090 Financial Planning

FIN 4710 Insurance in Estate Planning

FIN 3750 Commercial Insurance

FIN 4890 Internship in Finance

## Real Estate is

a field that focuses on the principles of real property ownership utilization and transfer, mortgage financing, brokerage, management, valuation, subdividing and legislation.

## Careers

Appraiser

Direct Equity Investor

Property Manager

Broker

Home Inspector

Title Analyst Insurance Broker

Contractor

Land Developer

Corporate Asset Manager

Mortgage Lender

# BBA FINANCE – REAL ESTATE CONCENTRATION

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630/1810/1910	3	See undergraduate catalog	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	3		
Elective	1		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
Business Elective	3		
<b>MAJ:</b> FIN 3030 Principles of Real Estate	3	Junior standing; FIN 3010 strongly recommended	
<b>MAJ:</b> FIN 3110 Financial Modeling	3	Junior standing; FIN 3010	

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BCED 3510 Business Communication or FIN 4780	3	Junior standing; 4780: ECON 2410 & 2420, FIN 3010	
<b>MAJ:</b> FIN 4470 Real Property Law for Commerce or ECON 4500 Urban and Regional Economics	3	Junior standing; 4500: ECON 2410 & 2420	Sp. only
<b>MAJ:</b> FIN 4440 Real Estate Finance	3	Junior standing; FIN 3030 & 3010	Fall only
<b>MAJ:</b> FIN 4510 Real Estate Brokerage & Management	3	Junior standing; FIN 3030 & 3010	Check Rotation
<b>MAJ:</b> FIN 4430 Real Property Valuation	3	Junior standing; FIN 3030. FIN 3010 strongly recommended	Fall only
<b>MAJ:</b> FIN 4550 Real Estate Investment Analysis	3	Junior standing; FIN 3030 & 3010	Sp. only
<b>MAJ:</b> FIN 3810 Investments	3	FIN 3010	
<b>MAJ:</b> FIN Elective	3	Depends on course chosen	
Business Elective	3		
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

# INFORMATION SYSTEMS

BAS N333

615-898-2362

Department Chair: Dr. Timothy Greer

Courses Taught: INFS and BIA

## Major Requirements

INFS 2400 Web Development

INFS 2600 Introduction to Software Development and Programming

INFS 3400 Object Oriented Programming with C#.NET

INFS 3800 Information Systems Analysis and Design

INFS 4300 Security Assurance for Information Systems Audit

INFS 4790 Database Design and Development

INFS 3900 Business Data Communications

INFS 4950 Advanced Web-Enabled Application Development

INFS Elective

INFS Elective

## INFS Elective Options

An INFS Upper Division elective is any 3-credit course with an INFS prefix at the 3000 or 4000 level. Some options include but are not limited to:

- Students who like INFS 4300 will probably like INFS 4310.
- Students who want to go into data analytics or visualization should take INFS 4100
- Students interested in programming languages or web development should take BIA 3470
- Students who like INFS 3400 will probably like INFS 3200.

## Information Systems is

where business and technology meet. Students in this major are exposed to opportunities ranging from analytics to creating and managing web applications to designing and implementing network environments.

## Careers

Application Developer

Business Analyst

Data Analyst

Database Administrator

Database Analyst

Information Systems Auditor

Network Administrator

Network Manager

Project Analyst

Project Manager

Systems Analyst

Web Developer

# BBA INFORMATION SYSTEMS

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 or 1810	3	2 yrs. high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	1		
Elective	3		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
MAJ: INFS 2400 Web Development	3		
MAJ: INFS 2600 Introduction to Software Development & Programming	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
Elective	3		
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>MAJ:</b> INFS 3400 Object Oriented Programming with C#.NET	3	Junior standing; INFS 2600	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>MAJ:</b> INFS 3900 Business Data Communications	3	Junior standing; 6 hours of INFS courses	
<b>MAJ:</b> INFS 3800 Information Systems Analysis and Design	3	Junior standing	SPRING REMOTE

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>MAJ:</b> INFS 4300 Security Assurance for INFS Audit	3	Junior standing	
<b>CORE:</b> MGMT 3620 Supply Chain Operations	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>MAJ:</b> INFS Elective	3	Junior standing; Depends on course chosen	
<b>MAJ:</b> INFS 4790 Database Design and Development	3	Junior standing; INFS 2600; INFS major only	
<b>MAJ:</b> INFS Elective	3	Junior standing; Depends on course chosen	
Business Elective	3		
BIA 4010 Business Analytics and Visualization	3	Junior standing; BIA 3620	
<b>MAJ:</b> INFS 4950 Advanced Web-Enabled Application Development	3	Junior standing; INFS 2400, INFS 3400; INFS majors only	FALL & SPRING ONLY
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU



# MANAGEMENT & LEADERSHIP

BAS N121

615-898-2736

Department Chair: Dr. Deana Raffo

Courses Taught: BUAD, ENTR, LEAD, and MGMT

## Major Requirements

LEAD 3010 Leadership Skills and Development  
MGMT 3640 Managing Key Performance Indicators  
MGMT 3810 Human Resource Management  
MGMT 3940 Ethical Leadership in Business  
MGMT 4680 Organization Behavior

[Leading Change/Innovation](#)  
ENTR 3650, MGMT 3600, MGMT 3730 or MGMT 3800  
[Leading Organizations/Teams](#)  
MGMT 3850, 4200 or 4250  
[Global Mindset](#)  
MGMT 4710, 4730 or 4840  
[Decision Making/Problem Solving](#)  
MGMT 3705, 3890, or 4640

## Notes

- Students interested in human resource management should consider the major in Management & Leadership with the Human Resource Management concentration.
- Students interested in supply chain and logistics electives should consider the major in Supply Chain Management.

## Management is

organizing work efforts for profit and not-for profit organizations. Managers lead people and teams to meet the organization's goals. They develop strategies, make decisions, build consensus, organize, and evaluate work, and manage change.

Students interested in careers in management and leadership will complete a core of classes in leadership skills, human resources management, organization behavior, managing key performance indicators, and ethical leadership as a foundation for the major. Students may choose from among a list of electives to gain skills in the areas of leading change/innovation, leading organizations/teams, global mindset, and decision making/problem solving.

## Careers

Account Manager  
Compensation Specialist

Employee Benefits Professional  
Employment Recruiter

Human Resources Manager  
Non-Profit Manager

# BBA MANAGEMENT & LEADERSHIP

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	1		
Elective	3		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		
Elective	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>CORE:</b> MGMT 3620 Supply Chain Operations	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>MAJ:</b> MGMT 3640 Managing Key Performance Indicators	3	Junior standing; BIA 2610	
<b>MAJ:</b> MGMT 3810 Human Resources Management	3	Junior standing	
<b>MAJ:</b> LEAD 3010 Leadership Skills & Development	3	Junior standing	

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Business Elective	3		
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>MAJ:</b> MGMT 3940 Ethical Leadership in Business	3		
<b>MAJ:</b> MGMT 4950 Management Applied Experience or BUAD 4000 College to Career	3	<b>4950:</b> Permission of Dept.; <b>4000:</b> Senior standing	
<b>MAJ:</b> MGMT 3600/3730/3800 or ENTR 3650	3	Junior standing; <b>3730:</b> MGMT 3620; <b>3650:</b> ENTR 2900 or MGMT 3610	
<b>MAJ:</b> MGMT 3850/4200/4250	3	Junior standing; <b>3850 &amp; 4250:</b> MGMT 3610	
<b>MAJ:</b> MGMT 4710/4730/4840 Study Abroad	3	Junior standing; MGMT 3610; <b>4840:</b> Permission of Dept.	
<b>MAJ:</b> MGMT 4680 Organization Behavior	3	Junior standing; MGMT 3610	
<b>MAJ:</b> MGMT 3705/3890/4640	3	Junior standing; <b>3890:</b> MGMT 3610; <b>4640:</b> MGMT 3610 & 3810	
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

# MANAGEMENT & LEADERSHIP - HUMAN RESOURCE MANAGEMENT

BAS N121

615-898-2736

Department Chair: Dr. Deana Raffo

Courses Taught: BUAD, ENTR, LEAD, and MGMT

## Major Requirements

### Management Core

LEAD 3010 Leadership Skills and Development  
MGMT 3640 Managing Key Performance Indicators  
MGMT 3810 Human Resource Management  
MGMT 3940 Ethical Leadership in Business  
MGMT 4680 Organization Behavior

### HRM Concentration

MGMT 4640 Talent Acquisition and Management  
MGMT 4650 Training and Development  
MGMT 4660 Compensation Management  
MGMT 4690 Strategic Innovations in HRM

## Human Resources Management

In any business, the people who make up the company are the most valuable assets. If you're looking for a career in navigating employee-business relations, select the Management major with a concentration in Human Resource Management.

In addition to the knowledge and skills of business ethics, evaluating/managing performance indicators, and leadership, students learn about talent acquisition management, training and development, compensation management, and strategic innovation in human resource management. This concentration qualifies seniors to take the Society for Human Resource Management (SHRM) certification exam.

