UWSP Business Administration at UWMC 16-17

UWSP courses listed on this check-sheet are 3 credits each
You must have a **2.50 cumulative in-major GPA** including the courses that transferred into the major/minor.

**UWMC course equivalents are shown in parenthesis ( ).**
**UWSP Prerequisites are shown in brackets [ ].**

### 2 Math Courses
- Calculus - choose 1 course MATH 109 or MATH 111 or MATH 120 (MATH 211 or MATH 221)
- Statistics - choose 1 course MATH 355 (BUS 243 or MATH 117)

### 4 Foundation Courses
- ECON 110 (formerly 210) Principles of Macroeconomics (ECON 203)
- ECON 111 (formerly 211) Principles of Microeconomics (ECON 204)
- ACCT 210 Principles of Financial Acct (BUS 201)
- ACCT 211 Principles of Managerial Acct (BUS 204)

### Core Courses
May be taken out-of-sequence if you have satisfied the prerequisites.
- BUS 325 Organizational Behavior
- BUS 300 Written Communication for the Business Professional
- BUS 301 Oral Communication for the Business Professional
- BUS 330 Principles of Marketing
- BUS 340 Business Law I **counts as Interdisciplinary Studies course**
- BUS 350 Principles of Finance [ACCT 210; approved major/minor]
- BUS 360 Principles of Production [Calculus, Statistics, ACCT 211, ECON 111]
- BUS 327 Managing Global Organizations [B325] or other approved global offering (including ECON 365) – ask advisor

AND ONE OF THE FOLLOWING COURSES
- BUS 370 Management Information Systems [B325; and B330 or consent]
- ACCT 370 Acct Info Systems [ACCT 310]

### 1 Business Major Elective Course
Concentration in Management satisfies this requirement
- 300 – 400 level course

### Capstone Course
- BUS 480 Strategic Management [May take only 1 core course in conjunction with B480]
**Business Major Elective Courses**

<table>
<thead>
<tr>
<th>Course</th>
<th>Code</th>
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<tbody>
<tr>
<td>Bus 321 Entrepreneurship</td>
<td>[A210, B325, B330]</td>
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<tr>
<td>Bus 322 Leadership</td>
<td>[B325]</td>
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<tr>
<td>Bus 324 Personnel/HR Management</td>
<td>[B325]</td>
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<tr>
<td>Bus 326 Organizational Theory</td>
<td>[B325]</td>
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<tr>
<td>Bus 331 Marketing Research</td>
<td>[B330]</td>
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<tr>
<td>Bus 335 Retailing</td>
<td>[A210 &amp; B330]</td>
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<tr>
<td>Bus 336 Sales Management</td>
<td>[B330]</td>
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<tr>
<td>Bus 341 Business Law II</td>
<td>[B340]</td>
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<tr>
<td>Bus 343 Principles of Insurance</td>
<td>[B340]</td>
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<tr>
<td>Bus 352 Financial Management - fall semester</td>
<td>[B350]</td>
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<tr>
<td>Bus 353 Investments – offered spring semester</td>
<td>[B350]</td>
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<tr>
<td>Bus 355 Real Estate Investment</td>
<td>[B350]</td>
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<tr>
<td>Bus 356 Corporate Risk Management</td>
<td>[B350]</td>
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<tr>
<td>Bus 390 Ethics in Business</td>
<td>[B340; 325]</td>
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<tr>
<td>Bus 455 Corporate Finance Seminar</td>
<td>[B350]</td>
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<tr>
<td>Bus 490 Approved Special Topics (Varies)</td>
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<tr>
<td>Bus 493 Internship in China</td>
<td>[SBE major/minor or consent from the SBE Internship Director]</td>
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<tr>
<td>Bus 496 Internship in Business Administration (consent from the SBE Internship Director)</td>
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<tr>
<td>Jenny Resch, Internship Director, CPS 476</td>
<td></td>
</tr>
<tr>
<td>Phone: 715-346-2384 or <a href="mailto:jresch@uwsp.edu">jresch@uwsp.edu</a></td>
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<tr>
<td>Econ 360 Money &amp; Financial Markets [A210, E110]</td>
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<tr>
<td>E360 works as elective course for both the BUS major/minor and ECON major/minor.</td>
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</tbody>
</table>

Additional Major Requirements

- Minor, Double Major or Area of Concentration see below

**Management Concentration**

7 Courses* (21 Credits) and a 2.50 cumulative GPA. See the UWSP online catalog for prerequisites.

**Required:**

- BUS 322 Business Leadership for Managers [B325]

**Electives Choose 6 of the following:**

- BUS 221 The Entrepreneurial Process
- BUS 321 Entrepreneurship [A210, B325, B330]
- BUS 324 Personnel/HR Management [B325]
- BUS 326 Organizational Theory [B325]
- BUS 327 Managing Global Organizations [B325]
- BUS 328 Training and Development [B325]
- BUS 341 Business Law II [B340]
- BUS 342 International Business Law [B340]
- BUS 390 Ethics in Business [B340, B325]
- BUS 490 Approved Special Topic (varies)
- BUS 493 Internship in China
- BUS 496 Internship in Business Admin
  (contact bmihm@uwsp.edu)
- ACCT 321 Advanced Managerial Accounting [A210]
- ECON 272 Personal Finance (BUS 110)

- ECON 310 Econometrics [E110 E111, Calc & Stats]
- ECON 330 Evaluation of American Enterprise [E111]
- ECON 340 Industrial Organization [E111]
- ECON 345 Labor Economics [E111]
- ECON 346 Collective Bargaining [E110]
- ECON 360 Money and Fin Mkts [ECON 230] [E110, A210]
- ECON 370 Managerial Economics [E111, Calc, Stats]
- ECON 420 Economics of Organization [E111]
- COMM 342 Organizational Comm Laboratory [C240]
- COMM 343 Organizational Comm Assessment [C 240]
- COMM 345 Small Group Communication [C240]
- COMM 349 Organizational Comm Topics [C240]
- ENGL 351 Advanced Business Writing
- PSYCH 345 Ind./Organizational Psych [Psyc 110]

**Complete 7 courses with at least 5 of those designated as BUS courses**

At least 6 courses from Accounting, Business, or Economics

No more than 1 course may be COMM, ENGL or PSYCH

Note: To Complete a second area of concentration, you must complete 15 additional credits in the second area of concentration. (Courses which haven’t already counted toward the first area of concentration).