Call to order: A quorum being present, the chair called the meeting to order at 3:32 p.m. in the SUB Cataldo room. The minutes of the September 16th, 2013 meeting were approved.

Other Business:

Old Business:

- Committee chair Folwell reopened discussion on the held item from last week; the request to create a new course PolS J441/J541. Committee member Miller voiced support for the proposal and indicated that the responses from Political Science had satisfied him. Committee member Prather conveyed concerns from several CALS faculty regarding the approval of this course without the requirement of sufficient science prerequisites. Committee member Haagensen suggested that perhaps some PSES and Animal Science faculty could guest lecture in the Political Science course. Brian Ellison spoke to some of CALS concerns. Ellison agreed that a science prerequisite would be acceptable and following a suggestion from a few committee members agreed that a prerequisite of completion of the Natural Science General Education would be acceptable. Prather voiced concern that requirement would not be specific enough. The committee discussed if the proposal should be returned to the department for them to determine an acceptable prerequisite. The call to question was made. The motion to approval PolS J441/J541 as it is presented without any prerequisites failed with 3 votes of approval, 4 opposed, and 3 abstentions.

New Business:

UCC-14-012 College of Business and Economics
Committee member Miller addressed the committee and provided background on context for these following proposed changes coming from the College of Business and Economics. Miller also introduced John Lawrence from the College of Business and Economics who would be present to help answer questions.

Accounting:
It was motioned and seconded to approve the proposed changes to Accounting. Committee member Miller reviewed the proposed changes. Hearing no questions the motion to approve the proposed changes passed unanimously.

1. Drop the following course [Effective: Summer 2014]

   Acct 310 Accounting for Business Decisions I (2 cr)
   May only be repeated once. Student may petition to repeat a second time in consultation with the college dean and course instructor. Accounting concepts and theories with emphasis on the role of accounting information in decision making within and about business; effect of accounting information on behavior; recognition and valuation issues and analysis of financial statements; and use of cost management accounting systems to support product and process planning. May include evening exams.
   **Coreq:** Bus 340

   Recommended Equivalent Course: Acct 482

2. Change the following course [Effective: Summer 2014]

   Acct 440 Fraud Examination (3 cr)
   Fraud prevention, detection, investigation, and resolution. May include evening exams.
   **Prereq:** Acct 201 and Acct 310

3. Change the curricular requirements of Accounting (B.S.Bus.) [Effective: Summer 2014]

   Required course work includes the university requirements (see regulation J-) the general requirements for graduation from the College of Business and Economics, and:

   Acct 305 Accounting Information Systems (3 cr)
   Acct 315 Intermediate Financial Accounting I (3 cr)
   Acct 385 Cost and Management Accounting (3 cr)
   Acct 414 Intermediate Financial Accounting II (3 cr)
   Acct 483 Fundamentals of Federal Taxation (3 cr)
Acct 492  Auditing and Controls (3 cr)
Accounting electives chosen from the following (6 cr):
Acct 415  Advanced Financial Accounting and Reporting (3 cr)
Acct 440  Fraud Examination (3 cr)
Acct 484  Federal Taxation of Entities (3 cr)
Acct 486  Contemporary Management Accounting Issues (3 cr)
Acct 530  Accounting for Public Sector Entities (3 cr)
Acct 585  Estate Planning (3 cr)
BLaw 420  Commercial Law (3 cr)
BLaw 425  Law of Business Entities (3 cr)
One Additional courses in communication or writing beyond the UI general education requirements (3 cr)
Comm 235  Organizational Communication (3 cr)
Comm 332  Communication and the Small Group (3 cr)
Comm 335  Intercultural Communication (3 cr)
Comm 347  Persuasion (3 cr)
Comm 410  Conflict Management (3 cr)
Comm 431  Applied Business and Professional Communication (3 cr)
Engl 207  Persuasive Writing (3 cr)
Engl 313  Business Writing (3 cr)
Engl 316  Environmental Writing (3 cr)
Engl 317  Technical Writing (3 cr)
Phil 201  Critical Thinking (3 cr)
Phil 361  Professional Ethics (3 cr, max 6)

One of the following CBE courses may be substituted for one of the communication/writing elective courses:
Bus 353  Data and Information Management (3 cr)
Bus 355  Systems Analysis and Design (3 cr)
Bus 378  Project Management (3 cr)
Bus 412  Human Resource Management (3 cr)
Bus 444  Entrepreneurship (3 cr)
Bus 445  New Venture Creation (3 cr)
Bus 416  Staffing and Compensation (3 cr)
Bus 427  Services Marketing (3 cr)
Bus 428  Marketing Management (3 cr)
Bus 456  Quality Management (3 cr)
Bus 461  Retirement Planning and Employee Benefits (3 cr)
Bus 463  Portfolio Management (3 cr)
Bus 464  Derivatives and Risk Management (3 cr)
Bus 472  Operations Planning and Scheduling (3 cr)

Courses to total 128 credits for this degree

Business: It was motioned and seconded to approve items 1, 2, and 3 of the proposed changes to Business. Committee member Miller reviewed the proposed changes. Charles Tibbals noted that item 2 is requesting that three courses be approved for the Spring 2014 semester which is an exception to the committee’s usual approval policy. John Lawrence explained the college’s desire to spread out their Business Core to all four years of the student’s education rather than packing all together around the junior year. The motion was made and seconded to amend the original motion to include item 6; the motion carried with no dissent. Committee member Law asked why there is a change in the Mathematics requirement. Lawrence replied that the Business stakeholders had expressed a desire for more quantitative experience in the curriculum. Lawrence also noted that those students who have taken calculus performed better later on in the major than those students who have not taken calculus. Committee member Stevenson asked how the changes being made in the college would impact the college minors and other majors and departments that use coursework from the College of Business and Economics. Lawrence explained the college’s plans for the minors and indicated that CBE would continue to offer several courses as service courses that other majors rely on. Hearing no further questions the motion to approve the proposed changes to items 1, 2, 3, and 6 passed unanimously. It was motioned and seconded to approve item 4 of the proposed changes to Business. Committee member Miller reviewed the proposed changes. Hearing no questions the motion to approve the proposed changes to item 4 passed unanimously. It was motioned and seconded to approve item 5 of the proposed changes to Business. Committee member Miller and John Lawrence reviewed the proposed changes. Hearing no questions the motion to approve the proposed changes to item 5 passed unanimously. It was motioned and seconded to approve items 7 and 8 of the proposed changes to Business. Committee member Miller reviewed the proposed changes. Hearing no questions the motion to approve the proposed changes to items 7 and 8 passed unanimously. It was motioned and seconded to approve items 9, 10, and 11 of the proposed changes to Business. Committee member Miller reviewed the proposed changes. Hearing no questions the motion to approve the proposed changes to items 9, 10, and 11 passed unanimously. It was motioned and seconded to approve item 13 of the proposed changes to Business. Committee member Miller reviewed the proposed changes. Hearing no questions the motion to approve the proposed changes to item 13 passed unanimously. It was motioned and
seconded to approve item 12 of the proposed changes to Business. Committee member Miller and John Lawrence reviewed the proposed changes. Committee member Vierling asked for clarification on how many credits were required for the PGA option. Hearing no further questions the motion to approve the proposed changes to items 12 passed unanimously. It was motioned and seconded to approve items 14 and 15 of the proposed changes to Business. Committee member Miller reviewed the proposed changes. Hearing no questions the motion to approve the proposed changes to items 14 and 15 passed unanimously.

