



# COLLEGE OF BUSINESS AND ECONOMICS

- **Accounting**
- **Business Administration**
- **Economics**
- **Finance**

The college offers baccalaureate degrees in accounting, business administration, and economics. Within the business administration program, students may choose to major in finance, management, marketing, or operations management. Honors degrees are available in selected degree programs; and, through the Department of Foreign Languages and Literatures, a foreign language certificate (with an optional Honors component) may also be earned in conjunction with the baccalaureate degree. The College also administers comprehensive special support services for its minority students. The FORTUNE 2000 program provides students with academic and career-related assistance to encourage successful matriculation, graduation and career placement.

Minors are offered in business administration and economics. In addition, for students enrolled in majors within the College, minors are also available in international business and management information/decision support systems.

At the graduate level, the College offers degree programs leading to the Master of Science degree in Accounting, Master of Business Administration, Master of Arts and Master of Science degrees in Economics, and the Ph.D. in Economics.

Undergraduate students are admitted as new students into either the Accounting, Business Administration, or Economics degree programs. Students already admitted to the University of Delaware matriculated in other programs may apply to change their degree program to accounting, business administration, or economics after earning 30 credits at the University. Applications are reviewed each October 15 and March 15 by the departments within the College. The chief criteria used in selection is academic performance with the average grade point of those accepted over the past five years being around a 2.8. Applications for admission to the minors are also reviewed and have similar criteria, although the MI/DSS minor appli-

cations are reviewed only once a year in March. Additional information and application forms are available in the four departments. (Note that students who are applying for re-admission to the University who were previously dropped for academic deficiency may be readmitted to their degree program in the College of Business and Economics assuming that they 1) had a minimum of 60 earned hours at the time they were dropped, 2) were enrolled as a Business and Economics student at the time of the termination, and 3) have a deficit of 6 or less.)

---

## ACCOUNTING

---

The undergraduate accounting program is designed to prepare the student for an accounting career in industry, in government, or in public accounting. During the first two years, the accounting major follows a format of courses that enables the student to acquire a broad liberal arts background. The accounting program is designed to provide flexibility in the selection of humanities and social and natural science courses from broad groupings to augment the professional development of the student. The undergraduate accounting major includes work in accounting information systems, intermediate, cost, income tax, advanced accounting, and auditing.

The program provides preparation for the Uniform Certified Public Accountant Examination; the Certificate in Management Accounting and other professional certifications. Graduates who have completed the full curriculum meet the education requirements for admission to the New York State license examination for certified public accountancy.

The major in accounting leads to the degree of Bachelor of Science in Accounting. Each candidate for a Bachelor of Science degree

must: (1) earn a minimum of 128 credits, (2) achieve a minimum cumulative grade point average of C (2.0) on all work undertaken at the University of Delaware, (3) fulfill the course requirements of the degree program, and (4) achieve at least a C in specified business, finance, economics and accounting courses. In order to receive a B.S. in Accounting, a student transferring in credit must take at least five of the seven required technical junior- and senior-level accounting courses (ACCT 302, 315, 316, 327, 413, 415 and 417) at the University of Delaware.

Students majoring in accounting must take a broad range of nonbusiness courses (courses offered in colleges outside of the College of Business and Economics) including a specified number of courses in the humanities, science and/or mathematics, social sciences, and in other disciplines that develop specific skills. Fourteen credits of free electives are required to give each student the opportunity to choose courses most consistent with his or her interests and career goals.

**DEGREE: BACHELOR OF SCIENCE IN ACCOUNTING  
MAJOR: ACCOUNTING**

CURRICULUM	CREDITS*
<b>UNIVERSITY REQUIREMENTS</b>	
ENGL 110 Critical Reading and Writing**	3 <sup>1</sup>
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content ‡	3 <sup>1-4</sup>
<b>MAJOR REQUIREMENTS</b>	
<b>External to the College</b>	
<b>Humanities</b>	
Fifteen credits from the following departments:	15 <sup>1,2</sup>
Art History History, English (except composition or similar courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre (except performance), Comparative Literature, and literature courses in a foreign language	
<b>Social and Behavioral Science</b>	3 <sup>1</sup>
Three credits from the following departments: Anthropology, Psychology, or Sociology.	
<b>Skills</b>	
MATH 221 Calculus I	3 <sup>1</sup>
MATH 230 Finite Mathematics with Applications	3 <sup>1</sup>
or	
MATH 242 Analytic Geometry and Calculus B	4
MATH 230 Finite Mathematics with Applications	3
or	
MATH 241 Analytic Geometry and Calculus A	4
MATH 242 Analytic Geometry and Calculus B	4
MATH 243 Analytic Geometry and Calculus C	4
STAT 201 Introduction to Statistics I	3 <sup>2</sup>
STAT 202 Introduction to Statistics II	3 <sup>2</sup>
Three credits chosen from the following:	
ENGL 301 Expository Writing	3
ENGL 302 Advanced Composition	3
ENGL 410 Technical Writing	3
COMM 255 Fundamentals of Communication	3
COMM 312 Oral Communication in Business	3 <sup>2</sup>
COMM 350 Public Speaking	3
COMM 356 Small Group Communication	3
COMM 361 Interpersonal Communication	3
<b>Natural and Physical Science or Mathematics</b>	6 <sup>2</sup>
Six credits chosen from the following areas: Mathematics beyond Calculus I, Biological Sciences, Chemistry, Geology, Physics, Physical Geography, Physical Science, Oceanography, Animal Science or Plant Science	

