



# COLLEGE OF BUSINESS AND ECONOMICS

- Accounting
- Business Administration
- Economics

Through a wide variety of courses at both the undergraduate and graduate level, students in the College of Business and Economics investigate and discover the ways in which business people, economists, government people, accountants, and others work together to achieve common purposes.

The college offers baccalaureate degrees in accounting, business administration, and economics. Within the business administration program, students may choose to concentrate in management, marketing, finance or operations management. Minors are available in business administration, economics, international business, and management information/decision support systems. Both the accounting and business administration undergraduate and graduate programs are fully accredited by the American Assembly of Collegiate Schools of Business.

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

Undergraduate students already admitted to the University of Delaware may apply to change their degree program to accounting, business administration, or economics after earning 30 credits at the University. Applications for changing majors and for applying to the

business administration and economics minors are reviewed each October 15 and March 15; the chief criteria used in selection is academic performance, both cumulative index and grades in required courses. Applications for the management information/decision support systems minor are reviewed each March 15 and are only available to students matriculated in the college. Students wishing to apply for readmission to the College of Business and Economics must generally meet the same standards of academic performance as those accepted for change-of-major. In recent years the number of available spaces has been limited and competition for acceptance is quite keen. Additional information and application forms are available in the four departmental offices.

## 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 only courses that are specifically designated are either required by the University or needed to support the professional program. The undergraduate accounting major includes work in accounting information systems, intermediate, cost, income tax, advance accounting, and auditing.

Case studies and practical exercises give students the opportunity to work directly with accounting problems. The program provides preparation for the Uniform Certified Public Accountant Examination, the Certificate in Management Accounting and other professional certifications.

The State Education Department, Division of Professional Education of the State of New York, under Section 15 of the regulations of the Commissioner of Education, has registered the four-year curriculum in accountancy leading to the degree of Bachelor of Science in Accounting. 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, 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 of 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\*

### 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

##### Humanities

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.

Social and Behavioral Science 3<sup>1</sup>

Three credits from the following departments: Anthropology, Psychology, or Sociology.

##### Skills

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 Problems in Composition 3

ENGL 302 Advanced Composition 3

ENGL 410 Technical Writing 3

COMM 255 Fundamentals of Communication 3

COMM 350 Public Speaking 3

COMM 356 Small Group Communication 3

COMM 361 Interpersonal Communication 3

COMM 312 Oral Communication in Business 3<sup>2</sup>Natural and Physical Science or Mathematics 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\*\* 3<sup>1</sup>ECON 152 Introduction to Macroeconomics\*\* 3<sup>1</sup>BUAD 301 Introduction to Marketing\*\* 3<sup>3</sup>BUAD 306 Operations Management\*\* 3<sup>3</sup>BUAD 311 Business Finance\*\* 3<sup>3</sup>BUAD 309 Management and Organizational Behavior\*\* 3<sup>4</sup>BUAD 441 Business Policy\*\* 3<sup>4</sup>BUAD 407 Security Analysis 3<sup>4</sup>ECON 302 Money, Credit and Banking 3<sup>3</sup>Economics course (at 200 level or higher) 3<sup>4</sup>Accounting or Business Administration courses 6<sup>3,4</sup>  
(at 300 level or higher)\*\*\*

\*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.

#This requirement may be fulfilled through a course taken to complete major, group, breadth, or elective requirements. See page 27.

\*\*A grade of C or better is required in this course.

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

**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* ..... 8-14 1-3

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 PHED 120.

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

**BUSINESS ADMINISTRATION**

The Business Administration program offers a balanced, professional degree program by combining a wide range of courses in Arts and Science and in Business and Economics. The curriculum also provides for concentrations of direct application to employment and career opportunities immediately upon graduation. In addition, it strives to prepare students for graduate study in business administration or other professional fields.

The undergraduate program in business administration reflects the ever growing demand for greater management capability in virtually 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. However, it is also designed to demonstrate the applicability of management skills and techniques to nonbusiness institutions and activities.

Professional education in business administration should not be confused with vocational education. The programs in the department are not designed to train technicians. Rather, they serve to develop the capabilities of students so that they may assume positions of leadership and responsibility at all levels of management in an organization.