## Careers

Compensation Analyst

Diversity Manager

Employee Benefits Administrator

Employment Selection Manager

Human Resources Recruiter

Industrial/Labor Relation Specialist

Talent Acquisition Manager

Training/Development Manager

# BBA MANAGEMENT & LEADERSHIP - HUMAN RESOURCE MANAGEMENT

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	1		
Elective	3		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		
Elective	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>MAJ:</b> LEAD 3010 Leadership Skills & Development	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>MAJ:</b> MGMT 3640 Managing Key Performance Indicators	3	Junior standing; BIA 2610	
<b>MAJ:</b> MGMT 3810 Human Resources Management	3	Junior standing	
<b>MAJ:</b> MGMT 4640 Talent Acquisition & Management	3	Junior standing; MGMT 3610 & MGMT 3810	Check Rotation

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Business Elective	3		
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>CORE:</b> MGMT 3620 Supply Chain Management	3	Junior standing	
MGMT 4950 Management Applied Experience or BUAD 4000	3	MGMT major; senior standing; overall GPA of at least a 2.5	
<b>MAJ:</b> MGMT 3940 Ethical Leadership in Business	3	Junior standing	
<b>MAJ:</b> MGMT 4650 Training & Development	3	Junior standing; MGMT 3610 & MGMT 3810	Check Rotation
<b>MAJ:</b> MGMT 4660 Compensation Management	3	Junior standing; MGMT 3610 & MGMT 3810	Check Rotation
<b>MAJ:</b> MGMT 4680 Organization Behavior	3	Junior standing; MGMT 3610	Check Rotation
<b>MAJ:</b> MGMT 4690 Strategic Innovation in HRM	3	Junior standing; MGMT 3610, MGMT 3810, & MGMT 4640	
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

# MARKETING

BAS N429

615-898-2902

Department Chair: Dr. Robert Blair

Courses Taught: BCED and MKT

## Major Requirements

MKT 3910 Consumer Behavior

MKT 3930 Marketing Research

MKT 4890 Marketing  
Management

MKT Upper Division Elective

MKT Upper Division Elective

MKT Upper Division Elective

MKT Upper Division Elective

MKT Upper Division Elective

MKT Upper Division Elective

## MKT Notes

- Students interested in sales should major in Marketing with the Professional Selling concentration.
- Students interested in digital marketing should major in Marketing with the Digital Marketing concentration.

## MKT Elective Options

A MKT Upper Division elective is any 3-credit course with a MKT prefix at the 3000 or 4000 level. MKT electives include but are not limited to:

### General Marketing Strategy

MKT 3825 Marketing Analytics

MKT 3830 Retailing and E-  
Commerce

MKT 3840 Professional Selling

MKT 3850 Digital MKT &

Promotion

MKT 3855 Product Management

MKT 3950 Business-to-Business  
Marketing

MKT 4510 International Marketing

MKT 4870 Services Marketing

MKT 4950 Internship

### Sports, Entertainment, Event Promotion

MKT 3850 Digital MKT &  
Promotion

MKT 3865 Sports Marketing

MKT 3920 Entertainment  
Marketing

MKT 3900 Social Media Marketing

MKT 4170 Advanced Digital  
Marketing

MKT 4510 International Marketing

MKT 4640 Entertainment Branding

MKT 4800 Sales Management

MKT 4950 Internship

## Marketing is

a great career for creative thinkers interested in business. This program teaches the effective communication, research, and problem-solving skills to thrive as a marketing professional. Marketing has a diverse array of career paths, many offering incredible flexibility and high-income potential. Students will engage in coursework including professional preparation in marketing, business communication, e-commerce, professional selling, consumer behavior, market research, and technology.

## Careers

Advertising Account Manager

Consumer Behavior Specialist

Entertainment Marketer

Market Researcher

Market Strategist

Promotions Strategist

Retail Buyer

Retail Manager

Sports Marketer



# BBA MARKETING

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	1		
Elective	3		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040 or 2050	3		
	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		
Elective	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620/3621 Intro Business Analytics	3	Junior standing; BIA 2610	
MKT 3010 Professional Preparation in Marketing	3	Junior standing; Marketing Majors Only	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>MAJ:</b> MKT 3910 Consumer Behavior	3	Junior standing; MKT 3820	
<b>MAJ:</b> MKT 3930 Marketing Research	3	Junior standing; MKT 3820, BIA 2610	

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
BCED 3510 Business Communication	3	Junior standing	
<b>MAJ:</b> MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
<b>MAJ:</b> MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
<b>CORE/MAJ:</b> MKT 4890 Marketing Management	3	Senior standing; MKT 3930 & MKT 3010; Marketing Majors Only	
<b>MAJ:</b> MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
<b>MAJ:</b> MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
<b>MAJ:</b> MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
<b>MAJ:</b> MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
Business Elective	3		
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Take in last semester	MTSU