**Within the College**

ECON 151 Introduction to Microeconomics: Prices and Markets***	3 <sup>1</sup>
ECON 152 Introduction to Macroeconomics: National Economy***	3 <sup>1</sup>
BUAD 301 Introduction to Marketing***	3 <sup>3</sup>
BUAD 306 Operations Management***	3 <sup>3</sup>
FINC 311 Business Finance***	3 <sup>3</sup>
BUAD 309 Management and Organizational Behavior***	3 <sup>3</sup>
BUAD 441 Business Policy***	3 <sup>4</sup>
FINC 407 Security Analysis	3 <sup>4</sup>
ECON 302 Banking and Monetary Policy	3 <sup>3</sup>
Economics course (at 200-level or higher)	3-9 <sup>4</sup>
Accounting, Finance, or Business Administration courses (at 300-level or higher)****	0-6 <sup>3,4</sup>

**Within the Department**

ACCT 207 Accounting I***	3 <sup>2</sup>
ACCT 208 Accounting II***	3 <sup>2</sup>
ACCT 260 Introduction to Business Information Systems I	3 <sup>2</sup>
ACCT 302 Accounting Information Systems	3 <sup>3</sup>
ACCT 315 Intermediate Accounting I***	3 <sup>3</sup>
ACCT 316 Intermediate Accounting II***	3 <sup>3</sup>
ACCT 327 Cost Accounting ‡	3 <sup>3</sup>
ACCT 350 Business Law I	3 <sup>4</sup>
ACCT 351 Business Law II	3 <sup>4</sup>
ACCT 413 Income Tax Accounting ‡	3 <sup>4</sup>
ACCT 415 Advanced Accounting ‡	3 <sup>4</sup>
ACCT 417 Auditing ‡	3 <sup>4</sup>

**ELECTIVES**

**Electives** 14<sup>1-3</sup>

Fourteen credits of elective subjects of which six credits may be taken outside the College of Arts and Science. Six credits from the College of Business and Economics may be elected in the elective category. Economics courses must be at the 200-level or higher and Business Administration, Finance, and Accounting courses must be at the 300-level or higher. A student who elects ROTC may apply twelve credits of ROTC to the elective category. No more than two credits can be from HPER 120.

**CREDITS TO TOTAL A MINIMUM OF ..... 128**

**BUSINESS ADMINISTRATION**

Professional education in business administration serves to develop the capabilities of students so that they may assume positions of leadership and responsibility at all levels of management in our society.

The undergraduate degree program in business administration reflects the growing demand for greater management capability in every field of endeavor: private industry, government, or nonprofit institutions. Since most of the skills and techniques of management originate in private industry, much of the curriculum focuses on the private business sector.

The faculty of the Departments of Business Administration and Finance develop each student through a variety of teaching techniques: lectures, case studies, role playing, seminars, and directed study. No single teaching technique is emphasized to the exclusion of others. To enhance the instructional process, the departmental faculty is actively involved with business and governmental leaders through research, seminars, and consulting activities.

Students pursuing a program of study leading to the degree of Bachelor of Science in Business Administration will select one of four majors: management, marketing, finance, or operations management. The major in finance is administered by the Department of Finance within the College of Business and Economics. Students may also pursue a minor in international business and/or apply to the minors in management information/decision support systems, eco-

\*Superior figures indicate year or years in which the course is normally taken, i.e., <sup>1</sup> freshman year, <sup>2</sup> sophomore year, etc.

\*\*Minimum grade of C- required.

‡This requirement may be fulfilled through a course or courses taken to complete other degree requirements; it cannot be fulfilled by a course taken pass/fail. See page 21.

\*\*\*A grade of C or better is required in these courses

\*\*\*\*Note that ACCT 352 and ACCT 313 may not be used for degree credit.

‡A grade of C or better is required in all but one of these courses.

nomics or a variety of other fields. A minor in business administration is also available to students majoring in other fields.

Each candidate for a degree must: (1) earn a minimum of 128 credits, (2) achieve a minimum cumulative grade point average of C (2.0) on all work undertaken at the University of Delaware, (3) fulfill the course requirements of the degree program, and (4) achieve at least a C in specified business, finance, accounting and economics courses. Students seeking a Bachelor's Degree in Business Administration may take only one of the four required upper-level courses in their major at another institution.

Students also take a broad range of nonbusiness courses (courses offered in colleges outside of the College of Business and Economics) including a specified number of courses in the humanities, sciences, social and behavioral sciences, and in disciplines that develop specific skills in mathematics, statistics, and written and oral communication. Additional electives are also required to give each student the opportunity to choose courses most consistent with his or her interests.

It is recommended that students take BUAD 301, 306, 309, FINC 311 and ACCT 261 during the first semester of the junior year. A major is selected after taking these introductory courses.

All 400-level courses are restricted to Business Administration and Accounting degree candidates and to students whose programs require the course. Preference is given to majors.

**DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION  
MAJOR: MANAGEMENT**

SUGGESTED CURRICULUM CREDITS\*

**UNIVERSITY REQUIREMENTS**

ENGL 110	Critical Reading and Writing**	3 <sup>1</sup>
Three credits	in an approved course or courses stressing multicultural, ethnic, and/or gender-related content #	3 <sup>1-4</sup>

**MAJOR REQUIREMENTS**

**External to the College: General Requirements**

**Humanities** 15<sup>1,2</sup>

Fifteen credits from the following departments: Art History History, English (except composition or similar courses), Philosophy (except PHIL 125), Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature, and literature courses in a foreign language. No more than nine credits may be taken in one department.

**Social and Behavioral Science**

No more than six credits may be taken in one department to fulfill Group B requirements.

Economics (200-level or higher)	3 <sup>2</sup>
Psychology	3 <sup>1</sup>
Sociology	3 <sup>1</sup>
Six credits from the following departments:	6 <sup>2</sup>

Anthropology, Economics (200-level or higher not counting the Economics course required under the Professional Requirements for the concentrations), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice).

**Skills**

COMM 312	Oral Communication in Business	3 <sup>2</sup>
ENGL 312	Written Communications in Business	3 <sup>3</sup>
MATH 221	Calculus I	3 <sup>1</sup>
MATH 230	Finite Mathematics with Applications	3 <sup>1</sup>
STAT 201	Introduction to Statistics I	3 <sup>2</sup>
STAT 202	Introduction to Statistics II	3 <sup>2</sup>

**Natural and Physical Science** 7<sup>1</sup>

Seven credits including one lab credit from the following areas: Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Physics, Plant Science and Science.

**FREE ELECTIVES**

**Electives** 13<sup>2,3</sup>

Thirteen credits not offered in the College of Business and Economics of which no more than two credits can be from HPER 120

**Within the College: Professional Requirements**

ECON 151	Introduction to Microeconomics: Prices and Markets***	3 <sup>1</sup>
ECON 152	Introduction to Macroeconomics: National Economy***	3 <sup>1</sup>
Three credits	in Economics at the 200-level or higher	3 <sup>3,4</sup>
ACCT 207	Accounting I***	3 <sup>2</sup>
ACCT 208	Accounting II***	3 <sup>2</sup>
ACCT 260	Introduction to Business Information Systems I	3 <sup>2</sup>
ACCT 261	Introduction to Business Information Systems II@	3 <sup>2</sup>
ACCT 352	Law and Social Issues in Business	3 <sup>3</sup>
Accounting course(s)†		0-6 <sup>4</sup>
FINC 311	Business Finance***	3 <sup>3</sup>

**Within the Department**

BUAD 301	Introduction to Marketing***	3 <sup>3</sup>
BUAD 306	Operations Management***	3 <sup>3</sup>
BUAD 309	Management and Organizational Behavior***	3 <sup>3</sup>
BUAD 441	Business Policy***	3 <sup>4</sup>
BUAD 382	International Business Management‡	3 <sup>3,4</sup>
BUAD 429	Seminar on Organizations‡	3 <sup>4</sup>

Six credits from the following four courses:

BUAD 385	Administrative Theory‡	3 <sup>3,4</sup>
BUAD 420	Industrial Relations‡	3 <sup>3,4</sup>
BUAD 421	Human Resource Management‡	3 <sup>3,4</sup>
BUAD 428	Administrative Management Systems‡	3 <sup>4</sup>

Business course(s) outside the student's major † 0-6

**CREDITS TO TOTAL A MINIMUM OF 128**

**DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION  
MAJOR: MARKETING**

CURRICULUM CREDITS\*

**UNIVERSITY REQUIREMENTS**

ENGL 110	Critical Reading and Writing**	3 <sup>1</sup>
Three credits	in an approved course or courses stressing multicultural, ethnic, and/or gender-related content #	3 <sup>1-4</sup>

**MAJOR REQUIREMENTS**

**External to the College: General Requirements**

**Humanities** 15<sup>1,2</sup>

Fifteen credits from the following departments: Art History History, English (except composition or similar courses), Philosophy (except PHIL 125), Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature, and literature courses in a foreign language. No more than nine credits may be taken in one department.

**Social and Behavioral Science**

No more than six credits may be taken in one department to fulfill Group B requirements.

Economics (200-level or higher)	3 <sup>2</sup>
Psychology	3 <sup>1</sup>
Sociology	3 <sup>1</sup>
Six credits from the following departments:	6 <sup>2</sup>

Anthropology, Economics (200-level or higher not counting the Economics course required under the Professional Requirements for the majors), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice)

\*Superior figures indicate year or years in which the course is normally taken, i.e., <sup>1</sup> freshman year, <sup>2</sup> sophomore year, etc

\*\*Minimum grade of C- required.

#This requirement may be fulfilled through a course or courses taken to complete other degree requirements; it cannot be fulfilled by a course taken pass/fail. See page 21.

\*\*\*A grade of C or better is required in these courses.

‡A grade of C or better is required in all but one of these courses.