The faculty of the Departments of Business Administration and Finance strive to develop the resources of 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. Thus, in addition to being technically sound, the program maintains relevance and practicality.

Students pursuing a program of study leading to the degree of Bachelor of Science in Business Administration will select one of four areas of concentration: management, marketing, finance, or operations management. The concentration in finance is administered by the Department of Finance within the College of Business and Economics. Business administration majors may also pursue a minor in international business and/or apply to the minors in management information/decision support systems, economics 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 courses. Students seeking a Bachelor's Degree in Business Administration may take only one of the four required concentration courses at another institution.

Students majoring in business administration 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, 311 and ACCT 261 during the first semester of the junior year. A concentration is selected after taking these introductory courses.

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

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

\*\*A grade of C or better is required in this course.

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

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

<i>Electives</i>	13 <sup>2,3</sup>
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Thirteen credits not offered in the College of Business and Economics of which no more than two credits can be from PHED 120.

**Within the College: Professional Requirements**

ECON 151 Introduction to Microeconomics**	3 <sup>1</sup>
ECON 152 Introduction to Macroeconomics**	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>

**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 310 Administrative Theory†	3 <sup>3</sup>
BUAD 311 Business Finance**	3 <sup>3</sup>
BUAD 420 Industrial Relations†	3 <sup>4</sup>
or	
BUAD 421 Human Resource Management†	3
BUAD 428 Administrative Management Systems†	3 <sup>4</sup>
BUAD 429 Seminar on Organizations†	3 <sup>4</sup>
BUAD 441 Business Policy	3 <sup>4</sup>
Business course(s) outside the student's concentration†	0-6

**CREDITS TO TOTAL A MINIMUM OF** 128**DEGREE: BACHELOR OF SCIENCE IN BUSINESS  
ADMINISTRATION****MAJOR: BUSINESS ADMINISTRATION  
CONCENTRATION: 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**

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

\*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.

#This requirement may be fulfilled through a course taken to complete major, group, breadth, or elective requirements. See page 27.

\*\*A grade of C or better is required in this course.

†Students must take a total of six credits in any combination of the courses marked with a dagger as professional electives

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

*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 PHED 120.

### Within the College: Professional Requirements

ECON 151	Introduction to Microeconomics**	3 <sup>1</sup>
ECON 152	Introduction to Macroeconomics**	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>

### 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 311	Business Finance**	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 concentration†		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

### DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION

### MAJOR: BUSINESS ADMINISTRATION CONCENTRATION: 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>
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 PHED 120.

### Within the College: Professional Requirements

ECON 151	Introduction to Microeconomics**	3 <sup>1</sup>
ECON 152	Introduction to Macroeconomics**	3 <sup>1</sup>
ECON 302	Money, Credit and Banking	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>

### 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 311	Business Finance**	3 <sup>3</sup>
BUAD 312	Problems in Financial Management†	3 <sup>3</sup>
BUAD 407	Security Analysis†	3 <sup>4</sup>

One of the following five courses

BUAD 413	Finance Seminar (topics vary)†	3 <sup>4</sup>
BUAD 414	Finance Seminar: Banking†	3 <sup>4</sup>
BUAD 415	Finance Seminar: International Finance†	3 <sup>4</sup>
BUAD 416	Finance Seminar: Investments†	3 <sup>4</sup>
BUAD 417	Finance Seminar: Real Estate†	3 <sup>4</sup>

BUAD 412	The American Financial System†	3 <sup>4</sup>
BUAD 441	Business Policy	3 <sup>4</sup>
Business course(s) outside the student's concentration †		0-6

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

\*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.

#This requirement may be fulfilled through a course taken to complete major, group, breadth, or elective requirements. See page 27.

\*\*A grade of C or better is required in this course.

†Students must take a total of six credits in any combination of the courses marked with a dagger as professional electives.

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

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

<i>Humanities</i> .....	15 <sup>1,2</sup>
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Fifteen credits from the following departments: Art History  
History, English (except composition or similar courses),  
Philosophy (except PHIL 125), Music (except credit for par-  
ticipation 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>

<i>Natural and Physical Science</i> .....	7 <sup>1</sup>
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Seven credits including one lab credit from the following areas:  
Animal Science, Biological Sciences, Chemistry, Entomology,  
Geology, Physics, Plant Science and Science.