1. Drop the following courses [Effective: Summer 2014]

- **Bus 340 Team Building and Group Dynamics (2 cr)**
  - May only be repeated once.
  - Student may petition to repeat a second time in consultation with the Dean and course faculty team.
  - Open only to undergraduate CBE majors.
  - Issues in the formation, development, and management of work groups and teams; problems and characteristics common to group situations and strategies for improving team productivity; specific topics include increasing self-awareness, clarifying and managing team-member roles, understanding intercultural communication, capitalizing on the potential of diverse work groups, problem-solving and decision-making, project planning, and identifying the role of leadership in teams. May involve evening exams.
  - Coreq: Bus 339, Bus 341, Bus 342, and Econ 340
  - Recommended Equivalent Course: Bus 290

- **Bus 341 Business Systems (4 cr)**
  - May only be repeated once.
  - Student may petition to repeat a second time in consultation with the Dean and course faculty team.
  - Open only to undergraduate CBE majors.
  - Introduction to business as a general system; consideration of external environmental issues using an economy-industry-company framework of analysis and its extension to global scanning; discussion of socio-political forces, domestic and foreign financial markets, the role of technology in organizations; discussion of valuation models and legal issues facing organizations; examination of organizational subsystems including those responsible for generating revenues, producing the product or service, and providing support; a comprehensive integrative case is used to illustrate these ideas. May involve evening exams.
  - Coreq: Bus 340 and 342
  - Recommended Equivalent Course: Bus 350

- **Bus 342 Product and Process Planning (3 cr)**
  - May only be repeated once.
  - Student may petition to repeat a second time in consultation with the Dean and course faculty team.
  - Open only to undergraduate CBE majors.
  - An overview of the marketing, engineering, financial, and production decisions involved in developing new products and determining the product mix; examination of the theory, tools, and approaches that can be used to assist managers in making effective new product and process decisions; specific topics include consumer behavior, business research, optimization techniques, capital budgeting, and product and process design using Total Quality Management; a comprehensive integrative case is used to illustrate these ideas. May involve evening exams.
  - Coreq: Bus 340 and Bus 341
  - Recommended Equivalent Course: Bus 321

- **Bus 343 Planning and Decision Making in Organizations (2 cr)**
  - May only be repeated once.
  - Student may petition to repeat a second time in consultation with the Dean and course faculty team.
  - Open only to undergraduate CBE majors.
  - An overview of the managerial planning process with a focus on business decision making through the collection and analysis of data; decision-making models and approaches, sources of information, value of information, pro-forma financial analysis, and forecasting; a comprehensive integrative case is used to illustrate these ideas. May involve evening exams.
  - Prereq: Bus 339, Bus 340-342 and Econ 340
  - Prereq or Coreq: Engl 207, Engl 208, Engl 313 or Engl 317
  - Coreq: Acct 310, Bus 344, and Bus 345
  - Recommended Equivalent Course: Bus 390

- **Bus 344 Managing the Firm's Resources (3 cr)**
  - May only be repeated once.
  - Student may petition to repeat a second time in consultation with the Dean and course faculty team.
  - Open only to undergraduate CBE majors.
  - An overview of the decisions necessary for the effective management of the firm's financial, human, and information resources; topics include: management of the firm's financial structure, dividend policy, and working capital; attracting, maintaining, and developing the work force; systems planning, requirements analysis, and data design; a comprehensive integrative case is used to illustrate these ideas. May involve evening exams.
  - Prereq or Coreq: Engl 207, Engl 208, Engl 313 or Engl 317
  - Coreq: Acct 310, Bus 343, and Bus 345
  - Recommended Equivalent Course: Bus 301
Bus 345 Business Operating Decisions (3 cr)
May only be repeated once. Student may petition to repeat a second time in consultation with the Dean and course faculty team. Open only to undergraduate CBE majors. An overview of the business operating decisions associated with creating demand for the firm's products and services as well as producing the system outputs; a systems approach is used to illustrate how the various business functions and support staff interact in executing these decisions; examination of the use of information technology to facilitate integration; a comprehensive integrative case is used to illustrate these ideas. May involve evening exams.
Prereq: Bus 339, Bus 340-342 and Econ 340
Prereq or Coreq: Engl 207, Engl 208, Engi 313 or Engi 317
Coreq: Acct 310, Bus 343, and Bus 344

Recommended Equivalent Course: Bus 370

2. Add the following courses [Effective: Spring 2014]

Bus 390 Integrated Business and Value Creation (3 cr)
Explores the environment of business and the management of business systems to understand how an organization turns opportunity into value. This course uses an integrated, cross-disciplinary perspective including working in teams. Includes international and ethical issues. May involve evening exams.

Recommended Short Course Title: Integ Bus & Value Creation

Bus 252 Formal Models of Decision Making (3 cr)
Introduction to formal models of decision making including modeling and sensitivity analysis. Topics include psychology of problem solving, optimization, decision theory, simulation, regression, and related issues. May involve evening exams.
Prereq: Stat 251 or Stat 301

Recommended Short Course Title: Formal Decision Making Models

Bus 290 Leading Organizations and People (3 cr)
Great leaders are made, not born. This course prepares students to effectively acquire and deploy human capital, lead individuals and teams, inspire and motivate people to perform the tasks needed to achieve ambitious goals, and inspire innovation. Includes international and ethical issues. May involve evening exams and presentation practices.
Prereq: Bus 190 and Sophomore Standing

Recommended Short Course Title: Leading Organizations & People

3. Add the following courses [Effective: Summer 2014]

Bus 390 (s) Integrated Topics in Business (3 cr, max 6)
Each section of the course will offer an in depth study of an integrating topic spanning the business functions. International and ethical issues related to the topic will be explored. May be repeated once with a different topic for credit. See the current course schedule for specific section titles and descriptions.
Prereq: BLaw 265, Bus 301, Bus 321, Bus 350, Bus 370, and Econ 201; and Engl 207, Engl 208, Engi 313, Engi 317, or Phil 201

Editor’s Note: Course descriptions are not displayed in the course schedule.