†Students must take a total of six credits in any combination of the courses marked with a dagger as professional electives (except ACCT 350 and ACCT 351)

@Only one of the following courses will count towards graduation: ACCT 261, ACCT 302 or BUAC 325

**Skills**

COMM 312	Oral Communication in Business	3 <sup>2</sup>
ENGL 312	Written Communications in Business	3 <sup>3</sup>
MATH 221	Calculus I	3 <sup>1</sup>
MATH 230	Finite Mathematics with Applications	3 <sup>1</sup>
STAT 201	Introduction to Statistics I	3 <sup>2</sup>
STAT 202	Introduction to Statistics II	3 <sup>2</sup>

**Natural and Physical Science** ..... 7<sup>1</sup>

Seven credits including one lab credit from the following areas: Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Physics, Plant Science and Science

**FREE ELECTIVES**

**Electives** ..... 13<sup>2,3</sup>

Thirteen credits not offered in the College of Business and Economics of which no more than two credits can be from HPER 120

**Within the College: Professional Requirements**

ECON 151	Introduction to Microeconomics: Prices and Markets***	3 <sup>1</sup>
ECON 152	Introduction to Macroeconomics: National Economy***	3 <sup>1</sup>
ECON 251	Managerial Economics	3 <sup>2</sup>
ACCT 207	Accounting I***	3 <sup>2</sup>
ACCT 208	Accounting II***	3 <sup>2</sup>
ACCT 260	Introduction to Business Information Systems I	3 <sup>2</sup>
ACCT 261	Introduction to Business Information Systems II@	3 <sup>2</sup>
ACCT 352	Law and Social Issues in Business	3 <sup>3</sup>
Accounting course(s)†		0-6 <sup>4</sup>
FINC 311	Business Finance***	3 <sup>3</sup>

**Within the Department**

BUAD 301	Introduction to Marketing***	3 <sup>3</sup>
BUAD 302	Marketing Research‡	3 <sup>3</sup>
BUAD 306	Operations Management***	3 <sup>3</sup>
BUAD 309	Management and Organizational Behavior***	3 <sup>3</sup>
BUAD 441	Business Policy***	3 <sup>4</sup>
BUAD 479	Marketing Strategy for the Firm‡	3 <sup>4</sup>
Business course(s) outside the student's major†		0-6 <sup>4</sup>

Six credits from the following six courses:

BUAD 470	Sales Management and Selling‡	3 <sup>4</sup>
BUAD 471	Advertising Management‡	3 <sup>4</sup>
BUAD 473	Buyer Behavior‡	3
BUAD 474	Marketing Channels and Retailing‡	3
BUAD 475	International Marketing‡	3
BUAD 477	Product and Price Planning‡	3

**CREDITS TO TOTAL A MINIMUM OF** ..... 128

Sociology ..... 3<sup>1</sup>

Six credits from the following departments: ..... 6<sup>2</sup>

Anthropology, Economics (200-level or higher not counting the Economics course required under the Professional Requirements for the concentrations), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice).

**Skills**

COMM 312	Oral Communication in Business	3 <sup>2</sup>
ENGL 312	Written Communications in Business	3 <sup>3</sup>
MATH 221	Calculus I	3 <sup>1</sup>
MATH 230	Finite Mathematics with Applications	3 <sup>1</sup>
STAT 201	Introduction to Statistics I	3 <sup>2</sup>
STAT 202	Introduction to Statistics II	3 <sup>2</sup>

**Natural and Physical Science** ..... 7<sup>1</sup>

Seven credits including one lab credit from the following areas: Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Physics, Plant Science and Science

**FREE ELECTIVES**

**Electives** ..... 13<sup>2,3</sup>

Thirteen credits not offered in the College of Business and Economics of which no more than two credits can be from HPER 120

**Within the College: Professional Requirements**

ECON 151	Introduction to Microeconomics: Prices and Markets***	3 <sup>1</sup>
ECON 152	Introduction to Macroeconomics: National Economy***	3 <sup>1</sup>
ECON 302	Banking and Monetary Policy	3 <sup>3</sup>
ACCT 207	Accounting I***	3 <sup>2</sup>
ACCT 208	Accounting II***	3 <sup>2</sup>
ACCT 260	Introduction to Business Information Systems I	3 <sup>2</sup>
ACCT 261	Introduction to Business Information System II@	3 <sup>2</sup>
ACCT 352	Law and Social Issues in Business	3 <sup>3</sup>
Accounting course(s)†		0-6 <sup>4</sup>
BUAD 301	Introduction to Marketing***	3 <sup>3</sup>
BUAD 306	Operations Management***	3 <sup>3</sup>
BUAD 309	Management and Organizational Behavior***	3 <sup>3</sup>
BUAD 441	Business Policy***	3 <sup>4</sup>

**Within the Department**

FINC 311	Business Finance***	3 <sup>3</sup>
FINC 312	Problems in Financial Management‡	3 <sup>3</sup>
FINC 407	Security Analysis‡	3 <sup>4</sup>

One of the following five courses

FINC 413	Finance Seminar (topics vary)‡	3 <sup>4</sup>
FINC 414	Finance Seminar: Banking‡	3 <sup>4</sup>
FINC 415	Finance Seminar: International Finance‡	3 <sup>4</sup>
FINC 416	Finance Seminar: Investments‡	3 <sup>4</sup>
FINC 417	Finance Seminar: Real Estate‡	3 <sup>4</sup>
FINC 412	The American Financial System‡	3 <sup>4</sup>
Business course(s) outside the student's major †		0-6

**CREDITS TO TOTAL A MINIMUM OF** ..... 128

**DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION**  
**MAJOR: FINANCE**

CURRICULUM CREDITS\*

**UNIVERSITY REQUIREMENTS**

ENGL 110	Critical Reading and Writing**	3 <sup>1</sup>
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content #		3 <sup>1-4</sup>

**MAJOR REQUIREMENTS**

**External to the College: General Requirements**

**Humanities** ..... 15<sup>1,2</sup>

Fifteen credits from the following departments: Art History History, English (except composition or similar courses), Philosophy (except PHIL 125), Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature, and literature courses in a foreign language. No more than nine credits may be taken in one department.