# MARKETING – DIGITAL MARKETING

BAS N429

615-898-2902

Department Chair: Dr. Robert Blair

Courses Taught: BCED and MKT

## Major Requirements

### Marketing Core

MKT 3910 Consumer Behavior

MKT 3930 Marketing Research

MKT 4890 Marketing Management

### Digital Marketing Concentration

MKT 3825 Marketing Analytics

MKT 3850 Digital Marketing and Promotion

MKT 3900 Social Media Marketing

MKT 4170 Advance Digital Marketing

### Choose two classes (6 hours) from the following:

INFS 2400 Web Development

MKT 3830 Retailing and E-Commerce

MKT 3840 Professional Selling

MKT 3855 Product Management

MKT 3865 Sports Marketing

MKT 4510 International Marketing

MKT 4870 Services Marketing

MKT 4950 Marketing Internship

MKT 3920 Entertainment Marketing or

MKT 4640 Entertainment Branding

## Digital Marketing is

A major in Marketing with a concentration in Digital Marketing offers preparation for students interested in digital marketing analytics, social media, or website design careers to gain the necessary marketing skills they need to be successful.

## Careers

Entertainment marketer

Content strategist

Digital marketing manager

Social media marketing coordinator

Email marketer

Social media manager

Sports marketer

SEO specialist

Digital marketing analyst

# BBA MARKETING – DIGITAL MARKETING CONCENTRATION

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	1		
Elective	3		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		
Elective	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620/3621 Intro Business Analytics	3	Junior standing; BIA 2610	
MKT 3010 Professional Preparation in Marketing	3	Junior standing; Marketing Majors Only	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>MAJ:</b> MKT 3850 Digital Marketing and Promotion	3	Junior standing; MKT 3820	
<b>MAJ:</b> MKT 3930 Marketing Research	3	Junior standing; MKT 3820, BIA 2610	

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
BCED 3510 Business Communication	3	Junior standing	
<b>MAJ:</b> MKT 3910 Consumer Behavior	3	MKT 3820	
<b>MAJ:</b> MKT 3900 Social Media Marketing	3	MKT 3820; Junior standing	Check course rotation
<b>CORE/MAJ:</b> MKT 4890 Marketing Management	3	Senior standing; MKT 3930 & 3010; Marketing Majors Only	
<b>MAJ:</b> MKT 4170 Advanced Digital Marketing	3	MKT 3850	Check course rotation
<b>MAJ:</b> Choose 2 from MKT 3830, 3840, 3855, 3865, 4510, 3920 or 4640, 4870, 4950, or INFS 2400.	3	All MKT courses require MKT 3820; <b>3855:</b> BIA 2610; <b>4950:</b> Permission of Department; <b>Cannot take both 3920 &amp; 4640.</b>	
	3		
<b>MAJ:</b> MKT 3825 Marketing Analytics	3	MKT 3820	
Business Elective	3		
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

# MARKETING – PROFESSIONAL SELLING

BAS N429

615-898-2902

Department Chair: Dr. Robert Blair

Courses Taught: BCED and MKT

## Major Requirements

### Marketing Core

MKT 3910 Consumer Behavior

MKT 3930 Marketing Research

MKT 4890 Marketing Management

### Professional Selling Concentration

MKT 3840 Professional Selling

MKT 3950 Business-to-Business Marketing

MKT 4800 Sales Management

MKT 4850 Advanced Selling

### Choose two classes (6 hours) from the following:

MKT 3825 Marketing Analytics

MKT 3855 Product Management

MKT 3900 Social Media Marketing

MKT 4510 International Marketing

MKT 4870 Services Marketing

MKT 4950 Marketing Internship

FIN 3030 Principles of Real Estate or FIN 3050 Principles of Risk Management and Insurance

## Professional Selling is

a concentration in the Marketing major that prepares students for careers in sales. Courses in this program assist students in developing the skills in areas of excellent oral and written communication, relationship development, self-confidence, and critical thinking and problem solving.

## Careers

Account Manager

Sales Manager

Manufacturing Sales Representative

Advertising Sales Agents

Sales Representative

Insurance Sales Agents

Wholesale Sales Representative

## Center for Professional Selling – BAS N 436

Thom Coats, Director of the IGA Office of Professional Sales, [thom.coats@mtsu.edu](mailto:thom.coats@mtsu.edu). 612-904-8505

Mel Adams State Farm Agent Professional Sales Lab BAS S123

## Professional Selling Certificate

For more information about the Professional Selling Certificate please consult Mr. Thom Coats.