4. Change the status of the following course from dormant to active [Effective: Summer 2014]

Bus 425 Retail Distribution Management (3 cr)
Analysis of retail operations including location, market selection, capital and physical requirements, store layout, merchandise management, customer relations, channel structure, and channel member relations. May involve evening exams.
Prereq: Bus 321; OR Prereq or Coreq: Bus 343

5. Change the following courses [Effective: Summer 2014]

Bus 301 Financial Resources Management (3 cr)
This course examines the policies and practices involved in the allocation of financial resources in business organizations; develops the tools needed to use financial data for analysis and financial decision making. Cannot be taken for credit by CBE Majors either concurrently or after completion of Bus 340-345. Policies and practices involved in acquisition, control, and allocation of financial resources in business organizations. May involve evening exams.
Prereq: Acct 201 and Acct 202; and Stat 251, or Stat 301; and Econ 202 or Econ 272, and Bus 252 or Math 330

Bus 302 Intermediate Financial Management (3 cr)
Advanced course in managerial finance that addresses more complex issues such as risk in capital budgeting, working capital management, mergers, business failure and reorganization, and lease financing. May involve evening exams.
Prereq: Bus 301; or Bus 340-342 and Econ 340
Prereq or Coreq: Bus 343-345
Bus 321  Marketing (3 cr)
Explains marketing as an integrating function of the firm. Includes the study of product, price, place, and promotions in the creation of customer value, international marketing, and the roles of corporate social responsibility and ethics in marketing decision making. Cannot be taken for credit by CBE Majors either concurrently or after completion of Bus 340-345. Marketing institutions and relationships with economic, political, legal, and social environment; principles, functions, concepts, and issues of marketing within a firm and the relationship of marketing to other business disciplines. May involve evening exams.

Bus 324  Consumer Behavior (3 cr)
Behavioral science theories, concepts, and methods applied to the understanding and prediction of consumer behavior, including industrial buyer behavior; emphasis on structuring marketing policy to fulfill consumer requirements. May involve evening exams.  
Prereq or Coreq: Bus 321; OR Prereq or Coreq: Bus 343

Bus 330  Management Information Systems (3 cr)
Introduction to use and management of data to support decision making. Includes discussion of relevant international and ethical issues. Cannot be taken for credit by CBE Majors either concurrently or after completion of Bus 340-345. Data processing applications for business; intro to information systems; data base concepts; analysis, design, and implementation of computer-based information systems and consideration of associated problems. May involve evening exams.  
Prereq: Stat 251 or Stat 301; and Bus 252

Bus 370  Introduction to Operations Process Management (3 cr)
This course examines the concepts and tools used to design, implement, manage, evaluate and improve the business processes used to create and deliver value to customers. International and ethical issues associated with process management will also be considered. Cannot be taken for credit by CBE Majors either concurrently or after completion of Bus 340-345. Introduction to operations management, including overviews of product and process design, forecasting, inventory management, total quality management, project management, master scheduling, material and capacity requirements planning, theory of constraints, production activity control, and lean manufacturing. May involve evening exams.  
Prereq: Acct 202, Bus 252, and Bus 290; and Stat 251 or Stat 301  
Prereq or Coreq: Bus 301, Bus 321, and Bus 350

Bus 408  Security Analysis (3 cr)
Emphasis on theory and practice of security analysis and other techniques of financial analyses; may involve management of actual portfolios.  
Prereq: Acct 310, Bus 302, Bus 340-345 and Econ 340

Bus 409  Problems in Financial Management (3 cr)
Analysis of selected topics in financial management; asset allocation; capital budgeting and valuation; synthesis of financial management skills through case analysis; written and oral reports and computer simulations. May involve evening exams.  
Prereq: Acct 310, Bus 302, Bus 340-345 and Econ 340

Bus 412  Human Resource Management (3 cr)
Human resource/personnel management functions including recruitment, training, compensation, performance appraisal, health and safety, labor relations, and legal issues.  
Prereq: Blaw 265; and Bus 290 or Bus 311 and Bus 311; OR Prereq or Coreq: Bus 343

Bus 413  Leadership and Organizational Behavior (3 cr)
Micro oriented treatment of areas including communication, motivation, group process, conflict, leadership style.  
Prereq: AgEc 278, Bus 390 or Bus 311; OR Prereq or Coreq: Bus 343-345

Bus 418  Organization Design and Changes (3 cr)
A study of design and change in effective organizations, including: organization processes, and learning organizations.  
Prereq: Bus 290 or Bus 311; OR Prereq or Coreq: Bus 343

Bus 420  Promotional Strategy (3 cr)
Marketing management point of view; objectives, methods, strategies, budgets, and measures of effectiveness; campaign management including advertising, public relations, sales promotion, reseller support, personal selling. May involve evening exams.  
Prereq: Bus 321; OR Prereq or Coreq: Bus 343

Bus 421  Marketing Research and Analysis (3 cr)
Applied research focusing on marketing information needs for managerial decision making: includes research design, data collection methods, statistical analysis, and use of marketing information systems to forecast market and sales potential, measure effectiveness of promotions, and analyze new products and distribution of goods and services. May involve evening exams.  
Prereq: Stat 251 or Stat 301; and Bus 321; OR Prereq or Coreq: Bus 343
Bus 422  Personal Selling and Sales Force Management (3 cr)
Personal Selling including prospecting, approaching customers, consultative sales presentations, closing techniques, and servicing
the sale. Sales Management including recruiting, selecting, training, compensating, motivating, supervising, and directing selling
efforts. May involve evening exams.
Prereq: Bus 321; OR Prereq or Coreq: Bus 343

Bus 424 Pricing Strategy and Tactics (3 cr)
Formulation of pricing strategies and tactics for new and existing products and services; survey of pricing dynamics; competitor
response to pricing strategies at the firm and product level; assessment of buyer price sensitivity.
Prereq: Bus 321 or Bus 345, and Econ 202 or Econ 272

Bus 426 Marketing Channels Management (3 cr)
Analysis of planning, organization, and control issues related to distribution of goods and services; topics include retail and wholesale
institutions, channel member behavior patterns, and vertical marketing systems.
Prereq: Bus 321 or Bus 340-345

Bus 427 Services Marketing (3 cr)
Survey of concepts addressing distinctive marketing problems and opportunities in service industries, as well as current issues and
trends in the service sector; includes discussion of strategies for marketing services, emphasizing the distinctive challenges and
approaches that make the marketing of services different from marketing manufactured goods. May involve evening exams.
Prereq: Bus 321; OR Prereq or Coreq: Bus 343

Bus 439 Systems and Simulation (4 cr)
Distribution theory, random numbers, modeling concepts and simulation of queueing and inventory systems. Students must have
access to a laptop computer for use in class. 3 lectures and one 3 hour lab a week. May involve evening exams. May involve field
trips. (Spring only)
Prereq: Acct 310, Econ 340, and Bus 340-345 or Bus 370; Bus 370, CHE 453, ME 313, or MSE 453; or Permission