**Social and Behavioral Science**

No more than six credits may be taken in one department to fulfill Group B requirements.

Economics (200-level or higher)	3 <sup>2</sup>
Psychology	3 <sup>1</sup>

**DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION**  
**MAJOR: OPERATIONS MANAGEMENT**

CURRICULUM CREDITS\*

**UNIVERSITY REQUIREMENTS**

ENGL 110	Critical Reading and Writing**	3 <sup>1</sup>
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content #		3 <sup>1-4</sup>

**MAJOR REQUIREMENTS**

**External to the College: General Requirements**

**Humanities** ..... 15<sup>1,2</sup>

Fifteen credits from the following departments: Art History History, English (except composition or similar courses), Philosophy (except PHIL 125), Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature, and literature courses in a foreign language. No more than nine credits may be taken in one department

\*Superior figures indicate year or years in which the course is normally taken, i.e., <sup>1</sup> freshman year, <sup>2</sup> sophomore year, etc.  
 \*\*Minimum grade of C- required.  
 #This requirement may be fulfilled through a course or courses taken to complete other degree requirements; it cannot be fulfilled by a course taken pass/fail. See page 21.  
 \*\*\*A grade of C or better is required in these courses.  
 †Students must take a total of six credits in any combination of the courses marked with a dagger as professional electives (except ACCT 350 and ACCT 351)  
 ‡A grade of C or better is required in all but one of these courses  
 @Only one of the following courses will count towards graduation: ACCT 261, ACCT 302 or BUEC 325

**Social and Behavioral Science**

No more than six credits may be taken in one department to fulfill Group B requirements.

Economics (200-level or higher)	3	2
Psychology	3	1
Sociology	3	1
Six credits from the following departments:	6	2
Anthropology, Economics (200-level or higher not counting the Economics course required under the Professional Requirements for the concentrations), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice)		

**Skills**

COMM 312 Oral Communication in Business	3	2
ENGL 312 Written Communications in Business	3	3
MATH 221 Calculus I	3	1
MATH 230 Finite Mathematics with Applications	3	1
STAT 201 Introduction to Statistics I	3	2
STAT 202 Introduction to Statistics II	3	2

**Natural and Physical Science**

Seven credits including one lab credit from the following areas: Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Physics, Plant Science and Science.

**FREE ELECTIVES**

**Electives** 13, 2, 3  
Thirteen credits not offered in the College of Business and Economics of which no more than two credits can be from HPER 120.

**Within the College: Professional Requirements**

ECON 151 Introduction to Microeconomics: Prices and Markets***	3	1
ECON 152 Introduction to Macroeconomics: National Economy***	3	1
ECON 415 Economic Forecasting	3	3
ACCT 207 Accounting I***	3	2
ACCT 208 Accounting II***	3	2
ACCT 260 Introduction to Business Information Systems I	3	2
ACCT 261 Introduction to Business Information Systems II@	3	2
ACCT 352 Law and Social Issues in Business	3	3
Accounting course(s)†	0-6	4
FINC 311 Business Finance***	3	3

**Within the Department**

BUAD 301 Introduction to Marketing***	3	3
BUAD 306 Operations Management***	3	3
BUAD 309 Management and Organizational Behavior***	3	3
BUAD 346 Analysis of Operations Problems‡	3	3
BUAD 441 Business Policy***	3	4
BUAD 446 Operations Planning and Control‡	3	4
BUAD 447 Operations Management Strategy‡	3	4
BUAD 448 Decision Support Systems for Operations‡	3	4
Business course(s) outside the student's major†	0-6	

**CREDITS TO TOTAL A MINIMUM OF ..... 128**

**REQUIREMENTS FOR THE MINOR IN BUSINESS ADMINISTRATION**

The minor in business administration provides students in degree programs other than in business with an opportunity to acquaint themselves with the basic concepts of business administration. Completion of the requirements for the minor provides a basic understanding of the language and major functional areas of business. The minor is awarded only to students who have applied and been admitted to the program. Applications are reviewed each October 15 and March 15. This program is not available to students whose major program requires all of the following courses. Students seeking a minor in Business Administration may only take one of the required Business or Finance courses at another institution.