**FREE ELECTIVES**

<i>Electives</i> .....	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 PHED 120.	

**Within the College: Professional Requirements**

ECON 151 Introduction to Microeconomics** .....	3 <sup>1</sup>
ECON 152 Introduction to Macroeconomics** .....	3 <sup>1</sup>
ECON 415 Economic Forecasting .....	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 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>
BUEC 431 Decision Support Systems† .....	3 <sup>4</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 311 Business Finance** .....	3 <sup>3</sup>
BUAD 346 Analysis of Operations Problems† .....	3 <sup>3</sup>
BUAD 441 Business Policy .....	3 <sup>4</sup>
BUAD 446 Operations Planning and Control† .....	3 <sup>4</sup>
BUAD 447 Operations Management Strategy† .....	3 <sup>4</sup>
Business course(s) outside the student's concentration† .....	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:	Credits
Accounting I, ACCT 207** .....	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, BUAD 311** .....	3
BUAD/BUEC/ACCT elective (300 level or higher) .....	3
Prerequisites for these courses include:	
Introduction to Economics I, ECON 151** .....	3
Introduction to Economics II, 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 minor or a major in business administration or a major in accounting. The minor in International Business is not open to

\*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.

#This requirement may be fulfilled through a course taken to complete major, group, breadth, or elective requirements. See page 27.

\*\*A grade of C or better is required in this course.

†Students must take a total of six credits in any combination of the courses marked with a dagger as professional electives.

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

Economics majors. 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 completion of, or 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:

1. Nine credits with one course from three of the following four sets of courses:
  - A. BUAD 307 International Business Management
  - BUAD 391 Seminar in International Administrative Management
  - B. BUAD 392 Seminar in International Financial Management
  - BUAD 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 Economic Relations
2. Nine credits taken outside the Department of Business Administration from a list, maintained by the department, 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 is a social science that analyzes the market and non-market production and allocation of goods and services. It concerns itself with all the problems associated with society's effort to prosper in a world possessing finite resources for the satisfaction of unlimited human desires.

The specific policy problems encountered in this study are varied, fascinating, and profoundly 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 potential solutions to, unemployment and inflation; (3) the problems and 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 monopoly and other private constraints on economic efficiency and the evaluation of government measures to regulate them; and (7) the advantages of, and problems associated with, international trade.

Economics is often confused with business administration. Economics and business administration courses both deal with the production and distribution of material goods and services. Both are concerned with business firms, with industrial organizations, and with governmental policies affecting such matters. They differ sharply, however, in both the methodology and viewpoint taken in these studies. Whereas, quite properly, the point of view of most business administration courses is that of the business firm and its well-being, the point of view of economics courses is that of society and society's economic well-being. Economics focuses on the question of how individuals in society can improve their material well-being and society can achieve its economic goals.

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 in addition to the concentration and related work requirements that apply to all economics majors.

A minor program in economics is also available.

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

### DEGREE: BACHELOR OF SCIENCE MAJOR: ECONOMICS

#### 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>

#### COLLEGE REQUIREMENTS

##### *Skill Requirements*

<i>Writing</i> .....	3 <sup>3,4</sup>
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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.

##### *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	

\*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.

#This requirement may be fulfilled through a course taken to complete major, group, breadth, or elective requirements. See page 27

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.

*Quantitative Proficiency Requirements* ..... 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 80)

*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 representing 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.

*Related Areas*†

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 ..... 9<sup>2,4</sup>

Accounting, Anthropology, Business Administration, Computer Science, Geography, History, Mathematics, Philosophy, Political Science, Psychology, Sociology, and Statistics. Also acceptable are ACCT 207, 208, 261 and any 200-level Mathematics course not used to fulfill quantitative proficiency requirements.

#### Within the Department

ECON 151 Introduction to Microeconomics ..... 3<sup>1</sup>

ECON 152 Introduction to Macroeconomics ..... 3<sup>1</sup>

ECON 302 Money, Credit and Banking ..... 3<sup>2</sup>

ECON 303 Intermediate Macroeconomic Theory ..... 3<sup>2,3</sup>

ECON 301 Quantitative Microeconomic Theory ..... 3<sup>2</sup>

Six Economics courses, three of which are at or above the ..... 18<sup>2,4</sup>

400 level.