Bus 441 Labor Relations (3 cr)
Evolution, structure, and procedures of contemporary labor-management relations; unionization, other concerted activity and
employment at will.
Prereq: Bus 290 or Bus 311 or 340-345

Bus 452 Business Telecommunications Management (3 cr)
Survey of telecommunications management issues in a business environment; topics include local and wide area networks,
telephony, public networks, and application of telecommunications technology in strategic business management.
Prereq: Bus 250 and Bus 350, Bus 344, Bus 346, and Bus 355

Bus 453 Database Design (3 cr)
Introduction to modern database management systems and their use in solving business problems. May involve evening exams.
Prereq: Bus 250 and Bus 350, Bus 344, Bus 345, and Bus 355

Bus 463 Portfolio Management (3 cr)
Application of security selection, portfolio theory and construction; financial futures; risk and return in investments; may involve
management of actual portfolios.
Prereq: Acct 310, Bus 340-345 and Econ 340; Bus 302

Bus 464 Derivatives and Risk Management (3 cr)
This course will cover methods used to establish the fair price of derivative securities and the creation of synthetic securities,
demonstrate the practical uses of derivatives in speculation, hedging and arbitrage, and examine the process of measurement and
management of financial risk. (Fall only)
Prereq: Acct 310, Acct 311, Bus 302, Bus 340-345, and Econ 340

Bus 469 Risk and Insurance (3 cr)
Examines risk and insurance, covering risk identification and measurement, risk reduction and hedging, and insurance pricing.
Prereq: Acct 310, Bus 302, Bus 340, Bus 341, Bus 342, Bus 343, Bus 344, Bus 345, and Econ 340; or instructor permission

Bus 470 Supply Chain Management (3 cr)
In-depth study and analysis of the supply chain management integrated approach to business with emphasis on the transportation,
purchasing, packaging, inventory management, and international logistics functions, as well as issues in negotiation and relationship
management. May involve evening exams.
Prereq: Acct 310 and Econ 340, and Bus 370 or Bus 340-345

Bus 472 Operations Planning and Scheduling (3 cr)
In-depth study of planning and scheduling techniques with emphasis on material requirements planning. May involve evening exams
and field trips.
Prereq: Bus 370 or 340-345

Bus 490 Strategic Management (3 cr)
May be used as general education credit in J-3-d. Capstone, integrative senior experience course focusing on the formulation and implementation of competitive strategies, both written and oral reports and case analyses. Strategy in both domestic and international contexts. Emphasizes approaches that executives take to provide ethical and strategic leadership to an organization as well as approaches used to achieve alignment of strategy with action across the various functional areas of the business. Application of strategy concepts in practice will be stressed. May involve evening exams.
Prereq: Engl 207, Engl 208, Engl 313 or Engl 317; and Bus 301, Bus 311, Bus 321, or Bus 340-345; and Acct 310 and Econ 340; Bus 390 and Senior standing.

Econ 340 Managerial Economics (2-3 cr)
May only be repeated once. Student may petition to repeat a second time in consultation with the Dean and course faculty team. This course covers the fundamental economic principles in applied business decisions from both micro and macroeconomic perspectives.
Prereq: Econ 201 and Econ 202; or Econ 272
Coreq: Bus 340

6. Change the curricular requirements of All Business Majors (B.S.Bus.) [Effective: Summer 2014]

General College Requirements for Graduation

University Requirements. See regulation J-3 for requirements that all students in the university must meet.

College Requirements. Before proceeding to upper-division work, students registered majoring in the College of Business and Economics (CBE) must have junior standing and have good academic standing. To enroll in Bus 390, a student may not have more than two courses in the College of Business and Economics Common Requirements in which he or she has a D grade and must have good academic standing. If a student retakes a class in which he or she earned a grade of either F or D, the second grade will be used to determine compliance with the requirement that the student have no more than two CBE Common Requirement courses with a D. A student may retake any individual course in the CBE Common Requirements only once: (1) complete at least 58 semester credit hours with a minimum cumulative grade-point average of 2.00, and (2) pass each of the following predictor courses and earn at least a 2.35 grade-point average in Econ 272 Foundations of Economic Analysis or Econ 201-Econ 202 Principles of Economics; Acct 201-Acct 202 Introduction to Financial Accounting and Introduction to Managerial Accounting; BLaw 265 Legal Environment of Business; and Stat 251 Statistical Methods or Stat 301 Probability and Statistics.

Undergraduate students enrolled as majors in the College of Business and Economics may not take any course required for the major on a pass/fail basis, with the exception of those courses offered only on a P/F basis.

Courses completed at a two-year college for transfer into the CBE core or major must be validated before they will be accepted for upper-division course requirements. Validation procedures are established by the faculty members of the CBE department offering these courses. Validation techniques include a proficiency examination, CLEP testing, or successful completion of an additional advanced course in the given field.

Before enrolling in upper division College of Business and Economics courses, a CBE student must apply and be accepted into the college’s junior or senior level curriculum.

Candidates for the B.S.Bus. degree must be accepted officially as majors in the College of Business and Economics for at least their last two semesters before graduation, excluding summer sessions, and complete at least the last 24 credit hours applicable toward their degree during this period.

At least 27 upper division College of Business and Economics credits applied to a B.S. Bus. Degree must be earned in residence on the University of Idaho campus. In addition, at least 12 upper division credit hours of the course requirement in the major must be earned on the UI campus.

All majors require the completion of at least 128-120 credit hours with the exception of the Marketing, PGA Golf Management Option Major which requires completion of at least 128 credit hours. The required program of study includes: (44) 34-58.60 credit hours in the CBE Common Requirementsbusiness and economics core, and (28) the major-specific required credit hours in the selected CBE major field. Additional undesignated electives are included in the 128-120 required credit hours (or 128 required credit hours in the case of the Marketing, PGA Golf Management Option major).

A. CBE General Core Common Requirements:
Communication (5 cr):
Comm 101 Fundamentals of Public Speaking (2 cr)
One of the following (3 cr):
Engl 207 Persuasive Writing (3 cr)
Engl 208 Personal and Exploratory Writing (3 cr)
Engl 313 Business Writing (3 cr)
Engl 317 Technical Writing (3 cr)
Phil 201 Critical Thinking (3 cr)

Mathematics and Statistics (6-7 cr):
One of the following (3-4 cr):
Math 160 Survey of Calculus or
Math 170 Analytic Geometry and Calculus I (4 cr)
Math 175 Analytic Geometry and Calculus II (4 cr)
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Math 275</td>
<td>Analytic Geometry and Calculus III (3 cr)</td>
</tr>
</tbody>
</table>

One of the following (3 cr):
- Stat 251 Statistical Methods (3 cr)
- Stat 301 Probability and Statistics (3 cr)

At least two courses from the following list (6-8 cr):
- Math 139 Finite Mathematics (3 cr)
- Math 143 Pre-calculus Algebra and Analytic Geometry (3 cr)
- Math 160 Survey of Calculus or
- Math 170 Analytic Geometry and Calculus I (4 cr)
- Math 175 Analytic Geometry and Calculus II (4 cr)
- Math 176 Discrete Mathematics (3 cr)
- Math 326 Linear Optimization (3 cr)
- Math 330 Linear Algebra (3 cr)
- Stat 431 Statistical Analysis (3 cr)
- Stat 422 Sample Survey Methods (3 cr)
- Stat 433 or Econ 453 Econometrics (3 cr)*
- Math 451 Probability Theory (3 cr)

*Note: If Stat 433 or Econ 453 Econometrics is used to fulfill this requirement, it cannot be used to satisfy the Upper-Division Economics requirement.