# BBA MARKETING – PROFESSIONAL SELLING CONCENTRATION

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	1		
Elective	3		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		
Elective	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620/3621 Intro Business Analytics	3	Junior standing; BIA 2610	
MKT 3010 Professional Preparation in Marketing	3	Junior standing; Marketing Majors Only	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>MAJ:</b> MKT 3840 Professional Selling	3	Junior standing; MKT 3820	
<b>MAJ:</b> MKT 3930 Marketing Research	3	Junior standing; MKT 3820, BIA 2610	

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
BCED 3510 Business Communication	3	Junior standing	
<b>MAJ:</b> MKT 3910 Consumer Behavior	3	MKT 3820	
<b>MAJ:</b> MKT 4800 Sales Management	3	MKT 3820; Junior standing	Check course rotation
<b>CORE/MAJ:</b> MKT 4890 Marketing Management	3	Senior standing; MKT 3930 & 3010; Marketing Majors Only	
<b>MAJ:</b> MKT 4850 Advanced Selling	3	MKT 3840	Check course rotation
<b>MAJ:</b> Choose 2 from MKT 3825 Marketing Analytics, 3855 Product Mgmt., 3900 Social Media Mkt, 4510 International Mkt., 4870 Services Mkt., 4950 Mkt. Internship and FIN 3030 Real Estate or 3050 Risk Mgmt. & Ins.	3	All MKT courses require MKT 3820; <b>3855:</b> BIA 2610; <b>4950:</b> Senior standing & a 2.50 minimum overall GPA	
	3		
<b>MAJ:</b> MKT 3950 Business to Business Marketing	3	MKT 3820	
Business Elective	3		
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU



# RISK MANAGEMENT AND INSURANCE

BAS N329

615-898-5749

Department Chair: Dr. Stuart Fowler

Martin Chair of Insurance: Dr. David Wood

Courses Taught: FIN and ECON

## Major Requirements

FIN 3050 Principles of Risk Management and Insurance

FIN 4730 Insurance Company Operations

FIN 3110 Financial Modeling

FIN 4750 Enterprise Risk Management

FIN 3750 Commercial Insurance

### Choose three classes (9 hours) from the following:

FIN 3030 Principles of Real Estate

FIN 4790 Independent Study in Insurance

FIN 3090 Financial Planning

FIN 4850 International Insurance Markets

FIN 3660 Life Insurance and Health Insurance

FIN 4880 Internship in Risk Management or Insurance

FIN 3810 Investments

BLAW 3460 Insurance Law

FIN 3950 Corporate Finance

MKT 3840 Professional Selling

FIN 4390 Employee Benefits

## Risk Management is

the practice of identifying and analyzing loss exposures and taking steps to minimize the financial impact of the risks they impose.

## Insurance is

a risk-transfer mechanism that ensures full or partial financial compensations for the loss or damage caused by events beyond the control of the insured party.

## Careers

Actuarial Analyst

Compliance Auditor

Service Representative

Agent

Data Mining Analyst

Underwriter

Broker

Loss Control Specialist

Claims Adjuster

Quality Assurance Specialist

## Professional Designations

Students in this program are strongly encouraged to work towards achieving professional designations:

Chartered Property and Casualty Underwriter (CPCU)

Chartered Financial Consultant (ChFC)

Chartered Life Underwriter (CLU)

Certified Financial Planner (CFP)

# BBA RISK MANAGEMENT & INSURANCE

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630/1810/1910	3	See undergraduate catalog	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	1		
Elective	3		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040, or 2050	3		
	3		
Elective	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620/3621 Intro Business Analytics	3	Junior standing; BIA 2610	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>CORE:</b> INFS 3100 Principles of MIS	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>MAJ:</b> FIN 3110 Financial Modeling	3	Junior standing; FIN 3010	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>MAJ:</b> FIN 3050 Principles of Risk Management & Insurance	3	Junior standing	
<b>MAJ:</b> FIN 3750 Commercial Insurance	3	Junior standing; FIN 3050	

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Business Elective	3		
<b>CORE:</b> BCED 3510 Business Communication or FIN 4780	3	Junior standing; 4780: ECON 2410 & 2420, FIN 3010	
<b>MAJ:</b> FIN 4750 Enterprise Risk Management	3	Junior standing; FIN 3050	Check Course Rotation
<b>MAJ:</b> FIN 4730 Insurance Company Operations	3	Junior standing; FIN 3050	"
<b>MAJ:</b> Choose 3 from FIN 3030 Real Estate, 3090 Financial Planning, 3660 Life & Health Ins., 3810 Investments, 3950 Corporate Finance, 4390 Employee Benefits, 4790 Independent Study, 4850 International Ins. Markets, 4880 Internship, BLAW 3460 Insurance Law, MKT 3840 Professional Selling	3	Junior standing; <b>3810:</b> FIN 3010; <b>3090:</b> FIN 3010 with min. C; <b>3950:</b> FIN 3010; <b>4790/4880:</b> Permission of Department; <b>4850:</b> FIN 3050; <b>3840:</b> MKT 3820	"
	3		"
	3		"
Business Elective	3		
Business Elective	3		
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