Required courses for the minor are:

Accounting I, ACCT 207***	Credits	3
Accounting II, ACCT 208***		3

Introduction to Business Information Systems I, ACCT 260	3
Introduction to Marketing, BUAD 301***	3
Operations Management, BUAD 306***	3
Management and Organizational Behavior, BUAD 309***	3
Business Finance, FINC 311***	3
BUAD/BUEC/ACCT/FINC elective (300-level or higher)	3

Prerequisites for these courses include:

Introduction to Microeconomics: Prices and Markets, ECON 151***	3
Introduction to Macroeconomics: National Economy, ECON 152***	3
Introduction to Statistics, I, STAT 201	3
Introduction to Statistics II, STAT 202	3
Calculus I, MATH 221	3
Finite Mathematics with Applications, MATH 230	3

**CREDITS TO TOTAL A MINIMUM OF ..... 42**

**REQUIREMENTS FOR THE MINOR IN INTERNATIONAL BUSINESS**

The minor in international business is designed to give increased understanding of the important international dimension of business to students with a major in business administration or accounting. The 18 credits required for the minor may also be used to meet other distribution requirements. Students meeting the following requirements will be awarded the minor. To qualify, a change of classification form must be filed in the office of the Dean of the College of Business and Economics upon enrollment in the last required course; this application must be filed no later than the end of the sixth week of student's final term. Students seeking the minor will not be given preference in registration for these courses. Students seeking a minor in International Business may only take one of the required Business or Finance courses at another institution.

Required courses for the minor are:

- Nine credits with one course from three of the following four sets of courses:
  - A. BUAD 382 International Business Management  
BUAD 391 Seminar in International Administrative Management
  - B. FINC 392 Seminar in International Financial Management  
FINC 415 Finance Seminar: International Finance
  - C. BUAD 393 Seminar in International Marketing Management  
BUAD 475 International Marketing
  - D. BUAD 341 Environment of Multinational Corporations  
BUAD 394 Seminar in International Operations Management  
ECON 340 International Economics

BUAD 391, FINC 392, BUAD 393, BUAD 341 and BUAD 394 are taught abroad during the Winter Session.

- Nine credits taken outside the departments of Business Administration and Finance from a list, maintained by the departments, of supporting courses, with no more than one course taken in a single department. Included will be all foreign language courses at the 200-level or higher and courses that emphasize current international issues or provide background for understanding other countries or cultures.

**ECONOMICS**

Economics, a social science, analyzes the market and non-market production and allocation of goods and services. The problems associated with society's effort to prosper in a world possessing finite resources provide the focus.

The policy problems encountered in this study are varied, fascinating and important for social welfare. The issues include: (1) the conflicts between efficiency in production and equity in the distribution of income; (2) the causes of, and solutions to, unemployment and inflation; (3) the prospects for growth and development in the world's poorer nations; (4) the contrasts between managed and market economics; (5) efficient and fair solutions for pollution problems; (6) the implications of

\*\*\*A grade of C or better is required in these courses.  
†Students must take a total of six credits in any combination of the courses marked with a dagger as professional electives (except ACCT 350 and ACCT 351).  
‡A grade of C or better is required in all but one of these courses.  
@Only one of the following courses will count towards graduation: ACCT 261, ACCT 302 or BUEC 325.

monopoly and other private constraints on economic efficiency; and (7) the advantages of, and problems associated with, international trade.

The program leading to a Bachelor of Arts degree with a major in economics for a student enrolled in the College of Arts and Science has the same group and language requirements as other Bachelor of Arts programs offered in the College of Arts and Science.

Both a Bachelor of Arts and Bachelor of Science degree are available to students enrolled in the College of Business and Economics. The group and language (Bachelor of Arts) or quantitative proficiency (Bachelor of Science) requirements for students enrolled in the College of Business and Economics are described below.

A minor program in economics is also available.

Students majoring in economics will be advised by the faculty of the Department of Economics.

**Application for Major:**

Any University student who is not an economics major but wishes to become one must apply for admission into the major.

The principal criterion for acceptance is academic achievement, although it is also helpful to have taken some economics and quantitative courses required for the major.

Students may apply at the Office of the Department of Economics, 406 Purnell Hall. The department office will obtain a transcript to accompany your application. Applications may be submitted at any time. Decisions about acceptance will be made and notification will be mailed within one month.

**DEGREE: BACHELOR OF SCIENCE  
MAJOR: ECONOMICS**

CURRICULUM	CREDITS*
<b>UNIVERSITY REQUIREMENTS</b>	
ENGL 110 Critical Reading and Writing**	3 <sup>1</sup>
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content.#	3 <sup>1-4</sup>
<b>MAJOR REQUIREMENTS</b>	
<b>External to the College: General Requirements</b>	
<b>Skill Requirements</b>	
<b>Writing:**</b>	3 <sup>3,4</sup>
A writing course involving significant writing experience including two papers with a combined minimum of 3,000 words to be submitted for extended faculty critique of both composition and content.	
<b>Mathematics:</b>	
MATH 114 or 170 Elementary Mathematics and Statistics (designed for students who do not intend to continue the study of mathematics)	3 <sup>1</sup>
or	
MATH 115 or 171 Pre-Calculus (designed for students who intend to continue the study of mathematics)	3
or	
One of the following:	
MATH 221 Calculus I	3
MATH 241 Analytic Geometry and Calculus A	4
or	
Successful performance on the college proficiency exam.	
<b>Quantitative Proficiency Requirements</b>	12 <sup>1,2</sup>
Twelve credits of course work in the quantitative area. At least six credits must be taken in Mathematics at or above the 200-level except MATH 251 and 252. The remaining six credits may be chosen from other Mathematics courses at or above the 200-level, ACCT 208, 261, Statistics and Computer Science courses at or above the 300-level and BUAD 306, 346, and 446, BUEC 430 and 431, and ECON 415, 422, 423 and 426. A maximum of one economics course may be used to satisfy this requirement and used to satisfy Economics concentration requirements.	