Social Sciences Economics (7-9-6 cr):
- Econ 201 Principles of Macroeconomics (3 cr)
- Econ 202 Principles of Microeconomics (3 cr)

OR
- Econ 272* Foundations of Econ Analysis (4 cr)

AND

Upper-Division Economics Elective (3 cr)

Humanities (3 cr):
- Phil 103 Ethics (3 cr)
- Literature elective (3 cr)

Accounting and Business Law (9 cr):
- Acct 201 Intro to Financial Acct (3 cr)
- Acct 202 Intro Managerial Accounting (3 cr)
- Blaw 265 Legal Environment of Business (3 cr)

Integrated Business Core (27 cr):
- Bus 190 Integrated Business and Value Creation (3 cr)
- Bus 252 Formal Models of Decision Making (3 cr)
- Bus 290 Leading Organizations and People (3 cr)
- Bus 301 Financial Resources Management (3 cr)
- Bus 321 Marketing (3 cr)
- Bus 350 Managing Information (3 cr)
- Bus 370 Process Management (3 cr)
- Bus 390 Integrated Topics in Business (3 cr, max 6)
- Bus 490 Strategic Management (3 cr)

Other courses:
- Acct 201 and Acct 202 Intro to Financial Acct and Managerial Accounting (6 cr)
- Bus 100 The World of Business (1 cr)
- Blaw 265 Legal Environment of Business (3 cr)
- Bus 330 Spreadsheet Modeling (1 cr)

Select one Environmental Related Course from the following (3 cr):
- CORS 207 Integrated Science: Sustainable Forestry (3 cr)
- Econ 385 Environmental Economics (3 cr)**
- EnvS 101 Introduction to Environmental Science (3 cr)
- EnvS 225 (a) International Environmental Issues Seminar (3 cr)
- EnvS 428 Pollution Prevention (3 cr)
- EnvS 479 Introduction to Environmental Regulations (3 cr)
- EnvS 483 Natural Resource Policy and Law (3 cr)
- For 221 Ecology (3 cr)
- For 235 Society and Natural Resources (3 cr)
- For 482 Watershed Science and Management (3 cr)
- Geol 361 Geology and the Environment (3 cr)
- Hist 424 American Environmental History (3 cr)
- Phil 552 Environmental Philosophy (3 cr)
- PolS 364 Politics of the Environment (3 cr)
Nonbusiness electives (5-10 cr)

* Students selecting Econ 272 must take one additional UI general education course in humanities or social science.

** To be chosen from courses that will satisfy regulation J-3.

*** Note: If Econ 385 is used to fulfill the environmental requirement, it cannot double count as the upper-division economics requirement.

B. CBE Common Program Requirements (Integrated Business Curriculum)

Requirements in Major (major-specific required credits)

Acct 310  Accounting for Business Decisions I (2 cr)
Bus 340  Team Building and Group Dynamics (2 cr)
Bus 341  Business Systems (4 cr)
Bus 342  Product and Process Planning (3 cr)
Bus 343  Planning and Decision Making in Organizations (2 cr)
Bus 344  Managing the Firm's Resources (3 cr)
Bus 345  Business Operating Decisions (3 cr)
Econ 340  Managerial Economics (2 cr)
Upper-division economics electives (3 cr)

One of the following (3 cr):
Bus 415  New Venture Creation (3 cr)
Bus 490  Strategic Management (3 cr)

C. Requirements in Major (major-specific required credits).

D. Electives—Chosen in consultation with the student's advisor.

7. Change the curricular requirements of Business Economics (B.S.Bus.) [Effective: Summer 2014]

Required course work includes the university requirements (see regulation J-3), the college requirements, and:

Econ 351  Intermediate Macroeconomic Analysis (3 cr)
Econ 352  Intermediate Microeconomic Analysis (3 cr)
Econ 490  Economic Theory and Policy (3 cr)
One of the following (3 cr):
Econ 453  Econometrics (3 cr)
And one of the following options:

A. General Option
Additional upper-division credits in economics (9 cr)
Upper-division courses in related field areas, with approval of department (9 cr)

Courses to total 128-120 credits for this degree

B. Financial Economics Option
Bus 302  Intermediate Financial Management (3 cr)
Bus 407  Financial Institutions (3 cr)
Econ 343  Money and Banking (3 cr)
At least one of the following (3 cr):
Bus 381  International Finance (3 cr)
Bus 408  Security Analysis (3 cr)
Bus 463  Portfolio Management (3 cr)
Additional upper-division credits in economics (6 cr)

Courses to total 128-120 credits for this degree

8. Change the curricular requirements of Economics (B.A. or B.S.) [Effective: Summer 2014]

Required course work includes the university requirements (see regulation J-), the general College of LASS requirements for the B.A. or B.S. degree, and:

One of the following groups of courses (6-7 cr):

Group A.
Econ 201  Principles of Macroeconomics (3 cr)
Econ 202  Principles of Microeconomics (3 cr)
or

Group B.*
Econ 272  Foundations of Economic Analysis (4 cr)

One of the following (2-3 cr):
Econ 201  Principles of Macroeconomics (3 cr)
Econ 202  Principles of Microeconomics (3 cr)
Two credits of upper-division economics course and
Econ 351 Intermediate Macroeconomic Analysis (3 cr)
Econ 352 Intermediate Microeconomic Analysis (3 cr)
Econ 490 Economic Theory and Policy (3 cr)
Math 143 Pre-calculus Algebra and Analytic Geom (3 cr) or higher
Math 160 Survey of Calculus,
Additional upper-division credits in economics (12-14 cr)
Upper-division credits in related fields, selected with approval of economics faculty. (15 cr)
One of the following (3 cr):
   Econ 453 Econometrics (3 cr)
One of the following (4 cr):
   Math 170 Analytic Geometry and Calculus I (4 cr)
   Math 175 Analytic Geometry and Calculus II (4 cr)
One of the following (3 cr):
   Stat 251 Prin of Statistics (3 cr)
   Stat 301 Probability and Statistics (3 cr)

Courses to total 128-120 credits for this degree

* A total of six credits in this area is required. Students who have completed Econ 272 with a final grade of B or better may either complete at least two additional upper-division credits in economics or take Econ 201 or Econ 202 for two credits. Students who have completed Econ 272 with a final grade lower than B must take either Econ 201 or Econ 202 for two credits.