# SUPPLY CHAIN MANAGEMENT

BAS N121

615-898-2736

Department Chair: Dr. Deana Raffo

Courses Taught: BUAD, ENTR, LEAD, and MGMT

## Major Requirements

MGMT 3640 Managing Key Performance Indicators

MGMT 3750 International Supply Chain Management

MGMT 3705 Continuous Improvement/Problem Solving

ENTR or MGMT Upper Division Elective

MGMT 3715 International Sourcing (**spring only**)

MGMT 3800, MGMT 3810, or MGMT 3940

## Choose three classes (9 hours) from the following:

MGMT 3720 Supply Chain Distribution (**fall only**)

MGMT 3730 Management of Innovation (**spring only**)

MGMT 3725 Lean Project Management Principles

MGMT 4700 Applications in Supply Chain Management

## Notes

Students are encouraged to use MGMT 4950 Management Applied Experience as an elective in their degree plan.

## Supply Chain Management is

is simply the Management of the Chain of Supplies from suppliers to customers. SCM activities includes Planning, Sourcing, Making, Delivering and Returning. Everything you wear, eat or drink, sit on or in, read, throw, shoot, kick, and buy or sell comes to you courtesy of Supply Chains.

## Careers

Capacity Planning Analyst

Materials Manager

Quality Assurance Professional

Inventory Controller

Operations Systems Analyst

Quality Control Analyst

Logistics Manager

Production Scheduler

# SUPPLY CHAIN MANAGEMENT

## Business Administration Minor

### FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>COMM:</b> ENGL 1010 Expository Writing	3		Min. C-
<b>COMM:</b> ENGL 1020 Research & Argumentative Writing	3	ENGL 1010 with minimum C-	Min. C-
<b>MATH:</b> MATH 1630 or MATH 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
<b>COMM:</b> COMM 2200 Fundamentals of Communication	3		
<b>NATURAL SCI: (2 SUBJECTS)</b> ASTR 1030/31; BIOL 1030/31, 1110/11, 2010/11; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/31	4		
	4		
<b>SOC/BEH/CORE:</b> ECON 2410 Macroeconomics	3		
<b>SOC/BEH/CORE:</b> ECON 2420 Microeconomics	3		
Elective	1		
Elective	3		

### SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>HUM/FA:</b> ENGL 2020, 2030 or HUM 2610	3	ENGL 1010 & 1020 with min. C-	
<b>HUM/FA:</b> ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3		
	3		
<b>US HIST:</b> HIST 2010, 2020, 2030, 2040 or 2050	3		
	3		
Elective	3		
<b>CORE:</b> ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
<b>CORE:</b> ACTG 2120 Principles of Accounting II	3	ACTG 2110	
<b>CORE:</b> BIA 2610 Statistical Methods	3		
Elective	3		

### JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
<b>CORE:</b> BIA 3620/3621 Intro Business Analytics	3	Junior standing; BIA 2610	
<b>CORE:</b> INFS 3100 Principles of Management Information Systems	3	Junior standing	
<b>CORE:</b> MGMT 3610 Principles of Management	3	Junior standing	
<b>CORE:</b> MGMT 3620 Supply Chain Operations	3	Junior standing	
<b>CORE:</b> MKT 3820 Principles of Marketing	3	Junior standing	
<b>CORE:</b> FIN 3010 Principles of Corporate Finance	3	Junior standing	
<b>CORE:</b> BLAW 3400 Legal Environment of Business	3	Junior standing	
<b>CORE:</b> BUS 3000 Dale Carnegie	3	Junior standing	
<b>MAJ:</b> MGMT 3750 International Supply Chain Management	3	Junior standing	
<b>MAJ:</b> MGMT 3715 International Sourcing	3	Junior standing	Spring Only

### SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Business Elective	3		
<b>MAJ:</b> MGMT 3640 Managing Key Performance Indicators	3	Junior standing & BIA 2610	
<b>MAJ:</b> MGMT 3800/3810/3940	3	Junior standing	
ACTG 3020 Managerial Accounting or BIA 4010 Business Analytics & Visualization	3	Junior standing; <b>3020:</b> ACTG 2120 or 2125; <b>4010:</b> BIA 3620	
<b>MAJ:</b> MGMT 3705 Continuous Improvement	3	Junior standing	
<b>MAJ:</b> Choose 3 from MGMT 3710 Management of Quality, 3720 Supply Chain Distribution, 3725 Lean Project Management Principles, 3730 Management of Innovation, 4700 Applications in Supply Chain Management	3	Junior standing; <b>3710/3720/3730/4700:</b> MGMT 3620	Check Course Rotations
	3		
	3		
<b>MAJ:</b> MGMT or ENTR Upper Division Elective	3	Junior standing; Depends on course chosen	
<b>CORE:</b> BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

## 23-24 BUSINESS MINORS FOR BUSINESS MAJORS

Limit one business minor per student. All listed minors require a 2.0 minimum GPA for graduation.

### Instructions:

- All business majors must have one business minor.
- Courses in the major cannot be used in the minor; however, business core courses may be used. + Designates common business core required for all BBA majors.
- Business students who choose a business minor other than the built-in minor should consult with an advisor.

### Accounting

**Department: Accounting, BAS N425A, 898-2558**

Course	Title	Hours	Grade
ACTG 3110	Intermediate Accounting I	3	
ACTG 2110 +	Prin. of ACTG I	3	
ACTG 2120 + or 2125	Prin. of ACTG II	3	
ACTG Upper Division		3	
ACTG Upper Division		3	
		15	

**Note:** At least 9 MTSU UD hrs. Credit not allowed for both ACTG 3000 & ACTG 2110 & 2120/2125; nor for both ACTG 3310 & 3020.

### Business Administration

**Department: Management, BAS N121A, 898-2736**

Course	Title	Hours	Grade
INFS 3100 +	Prin. of MIS	3	
ACTG 2110 + & 2120 + or 2125	Prin. of Acc. I & II	6	
FIN 3010 +	Prin. of Corp. Finance	3	
BLAW 3400 +	Legal Environ. of Bus.	3	
MGMT 3610 +	Prin. of Management	3	
MKT 3820 +	Prin. of Marketing	3	
		18/21	

**Note:** At least 3 upper division hours at MTSU.

### Business Analytics

**Department: Information Systems & Analytics, BAS N333A, 898-2362**

Course	Title	Hours	Grade
INFS 2600	Intro to Software Development & Prog	3	
INFS 3100 +	Prin. of MIS	3	
BIA 3620 +	Business Analytics	3	
BIA		3	
BIA		3	
		15	

**Note:** At least 9 hours at MTSU. 3 hours must be upper division. BIA elective options include BIA 3470, 4010, and 4100.

### Business Law

**Department: Accounting, BAS N425A, 898-2558**

Course	Title	Hours	Grade
BLAW 3400 +	Legal Environment of Business	3	
BLAW 3430	Commercial Law	3	
BLAW		3	
BLAW		3	
BLAW		3	
		15	

**Note:** Must take at least 9 upper division hours at MTSU.

### Economics

**Department: Economics & Finance, BAS N329A, 898-5749**

Course	Title	Hours	Grade
ECON 2410 +	Principles of Econ., Macroeconomics	3	
ECON 2420 +	Principles of Econ., Microeconomics	3	
ECON Upper Division		3	
ECON Upper Division		3	
ECON Upper Division		3	
		15	

**Note:** Must take at least 3 upper division hours at MTSU.

### Economics/Finance

**Department: Economics & Finance, BAS N329A, 898-5749**

Course	Title	Hours	Grade
ECON 2410 +	Principles of Econ., Macroeconomics	3	
ECON 2420 +	Principles of Econ., Microeconomics	3	
ECON Upper Division		3	
FIN 2010 or FIN UD	Personal Fin. Planning	3	
FIN 3010 +	Prin. of Corp. Finance	3	
		15	

**Note:** At least 3 upper division hours at MTSU. Minor not available to ECON majors or FIN majors. May not use both FIN 3000 & 3010.

### Entrepreneurship

**Department: Management, BAS N121A, 898-2736**

Course	Title	Hours	Grade
ENTR 2900	Entrepreneurship	3	
MKT 3200	MKT for Entrepreneurs	3	
FIN 3040	FIN for Entrepreneurs	3	
ENTR 4920	Small Business MGMT	3	
ENTR or Approved Elective	See Dept. or Advising Center	3	
		15	

**Note:** At least 9 hours at MTSU. 3 hours must be upper division.

### Finance

**Department: Economics & Finance, BAS N329A, 898-5749**

Course	Title	Hours	Grade
FIN 3010 +	Principles of Finance	3	
FIN		3	
FIN Upper Division		3	
FIN Upper Division		3	
FIN Upper Division		3	
		15	

**Note:** At least 3 upper division hours at MTSU.



## Financial Planning

Department: Economics & Finance, BAS N329A, 898-5749

Course	Title	Hours	Grade
FIN 2010	Personal Fin. Planning	3	
FIN 3050	Prin. Risk MGMT & Ins.	3	
FIN 3090	Financial Planning	3	
FIN 3110	Financial Modeling	3	
FIN 3810	Investments	3	
FIN 4710	Estate Planning	3	
		18	

Note: At least 3 upper division hours at MTSU. Minor not available to FIN, FIN-REAL, or RMI majors.