**Breadth Requirements†** (See page 70)

<b>Group A</b>	12 <sup>1-4</sup>
Understanding and appreciation of the creative arts and humanities. Twelve credits representing at least two departments.	
<b>Group B</b>	12 <sup>1-4</sup>
The study of culture and institutions over time. Twelve credits representing at least two departments.	
<b>Group C</b>	12 <sup>1-4</sup>
Empirically based study of human beings and their environment. Twelve credits representing at least two departments.	
<b>Group D</b>	13 <sup>1-4</sup>
The study of natural phenomena through experiment and analysis. A minimum of thirteen credits representing at least two departments including a minimum of one course with an associated laboratory.	
<b>Related Areas†</b>	
STAT 201 Introduction to Statistics I	3 <sup>2</sup>
or	
STAT 370 Introduction to Statistical Analysis I	3 <sup>2,3</sup>
STAT 202 Introduction to Statistics II	3 <sup>2</sup>
or	
STAT 371 Introduction to Statistical Analysis II	3 <sup>2,3</sup>
Nine credits chosen from any 300-level or higher courses in Accounting, Anthropology, Business Administration, Computer Science, Finance, Geography, History, Mathematics, Philosophy, Political Science, Psychology, Sociology, and Statistics. Also acceptable are ACCT 207, 208, 261, any 200-level Mathematics course not used to fulfill quantitative proficiency requirements and any BUEC courses.	9 <sup>2,4</sup>

**Within the Department†**

ECON 151 Introduction to Microeconomics: Prices and Markets**	3 <sup>1</sup>
ECON 152 Introduction to Macroeconomics: National Economy**	3 <sup>1</sup>
ECON 301 Quantitative Microeconomic Theory**	3 <sup>2</sup>
ECON 302 Banking and Monetary Policy**	3 <sup>2</sup>
ECON 303 Intermediate Macroeconomic Theory**	3 <sup>2,3</sup>
Five Economics courses, at least two of which are at or above the 400-level**	15 <sup>2,4</sup>
<b>ELECTIVES</b>	
<b>Electives</b>	32-41 <sup>1-4</sup>

**CREDITS TO TOTAL A MINIMUM OF ..... 124**

Certain corresponding courses offered at different levels of difficulty will not both be counted toward a degree. These corresponding courses include ECON 311 and ECON 411, ECON 332 and ECON 433, ECON 340 and ECON 443, ECON 360 and ECON 461 or ECON 463, and ECON 381 and ECON 483.

Departmental requirements and course descriptions are subject to continual revision. Up-to-date statements of requirements, course descriptions, and departmental policies are available in the department office.

**DEGREE: BACHELOR OF ARTS  
MAJOR: ECONOMICS**

CURRICULUM	CREDITS*
<b>UNIVERSITY REQUIREMENTS</b>	
ENGL 110 Critical Reading and Writing**	3 <sup>1</sup>
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content.#	3 <sup>1-4</sup>
<b>MAJOR REQUIREMENTS</b>	
<b>External to the College: General Requirements</b>	
<b>Skill Requirements</b>	
<b>Writing:**</b>	3 <sup>3,4</sup>
A writing course involving significant writing experience including two papers with a combined minimum of 3,000 words to be submitted for extended faculty critique of both composition and content.	
<b>Foreign Language:</b>	0-12 <sup>1-4</sup>
Completion of the intermediate-level course (107 or 112) in a given language. Students with four or more years of high school work in a single foreign language may attempt to fulfill the requirement in that language by taking an exemption examination.	

\*Superior figures indicate year or years in which the course is normally taken, i.e., <sup>1</sup> freshman year, <sup>2</sup> sophomore year, etc.

\*\*Minimum grade of C- required.

#This requirement may be fulfilled through a course or courses taken to complete other degree requirements; it cannot be fulfilled by a course taken pass/fail. See page 21.

†A course may be applied toward both the major requirements and a breadth requirement (unless otherwise indicated), but credits are counted only once toward the total credits for graduation.

**Mathematics:**

MATH 114 or 170 Elementary Mathematics and Statistics ..... 3<sup>1</sup>  
 (designed for students who do not intend to continue the study of mathematics)

or  
 MATH 115 or 171 Pre-Calculus ..... 3  
 (designed for students who intend to continue the study of mathematics)

or  
 One of the following:  
 MATH 221 Calculus I ..... 3  
 MATH 241 Analytic Geometry and Calculus A ..... 4

or  
 Successful performance on the college proficiency exam.

**Breadth Requirements†** (See page 70)

Group A ..... 12<sup>1-4</sup>  
 Understanding and appreciation of the creative arts and humanities.  
 Twelve credits representing at least two areas.

Group B ..... 12<sup>1-4</sup>  
 The study of culture and institutions over time. Twelve credits represent-  
 ing at least two areas.

Group C ..... 3<sup>1-4</sup>  
 Empirically based study of human beings and their environment.  
 Cannot be satisfied by an Economics course.

Group D ..... 13<sup>1-4</sup>  
 The study of natural phenomena through experiment and analysis. A  
 minimum of thirteen credits representing at least two areas including a  
 minimum of one course with an associated laboratory.