9. Change the curricular requirements of Finance (B.S.Bus.) [Effective: Summer 2014]

Required course work includes the university requirements (see regulation J-3), the college requirements, and the following:

   Acct 315 Corporate Accounting and Reporting I (3 cr)
   Bus 302 Intermediate Financial Management (3 cr)
   Bus 407 Financial Institutions (3 cr)
Upper-Division economics courses (3 cr)
Tier 1 Finance electives, select one of the following (3 cr):
   Bus 409 Problems in Financial Management (3 cr)
   Bus 469 Risk and Insurance (3 cr)
Tier 2 Finance electives, select two of the following (6 cr):
   Bus 408 Security Analysis (3 cr)
   Bus 463 Portfolio Management (3 cr)
   Bus 464 Derivatives and Risk Management (3 cr)
   Bus 465 Introduction to Market Trading (3 cr)
Supporting electives, select two of the following (6 cr):
   Acct 385 Cost and Management Accounting (3 cr)
   Acct 414 Corporate Accounting and Reporting II (3 cr)
   Acct 415 Advanced Financial Accounting and Reporting (3 cr)
   Acct 483 Fundamentals of Federal Taxation (3 cr)
   Bus 362 Real Property Appraisal (3 cr)*
   Bus 378 Project Management (3 cr)
   Bus 381 International Finance (3 cr)
   Bus 414 Entrepreneurship (3 cr)
   Bus 415 New Venture Creation (3 cr)
   Bus 421 Marketing Research and Analysis (3 cr)
   Bus 427 Services Marketing (3 cr)
   Bus 439 Systems and Simulation (3 cr)
   Bus 456 Quality Management (3 cr)
   Econ 343 Money and Banking (3 cr)
   Econ 352 Intermediate Microeconomic Analysis (3 cr)
   Econ 407 Public Finance (3 cr)
   Econ 453 Econometrics (3 cr)
   Stat 431 Statistical Analysis (3 cr)

Two of the following may be used if not used to satisfy the above Tier 2 Finance elective:

   Bus 381 International Finance (3 cr)
   Bus 408 Security Analysis (3 cr)
   Bus 463 Portfolio Management (3 cr)
   Bus 464 Derivatives and Risk Management (3 cr)
   Bus 465 Introduction to Market Trading (3 cr)

Courses to total 128-120 credits for this degree

*Note: Students may elect to take Bus 362 or Bus 364 to satisfy the requirements of the Finance major.

10. Change the curricular requirements of Information Systems (B.S.Bus.) [Effective: Summer 2014]

Required course work includes the university requirements (see regulation J-3), the college requirements, and:
Bus 250  Introductory System Development (3 cr)
Bus 353  Data and Information Management (3 cr)
Bus 355  Systems Analysis and Design (3 cr)
Bus 452  Business Telecommunications Management (3 cr)
Bus 453  Database Design (3 cr)

Restricted IS electives: at least three additional courses from the following (9 cr):
Bus 351  Introduction to Electronic Commerce (3 cr)
Bus 352  Modern Information Technology (3 cr)
Bus 378  Project Management (3 cr)
Geog 385  GIS Primer (3 cr)
Geog 390  Cartographic Design & Geovisualization (3 cr)

400-Level course offered by the College of Business and Economics

300-Level or higher computer science course

An additional Bus 390 beyond that required for CBE core may be used with approval of IS area coordinator (3 cr)

Courses to total 128 120 credits for this degree. In addition to all other requirements, students must take at least 9 credits from outside the CBE in addition to those specifically required. These may be chosen from the restricted electives or from other courses.

11. Change the curricular requirements of Management and Human Resources (B.S.Bus.) [Effective: Summer 2014]

Required course work includes the university requirements (see regulation J-3), the college requirements, and:

Bus 412  Human Resource Management (3 cr)
Bus 413  Leadership and Organizational Behavior (3cr)
Bus 418  Organization Design and Changes (3 cr)

And one of the following emphases:

A. Management Emphasis

运营管理 Emphasis: select one of the following courses (3 cr):
Bus 378  Project Management (3 cr)
Bus 456  Quality Management (3 cr)
Bus 470  Purchasing and Materials Management (3 cr)
Bus 472  Operations Planning and Scheduling (3 cr)

Marketing Elective: select one of the following courses (3 cr):
Bus 324  Consumer Behavior (3 cr)
Bus 420  Promotional Strategy (3 cr)
Bus 422  Personal Selling and Sales Force Management (3 cr)
Bus 426  Marketing Channels Management (3 cr)
Bus 427  Services Marketing (3 cr)

Finance/Information Systems Elective: select one of the following courses (3 cr):
Bus 302  Intermediate Financial Management (3 cr)
Bus 351  Introduction to Electronic Commerce (3 cr)
Bus 353  Data and Information Management (3 cr)
Bus 355  Systems Analysis and Design (3 cr)
Bus 362  Real Property Appraisal (3 cr)
Bus 381  International Finance (3 cr)
Bus 407  Financial Institutions (3 cr)

One additional course selected from those not taken in the three groups above (3 cr)

Entrepreneurship Elective: select one of the following courses (3 cr):
Bus 414  Entrepreneurship (3 cr)
Bus 415  New Venture Creation (3 cr)
Bus 495  Product Development and Brand Management (3 cr)

Supporting Elective: select one of the following courses (3 cr):
Anth 462  Human Issues in International Development (3 cr)
Comm 233  Interpersonal Communication (3 cr)
Comm 235  Organizational Communication (3 cr)
Comm 335  Intercultural Communication (3 cr)
Comm 410  Conflict Management (3 cr)
Comm 432  Gender and Communication (3 cr)
Comm 433  Organizational Communication Theory, Research, and Application (3 cr)
Comm 491  Communication and Aging (3 cr)
Psych 320  Introduction to Social Psychology (3 cr)
Soc 301  Introduction to Diversity and Stratification (3 cr)
Soc 427  Race and Ethnic Relations (3 cr)

Research elective: select a total of three credits from the following courses (3 cr):
Anth 410  Research Methods in Anthropology (3 cr)
Courses to total 128-120 credits for this degree

*Note: Bus 415 may not be used to satisfy the Entrepreneurship Elective if it is used to satisfy the college requirement of Bus 415 or Bus 490.

