

# MANAGEMENT, BBA

The program in management provides students the opportunity to develop either a behavioral or quantitative emphasis in the areas of general management. Those desiring the quantitative emphasis are also provided the opportunity to minor in quantitative methods.

Code	Title	Credits
<b>Management Courses Required for the Major</b>		<b>21</b>
MGT-310	INTERNATIONAL MANAGEMENT	
MGT-322	INTRO TO BUSINESS ANALYTICS	
BIS-420	INFORMATION AND DECISION SUPPORT SYSTEM	
BI-302A	MGMT SCIENCE INTERNSHIP	
Select two of the following Management Electives:		
BIS-320		
BIS-335		
MGT-324		
MGT-329	INTRO TO SPORTS MANAGEMENT	
MGT-330	INTRO TO ENTREPRENEURSHIP	
MGT-401	PERSONNEL/HUMAN RESOURCE	
MGT-402	ADVANCED HUMAN RESOURCE MANAGEMENT	
MGT-416	SOCIAL ROLES IN ORGANIZATIONS	
MGT-419	ORGANIZATION DEVELOPMENT	
MGT-422		
MGT-430	ENTREPRENEURSHIP PRACT.	
MGT-431	ADV ENTREPRENEURSHIP PRACT.	
MGT-432	FAMILY BUSINESS MANAGEMENT	
MGT-498		
MGT-499		
BI-302B	ADV.MGMT.SCI.INTERNSHIP	
Select 3 additional credits from the Management Electives or one of the following:		
ACCT-305	ACCT INFO SYSTEMS (350)	
ACCT-308	ADV MANAGERIAL ACCOUNTING	
ACCT-420	FINANCIAL STMT ANALYSIS	
FIN-321	MONEY AND BANKING	
FIN-421	INVESTMENTS	
FIN-461		
MKT-402	MARKETING RESEARCH	
MKT-405	INTERNATIONAL MARKETING	
BI-300A	GEN.BUSINESS INTERNSHIP	
<b>School of Business Required Courses</b>		<b>30</b>
ACCT-201	INTRO TO FINANCIAL ACCT	
ACCT-202	INTRO TO MANAGERIAL ACCT	
BIS-310	BUSINESS INFORMATION SYSTEMS	
BLX-210	BUSINESS LAW I	
FIN-301	CORPORATION FINANCE	
MGT-301	MGMT & ORGANIZA.BEHAVIOR	
MGT-306	PRODUCTION OPERATION MGMT	
MGT-413	BUSINESS POLICY	
MKT-301	PRINCIPLES OF MARKETING	
QMX-212	STATISTICAL APPS FOR BUSINESS	
<b>Non-Business Requirements</b>		

General Education Requirements ( <a href="https://catalog.sbu.edu/undergraduate/degree-requirements/">https://catalog.sbu.edu/undergraduate/degree-requirements/</a> )		37
ECO-101	MICROECONOMIC PRINCIPLES	3
ECO-102	MACROECONOMIC PRINCIPLES	3
QMX-210	QUANTITATIVE APPLICATION FOR BUSINESS STUDENTS <sup>1</sup>	3
QMX-211	INTRODUCTION TO STATISTICS	3
BIS-220	BUSINESS TECHNOLOGY APPLICATIONS	3
SC-301	STRATEGIC WRITING & PROFESSIONAL COMM	3
<b>General Electives</b>		<b>14</b>
<b>Total Credits</b>		<b>120</b>

<sup>1</sup> May substitute MATH-151 for QMX-210.

## Management Concentrations

Four concentrations are available to Management majors. A Management major wishing to declare one of these concentrations must complete the following 9 credits for their Management electives:

### Family Business

Code	Title	Credits
MGT-330	INTRO TO ENTREPRENEURSHIP	3
MGT-432	FAMILY BUSINESS MANAGEMENT	3
PSYC-313	INTERPERSONAL RELATIONS	3
<b>Total Credits</b>		<b>9</b>

### Entrepreneurship

Code	Title	Credits
MGT-330	INTRO TO ENTREPRENEURSHIP	3
MGT-430	ENTREPRENEURSHIP PRACT.	3
MGT-431	ADV ENTREPRENEURSHIP PRACT.	3
<b>Total Credits</b>		<b>9</b>

### Global Business Management

Code	Title	Credits
MKT-405	INTERNATIONAL MARKETING	3
Select two of the following:		6
BLX-402	LEGAL ENIRONMT OF INTNL BUS	
ACCT-403		
FIN-461		
<b>Total Credits</b>		<b>9</b>

### Human Resource Management

Code	Title	Credits
MGT-401	PERSONNEL/HUMAN RESOURCE	3
MGT-402	ADVANCED HUMAN RESOURCE MANAGEMENT	3
NEW COURSE PENDING APPROVAL		3
<b>Total Credits</b>		<b>9</b>

First Year			
Fall	Credits	Spring	Credits
THFS-101	3	SC-301	3
QMX-210 <sup>1</sup>	3	ECO-101	3
ENG-101	3	ENG-102	3
ACCT-201	3	ACCT-202	3

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SBU-101	2 BIS-220	3
SBU-102	1	
	<b>15</b>	<b>15</b>

**Second Year**

Fall	Credits	Spring	Credits
ECO-102	3	Select two of the following:	6
QMX-211	3	MKT-301	
General Education Requirement	3	MGT-301	
General Education Requirement	3	FIN-301	
Select one of the following:	3	QMX-212	3
MKT-301		BIS-310	3
MGT-301		General Education Requirement	3
FIN-301			
	<b>15</b>		<b>15</b>

**Third Year**

Fall	Credits	Spring	Credits
MGT-322	3	MGT-306	3
MGT Elective	3	MGT-310	3
BLX-210	3	General Elective	3
General Elective	3	General Education Requirement	3
General Education Requirement	3	General Elective	3
	<b>15</b>		<b>15</b>

**Fourth Year**

Fall	Credits	Spring	Credits
BI-302A	3	BIS-420	3
MGT-413	3	MGT Elective <sup>2</sup>	3
MGT Elective <sup>2</sup>	3	General Elective	3
General Education Requirement	4	General Elective	3
General Elective	2	General Education Requirement	3
	<b>15</b>		<b>15</b>

**Total Credits 120**

<sup>1</sup> May substitute MATH-151 for QMX-210.

<sup>2</sup> **Management Major Electives:** Two courses or at least six credits required among: BIS-320, BIS-335, MGT-324, MGT-329, MGT-330, MGT-401, MGT-402, MGT-416, MGT-419, MGT-422, MGT-430, MGT-431, MGT-432, MGT-498, MGT-499, or BI-302B. Three additional credits required from any of the MGT electives above or ACCT-305, ACCT-308, ACCT-420, FIN-321, FIN-421, FIN-461, MKT-302, MKT-402, MKT-405 or BI-300A.