## Information Systems

Department: Information Systems & Analytics, BAS N333A, 898-2362

Course	Title	Hours	Grade
INFS 2600	Intro to Software Development & Programming	3	
INFS 3100 +	Prin. of MIS	3	
INFS		3	
INFS		3	
INFS		3	
		15	

Note: At least 9 hours at MTSU. 3 hours must be upper division. See ISA Department or advising center for the list of approved INFS electives.

## Leadership

Department: Management, BAS N121A, 898-2736

Course	Title	Hours	Grade
LEAD 3010	Lead. Theories & Pract.	3	
MGMT 3940	Business Ethics	3	
MGMT 4200 or UH/UNIV 4010	Leadership in Organizations, MTSU Institute of Leadership Excellence	3	
Pick two: MGMT 3610 +, 3800, 3850, 3890, 4250, or 4680	Prin. of Management, Managing Change & Conflict, Leading High Impact Teams, Managerial Decision Making, Diversity/Inclusion in Leadership, Org. Behavior	6	
		15	

Note: At least 3 upper division hours at MTSU.

## Management

Department: Management, BAS N121A, 898-2736

Course	Title	Hours	Grade
MGMT 3610 +	Prin. of Management	3	
MGMT 3620	Supply Chain Ops.	3	
MGMT Upper Division		3	
MGMT Upper Division		3	
MGMT Upper Division		3	
		15	

Note: At least 6 hours at MTSU.

## Marketing

Department: Marketing, BAS N429, 898-2902

Course	Title	Hours	Grade
MKT 3820 +	Prin. of Marketing	3	
MKT Upper Division		3	
MKT Upper Division		3	
MKT Upper Division		3	
MKT Upper Division		3	
		15	

Note: At least 9 hours at MTSU. MKT 3010, 3200, & 4950 cannot be used.

## Not-for-Profit Management

Department: Management, BAS N121A, 898-2736

Course	Title	Hours	Grade
MGMT 3610 +	Prin. of Management	3	
MGMT 4000	Not-for-Profit MGMT	3	
MGMT 4030 or 3640	NP Dec. Making & Eval. or Managing Key Perf.	3	
ACTG 2110 + or FIN 3010+	Prin. ACTG I or Prin. of Corp. FIN	3	
LEAD 3010 or MGMT 4200	Lead. Theories & Pract. or Lead. in Org.	3	
		15	

Note: At least 3 upper division hours at MTSU.

## Real Estate

Department: Economics & Finance, BAS N329A, 898-5749

Course	Title	Hours	Grade
FIN 3030	Prin. of Real Estate	3	
FIN 3010 +	Prin. of Corp. FIN	3	
FIN 4440	Real Estate Finance	3	
FIN 4510 or 4550	Brokerage & MGMT or Investment Analysis	3	
FIN Real Estate Elective		3	
		15	

Note: At least 3 upper division hours at MTSU.

## Risk Management & Insurance

Department: Economics & Finance, BAS N329A, 898-5749

Course	Title	Hours	Grade
FIN 3050	Prin. of Risk MGMT & Insurance	3	
FIN 4730	Insurance Co. Operations	3	
ECON 2420 +	Principles of Econ, Microeconomics	3	
Pick two: BLAW 3460 or CCM 4010; FIN 3660, 3750, 4390, 4750, 4850 or 4880	Ins. Law or Concrete & Construction Law; Life & Health Ins., Com. Ins., Employee Benefits, Enterprise Risk MGMT, Intl. Ins. Markets, Internship	6	
		15	

Note: At least 3 upper division hours at MTSU.

# **JONES COLLEGE OF BUSINESS IS A PROFESSIONAL SCHOOL**

## **Students Will Demonstrate Professionalism**

- **Solid Work Ethic**
  - Preparation
  - Punctuality
  - Participation
  - Productivity
- **Respectful and Courteous Interaction**
- **Ethical Conduct**
- **Business-Appropriate Behavior**
  - Dress
  - Diction
  - Demeanor

I AM *true* **BLUE**™

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