**Note: Students may elect to use Math 160 or Math 170, but not both, to complete their research elective.

***Note: Stat 433/Econ 453 Econometrics does not satisfy the Upper Division Economics requirement.

B. Human Resources Management Emphasis

Bus 416 Staffing and Compensation (3 cr)
Bus 441 Labor Relations (3 cr)

Specialized Elective: select one of the following courses (3 cr):
Psyc 416 Industrial/Organizational Psychology (3 cr)
Psyc 430 Tests and Measurements (3 cr)
Psyc 435 Personnel (3 cr)
Psyc 450 Training and Performance Support (3 cr)
Bus 461 Retirement Planning and Employee Benefits (3 cr)

Supporting Electives: select two of the following courses (at least one selection must be an upper-division course) (6 cr):
Anth 462 Human Issues in Human Development (3 cr)
Comm 233 Interpersonal Communication (3 cr)
Comm 235 Organizational Communication (3 cr)
Comm 332 Communication and the Small Group (3 cr)
Comm 335 Intercultural Communication (3 cr)
Comm 410 Conflict Management (3 cr)
Comm 432 Gender and Communication (3 cr)
Comm 491 Communication and Aging (3 cr)
Soc 301 Introduction to Diversity and Stratification (3 cr)
Soc 427 Racial and Ethnic Relations (3 cr)

Research elective: select a total of three credits from the following courses (3 cr):
Anth 410 Research Methods in Anthropology (3 cr)
Bus 421 Marketing Research and Analysis (3 cr)
Comm 455 Communication Research Methods (3 cr)
Math 160 Survey of Calculus (4 cr)*
Math 170 Analytic Geometry and Calculus I (4 cr)*
Math 330 Linear Algebra (3 cr)
Math 451 Probability Theory (3 cr)
OrgS 444 Methods and Analysis in Organizational Science (4 cr)
Psyc 218 Introduction to Research in the Behavioral Sciences (4 cr)
Psyc 430 Tests and Measurements (3 cr)
Soc 310 Methods of Social Research (3 cr)
Stat 422 Sample Survey Methods (3 cr)
Stat 431 Statistical Analysis (3 cr)
Stat 433 Econometrics (3 cr)*
Stat 514 Nonparametric Statistics (3 cr)

Courses to total 128-120 credits for this degree

*Note: Students may elect to use Math 160 or Math 170, but not both, to complete their research elective.

**Note: Stat 433/Econ 453 Econometrics does not satisfy the Upper Division Economics requirement.

12. Change the curricular requirements of Marketing (B.S.Bus.) [Effective: Summer 2014]
Required course work includes the university requirements (see regulation J-3 on page Error! Bookmark not defined.), the college requirements, and:

Bus 324 Consumer Behavior (3 cr)
Bus 421 Marketing Research and Analysis (3 cr)
Bus 428 Marketing Management (3 cr)

**One of the following communication courses (3 cr):**
Comm 233 Interpersonal Communication (3 cr)
Comm 235 Organizational Communication (3 cr)
Comm 332 Communication and the Small Group (3 cr)
Comm 410 Conflict Management (3 cr)

**One upper division (300-400 level) CBE, statistics, or mathematics courses, excluding Bus 301, Bus 311, Bus 321, Bus 350, Bus 370.) (3 cr)**

And one of the following emphases/options:

**A. General Marketing Emphasis**

**One of the following communication courses (3 cr):**
Comm 233 Interpersonal Communication (3 cr)
Comm 235 Organizational Communication (3 cr)
Comm 332 Communication and the Small Group (3 cr)
Comm 410 Conflict Management (3 cr)

**One upper division (300-400 level) CBE, statistics, or mathematics courses, excluding Bus 311) (3 cr)**

**Tier 1 Marketing Electives:**

One of the following (3 cr):
Bus 427 Services Marketing (3 cr)
Bus 495 Product Development and Brand Management (3 cr)

One of the following (3 cr):
AgEc 333 Introduction to Sales (3 cr)
Bus 420 Promotional Strategy (3 cr)
Bus 422 Personal Selling and Sales Force Management (3 cr)

One of the following (3 cr):
Bus 425 Retail Distribution Management (3 cr)
Bus 426 Marketing Channels Management (3 cr)

One of the following (3 cr):
Bus 424 Pricing Strategy and Tactics (3 cr)
Econ 352 Intermediate Microeconomic Analysis (3 cr)*

**Courses to total 128-120 credits for this degree**

*Note: Econ 352 cannot be used to also satisfy the upper-division economics requirement.*

**B. Entrepreneurship Emphasis**

Acct 482 or Enterprise Accounting (3 cr)
Acct 582
Bus 414 Entrepreneurship (3 cr)
Bus 415 New Venture Creation (3 cr)

**One of the following communication courses (3 cr):**
Comm 233 Interpersonal Communication (3 cr)
Comm 235 Organizational Communication (3 cr)
Comm 332 Communication and the Small Group (3 cr)
Comm 410 Conflict Management (3 cr)

**One upper division (300-400 level) CBE, statistics, or mathematics courses, excluding Bus 311) (3 cr)**

**Tier 1 Marketing Electives: Three credits of the following courses (3 cr):**
Bus 422 Promotional Strategy (3 cr)
Bus 424 Pricing Strategy and Tactics (3 cr)
Bus 425 Retail Distribution Management (3 cr)
Bus 426 Marketing Channels Management (3 cr)
Bus 427 Services Marketing (3 cr)
Bus 429 Vandal Solutions (1-6 cr, max 6)
Bus 481 International Marketing (3 cr)
Bus 495 Product Development and Brand Management (3 cr)

Entrepreneurship Practicum/Internship/Vandal Solutions (3 cr)

**Courses to total 128-120 credits for this degree**

**C. PGA Golf Management Option**

Bus 103 Introduction to PGA Golf Management (2 cr)
Bus 150  PGA Golf Management I (2 cr)
Bus 251  PGA Golf Management II (2 cr)
Bus 298  Internship (2 cr)
Bus 385  PGA Golf Management III (2 cr)
Bus 386  Food & Beverage Hospitality with Lab (4 cr)
Bus 398  Internship (6 cr)
PlSc 302  Golf and Sports Turf Management (3 cr)
Rec 105  Teaching Golf I (2 cr.)
Rec 205  Teaching Golf II (2 cr)
Rec 305  Teaching Golf III (2 cr)

One of the following communication courses (3 cr):
Comm 233  Interpersonal Communication (3 cr)
Comm 235  Organizational Communication (3 cr)
Comm 332  Communication and the Small Group (3 cr)
Comm 335  Intercultural Communication (3 cr)
Comm 410  Conflict Management (3 cr)

Tier 1 Marketing Electives:
One of the following courses (3 cr):
Bus 427  Services Marketing (3 cr)
Bus 495  Product Development and Brand Management (3 cr)

One of the following courses (3 cr):
AgEc 333  Introduction to Sales (3 cr)
Bus 420  Promotional Strategy (3 cr)
Bus 422  Personal Selling and Sales Force Management (3 cr)

One of the following courses (3 cr):
Bus 425  Retail Distribution Management (3 cr)
Bus 426  Marketing Channels Management (3 cr)

One of the following courses (3 cr):
Bus 424  Pricing Strategy and Tactics (3 cr)
Econ 352  Intermediate Microeconomic Analysis (3 cr)*