#### ELECTIVES

*Electives* ..... 29-38<sup>1,4</sup>

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

Certain corresponding courses offered at different levels of difficulty will not be counted toward a degree if taken in reverse order of difficulty. 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. In addition, students may take these courses in order of difficulty only by rare exception and approval from the Economics Department chairperson.

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\*

##### UNIVERSITY REQUIREMENTS

ENGL 110 Critical Reading and Writing ..... 3<sup>1</sup>

Three credits in an approved course or courses stressing ..... 3<sup>1,4</sup>  
multicultural, ethnic, and/or gender-related content #

##### COLLEGE REQUIREMENTS

##### *Skill Requirements*

*Writing* ..... 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.

*Foreign Language* ..... 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.

##### *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 80)

*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 representing 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.

\*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.

#This requirement may be fulfilled through a course taken to complete major, group, breadth, or elective requirements. See page 27.

†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.



*Related Areas†*

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, Geography, History, Mathematics, Philosophy, Political Science, Psychology, Sociology, and Statistics. Also acceptable are ACCT 207, 208, 261, and any 200-level Mathematics.		9 <sup>2,4</sup>

**Within the Department**

ECON 151	Introduction to Microeconomics .....	3 <sup>1</sup>
ECON 152	Introduction to Macroeconomics .....	3 <sup>1</sup>
ECON 302	Money, Credit and Banking .....	3 <sup>2</sup>
ECON 300	Intermediate Microeconomic Theory .....	3 <sup>2</sup>
ECON 303	Intermediate Macroeconomic Theory .....	3 <sup>2,3</sup>
Six Economics courses, three of which are at or above the 400 level.		18 <sup>2,4</sup>

**ELECTIVES**

<i>Electives</i> .....	29-50 <sup>1,4</sup>
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**CREDITS TO TOTAL A MINIMUM OF 124**

Certain corresponding courses offered at different levels of difficulty will not be counted toward a degree if taken in reverse order of difficulty. 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. In addition, students may take these courses in order of difficulty only by rare exception and approval from the Economics Department chairperson.

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.

**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 or all of the economics and quantitative courses required for the major. No student whose index is less than 2.0 at the University will be considered, and it is unlikely that a student will be accepted unless his or her index exceeds 2.25.

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 must be submitted no later than October 15 and March 15 for consideration. Decisions about acceptance will be announced by November 15 and April 15 and will be made only at these times. Students not accepted may reapply the following semester; no waiting list is maintained.

The number of students admitted into the Department of Economics during a semester is limited because of constraints imposed by the size of the faculty, the number of sections of economics courses offered to our majors, and the sizeable number of sections offered servicing students majoring in other departments.

**THE MINOR IN ECONOMICS**

The minor in economics provides students in other degree programs an opportunity to study at a fairly intensive level the basic concepts and methodology in economics and to gain formal recognition for their efforts. The emphasis of the minor on upper-level courses is to help insure that minors can claim a reasonable level of competence in the field.

**Required courses in minor:**

Six courses (18 credits) with a grade of C or better, including ECON 151, 152, 302, 300 or 301, 303, and one more course at or above the 400 level.

**Application for minor:**

Same as application for major.

**DOUBLE MAJOR  
IN BUSINESS ADMINISTRATION AND ECONOMICS****Overall requirements:**

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

**Application and advisement:**

Students must apply to both departments for this option. The student's double major program will be developed in consultation 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

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

Economics and either French or Spanish, Economics and Political Science, and Economics and Mathematics.

Students wishing to explore the possibility of developing an interdepartmental major with other departments should arrange conferences with their faculty advisers and the department chairpersons concerned 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 in the College of Arts and Science section of this catalog for the requirements 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 application 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, and admission is limited to College of Business and Economics students. The minor requires the following five 3-credit courses:

	<i>Credits*</i>
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

\*A grade of C or better is required in 12 of the 15 credits and an overall C average for all five courses in the minor.