**Within the Department†**

ECON 151 Introduction to Microeconomics: Prices and Markets\*\* ..... 3<sup>1</sup>  
 ECON 152 Introduction to Macroeconomics: National Economy\*\* ..... 3<sup>1</sup>  
 ECON 302 Banking and Monetary Policy\*\* ..... 3<sup>2</sup>  
 ECON 303 Intermediate Macroeconomic Theory\*\* ..... 3<sup>2,3</sup>  
 ECON 301 Quantitative Microeconomic Theory\*\* ..... 3<sup>2</sup>  
 Five Economics courses, at least two of which are at or above the 400-level\*\* 15<sup>2-4</sup>

**Related Areas†**

STAT 201 Introduction to Statistics I ..... 3  
 or  
 STAT 370 Introduction to Statistical Analysis I ..... 3  
 STAT 202 Introduction to Statistics II ..... 3  
 or  
 STAT 371 Introduction to Statistical Analysis II ..... 3

Nine credits chosen from any 300-level or higher courses in ..... 9  
 Accounting, Anthropology, Business Administration, Computer Science,  
 Finance, Geography, History, Mathematics, Philosophy, Political Sci-  
 ence, Psychology, Sociology, and Statistics. Also acceptable are ACCT  
 207, 208, 261, any 200-level Mathematics and any BUEC courses.

**ELECTIVES**

**Electives** ..... 32-53<sup>1-4</sup>

**CREDITS TO TOTAL A MINIMUM OF ..... 124**

Certain corresponding courses offered at different levels of difficulty will not  
 both be counted toward a degree. These corresponding courses include ECON  
 311 and ECON 411, ECON 332 and ECON 433, ECON 340 and ECON 443,  
 ECON 344 and ECON 444, ECON 360 and ECON 461 or ECON 463, and  
 ECON 381 and ECON 483.

Departmental requirements and course descriptions are subject to continual  
 revision. Up-to-date statements of requirements, course descriptions, and depart-  
 mental policies are available in the department office.

**THE MINOR IN ECONOMICS**

The minor in economics provides students in other degree programs  
 an opportunity to study the basic concepts and methodology in eco-  
 nomics and to gain formal recognition for their efforts.

**Required courses in minor:**

Six courses (18 credits) with a grade of C- or better, including  
 ECON 151, 152, and either the micro track including ECON 300 (or  
 301 or 251) and three additional courses at or above the 300-level; or

the macro track including ECON 302, ECON 303, and two additional  
 courses at or above the 300-level.

**Application for minor:**

Same as application for major. (see page 172)

**DOUBLE MAJOR  
 IN BUSINESS ADMINISTRATION AND ECONOMICS**

**Overall requirements:**

For graduation, 131 credits are required rather than 128 (busi-  
 ness majors) or 124 (economics majors).

**Application and advisement:**

Students must apply to both degree programs for this option.  
 The student's double major program will be developed in consulta-  
 tion with an adviser.

**INTERDEPARTMENTAL MAJOR IN ECONOMICS**

The interdepartmental major consists of 51 credit hours selected  
 from related fields with a minimum of 21 credit hours selected from  
 each major field. In general, the Economics Department requires that  
 the 21 hours of economics include ECON 151, 152, 302, 300 or 301,  
 and 303. Before considering an interdepartmental major program, the  
 student should strongly consider the option of a major in one field  
 and a minor in the other.

International Relations is an established interdepartmental major  
 in the College of Arts and Science. Interdepartmental majors have  
 also been established for Economics and either French or Spanish,  
 Economics and Political Science, and Economics and Mathematics.

Students wishing to explore the possibility of developing an inter-  
 departmental major with other departments should arrange conferences  
 with their faculty advisers and the appropriate department chairs to  
 plan their programs. Approval of the program is also required by the  
 dean of the college or colleges in which the student is registered.

See also the section on Interdepartmental Major (page 75) in the  
 College of Arts and Science section of this catalog for the require-  
 ments for an interdepartmental major combining economics with any  
 field in the College of Arts and Science. The application process for  
 an interdepartmental major in economics is the same as the applica-  
 tion for a major in economics.

**REQUIREMENTS FOR THE MINOR IN MANAGEMENT  
 INFORMATION/DECISION SUPPORT SYSTEMS**

This minor was created to provide students within the College of  
 Business and Economics with the opportunity to acquaint themselves  
 with the rapidly expanding field of computer-based management  
 information systems. Applications to be admitted to the Management  
 Information/Decision Support Systems minor are reviewed each  
 March 15. Admission is limited to College of Business and Econo-  
 mics students. The minor requires the following five 3-credit  
 courses, with a grade of C or better in 12 of the 15 credits and an  
 overall C average for all five courses in the minor.

	Credits
Modern Business Computing, BUEC 325.....	3
Systems Analysis and Implementation, BUEC 330.....	3
Information Planning and Data Management, BUEC 430.....	3
Decision Support Systems, BUEC 431.....	3
Systems Development, BUEC 432.....	3

Note that selected course substitutions are made for the MI/DSS  
 minor. Students completing the minor need not take ACCT 261 (if  
 BSBA candidates) or ACCT 302 (if BSAC candidates).

\*\*Minimum grade of C- required

†A course may be applied toward both the major requirements and a breadth requirement (unless otherwise indicated), but credits are counted only once toward the total credits for graduation.