Tier 1 Marketing Electives: Six credits of the following courses (6 cr):
Bus 420  Promotional Strategy (3 cr)
Bus 422  Personal Selling and Sales Force Management (3 cr)
Bus 424  Pricing Strategy and Tactics (3 cr)
Bus 426  Marketing Channels Management (3 cr)
Bus 427  Services Marketing (3 cr)
Bus 429  Vandal Solutions (1-6 cr, max 6)
Bus 482  International Marketing (3 cr)
Bus 495  Product Development and Brand Management (3 cr)

Research Elective: select a total of three credits from the following courses (3 cr):*
Math 160  Survey of Calculus (4 cr)
Math 170  Analytic Geometry and Calculus I (4 cr)
Math 330  Linear Algebra (3 cr)
Math 454  Probability Theory (3 cr)
Stat 422  Sample Survey Methods (3 cr)
Stat 426  SAS Programming (3 cr)
Stat 431  Statistical Analysis (3 cr)
Stat 433  Econometrics (3 cr)**
Stat 514  Nonparametric Statistics (3 cr)

Other research methods class as approved by your advisor and the marketing area

Students must pass the PGA Player Ability Test

Courses to total 136-128 credits for this degree

*Note: Econ 352 cannot be used to also satisfy the upper-division economics requirement.

**Students must have a 12.0 handicap or better to enter this program. Students must also be a U.S. citizen to be eligible for PGA membership.

***Note: You may not use the courses you took to complete your CBE General Core Mathematics requirement to fulfill the Research Elective.

****Note: Stat 433/Econ 453 Econometrics does not satisfy the Upper Division Economics requirement if used to satisfy your Research Elective.

13. Change the curricular requirements of Operation Management (B.S.Bus.) [Effective: Summer 2014]

Required course work includes the university requirements (see regulation J-3), the college requirements, and:

Bus 378  Project Management (3 cr)
Bus 439  Systems and Simulation (2-4 cr)
Bus 456   Quality Management (3 cr)
Bus 470   Supply Chain Management (3 cr)
Bus 472   Operations Planning and Scheduling (3 cr)

Three courses selected from the following (9 cr):
EnvS 428   Pollution Prevention (3 cr)
ME 410    Principles of Lean Manufacturing (3 cr)
Stat 431   Statistical Analysis (3 cr)
Stat 446   Six Sigma Innovation (3 cr)

Any upper-division (300-400-level) College of Business and Economics courses (excluding Bus 301, Bus 311, Bus 321, Bus 350, Bus 370)
Any one business, culture, economics or language class that includes a significant international experience component (3 cr)

Courses to total 128-120 credits for this degree

14. Change the curricular requirements of Business (Minor) [Effective: Summer 2014]

This minor is not open to students pursuing other college business options (e.g., foreign language/business option, music/business option, or to students pursuing a major in the College of Business and Economics.

Acct 201   Introduction to Financial Accounting (3 cr)
Bus 311   Introduction to Management (3 cr)
Bus 321   Marketing (3 cr)

One of the following (3-4 cr):
Bus 301   Financial Resources Management (3 cr)
Bus 350   Managing Information (3 cr)
Bus 378   Project Management (3 cr)
Bus 414   Entrepreneurship (3 cr)

One of the following (3-4 cr):
Econ 202   Principles of Microeconomics (3 cr)
Econ 272   Foundations of Econ Analysis (4 cr)

Take either two additional 300- or 400-level 3 credit BUS prefix courses OR take Bus 190 and one additional 300- or 400-level 3 credit BUS prefix course (6 cr)

One of the following groups of courses (15-17 cr):
Group A
Bus 301   Financial Management (3 cr)
Bus 311   Introduction to Management (3 cr)
Bus 321   Marketing (3 cr)
Six credits taken from Bus 101 or any other 300- or 400-level BUS prefix course or

One of the following (3 cr):
Bus 340   Team Building and Group Dynamics (2 cr)
Bus 341   Business Systems (4 cr)
Bus 342   Product and Process Planning (3 cr)
Bus 343   Planning and Decision-Making in Organizations (2 cr)
Bus 344   Managing the Firm’s Resources (3 cr)
Bus 345   Business Operating Decisions (3 cr)

Courses to total 21 credits for this minor

15. Change the curricular requirements of International Business (Minor) [Effective: Summer 2014]

Note: This minor is limited to students majoring in the College of Business and Economics.

Bus 345   Business Operating Decisions (3 cr)
Bus 381   International Finance (3 cr)
Bus 390   Integrated Topics in Business (3 cr)
Bus 482   International Marketing (3 cr)
Econ 446   International Economics (3 cr)
PolS 237   International Politics (3 cr)

One of the following courses or another approved elective (3 cr):
Econ 447   International Development Economics (3 cr)
FLEN 307   The European Union (3 cr)
PolS 440   International Organizations and International Law (3 cr)

Foreign language mastery is required equivalent to completion of the introductory and intermediate courses, and an upper-division course in a language. A semester of study and/or internship in another country is recommended. CBE students currently have direct access to academic programs at Växjö University (Sweden), Ecole Supérieure de Commerce de Chambéry (France), Pontifica Universidad Católica del Ecuador, Griffith University (Australia), Fachhochschule fur Technik und Wirtschaft Berlin (Germany), University of Zaragoza (Spain), Haagse Hogeschool (The Netherlands), the Southern Denmark Business School, and the University of Newcastle upon Tyne (United Kingdom). CBE students also have access to programs in Australia, Chile, France, Italy, and Spain

15 of 16
through the University Studies Abroad Consortium, and to numerous schools in various countries through the International Student Exchange Program. Internships are developed on an ad hoc basis.

**Courses to total 20 credits for this minor**

**UCC-14-013 Regulation J-3-d**

It was motioned and seconded to approve the proposed changes to Regulation J-3-d. Committee member Frey reviewed the proposed changes. Committee member Prather asked for some additional background on the organization of the General Education requirements. Committee chair Folwell noted the lack of a credit requirement on the American Diversity, International, and Senior Experience requirements. Frey explained the rationale for leaving credits off those requirements. Committee member Haagensen asked for clarification on the use of the term “Integrated” and what it was conveying to the student. Frey discussed the rationale for the use of the term “Integrated.” Committee member Miller asked is ISEM 301 was defined as a course in the catalog. Committee member Stevenson asked about the upper-division course requirement and the requirement of ISEM 301 and the Senior Experience course. The committee discussed modifying the upper-division and 3 discipline requirements. The also discussed the organization of the regulations and perhaps modifying them. The committee would like UCGE to review the proposal and return it to UCC at a future time. Hearing no further questions the motion to approve the proposed changes **failed unanimously without prejudice** and will be returned to UCGE for editing.

The next UCC meeting will be September 30th, 2013. This meeting was adjourned at 4:43pm.

Charles Tibbals, UCC Secretary