



COLLEGE OF BUSINESS AND ECONOMICS

Undergraduate Programs

- **Dean's Scholar Program**
- **Business Fundamentals Certificate Program**
- **Accounting and Management Information Systems**
- **Business Administration**
- **Economics**
- **Finance**

The mission of the College of Business and Economics is to foster scholarship and to offer distinctive, innovative educational opportunities related to the successful management and leadership of organizations operating in an environment of scarce resources, rapid change, global competition, and advances in technology.

The college offers baccalaureate degrees in accounting, business administration, and economics. Within business administration, students may choose to major in finance, management, marketing, or operations management, selecting one of these majors during the junior year. Honors degrees are available in all degree programs.

Minors are offered in business administration, economics, international business, and management information systems. Enrollment in minors is limited and certain qualifications must be met.

The Certificate in Business Fundamentals is also offered to non-business majors.

Undergraduate students are admitted as new students into the Accounting, Business Administration, or Economics degree programs. Students already admitted to the University of Delaware who are matriculated in other programs may apply to change their degree program to Accounting, Business Administration, or Economics after earning 28 credits at the University. Applications are reviewed each October 15 and March 15 by the departments within the College. The chief criterion used in selection is academic performance. The average grade point of those accepted over the past five years is 2.8. Applications for admission to the minors are also reviewed and have similar criteria, although the Management Information Systems (MIS) minor applications are reviewed only once a year in January. Additional information and application forms are available in the four departments. (Note that students who were previously dropped for academic deficiency and are now applying for re-admission to the University may be readmitted to their degree program in the College of Business and Economics if 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 quality-point deficit of 6 or less.)

DEAN'S SCHOLAR PROGRAM

The Dean's Scholar Program exists to serve the needs of students whose clearly defined educational goals cannot be effectively achieved by pursuing the standard curricula for all existing majors, minors, and interdepartmental majors sponsored by the University. Driven by an overarching passion or curiosity that transcends typical disciplinary bounds and curricula, a Dean's Scholar's intellectual interests may lead to broad interdisciplinary explorations of an issue or to more intense, in-depth studies in a single field at a level akin to graduate work. In consultation with faculty advisors and the Associate or Assistant Dean of their college, Dean's Scholars design an imaginative and rigorous individual plan of study to meet the total credit hours required for graduation. Contact the Assistant/Associate Dean in the college or go to <http://www.udel.edu/provost/acadprog.html> for more information and the application.

BUSINESS FUNDAMENTALS CERTIFICATE PROGRAM

The Certificate in Business Fundamentals is designed to provide non-business majors with an understanding of core business principles and to expose these students to key business tools. The Certificate may be attractive to students in a variety of majors outside of the College of Business and Economics to augment their major field of study and provide alternative career options.

The following required courses work together to provide these students with a fundamental understanding of the language and fundamental principles of business.

	Credits
ECON 100 Economic Issues and Policies	3
BUAD 100 Introduction to Business	3
ACCT 200 Survey of Accounting	4
FINC 200 Fundamentals of Finance	3

Both FINC 200 and BUAD 100 are restricted to students who have been admitted into the Certificate program. It is recommended that students follow the course sequence listed above. All courses are designed exclusively for non-business majors; these courses will NOT count towards required course work for any student who eventually transfers into a business major in the College of Business and Economics. Economics majors should check with their advisors to determine how these courses fit into their curriculum.

Only full-time, matriculated students may apply to the Certificate program during the spring semester provided they will complete at least 60 credits and achieve junior status by the following fall semester and that the certificate course work can be completed prior to graduation. Admissions will be limited to top students as measured by GPA. Students must meet with their advisors prior to applying for the Certificate in Business Fundamentals to determine how these credits will be allocated toward their degree program.

After completing the four required courses, the student must submit a "Request for Certification" on-line at least 30 days prior to graduation; the "Request for Certification" may be submitted during the semester in which the student completes the final course(s). All applications, requests, and allowable course substitutions are only available on-line at <http://www.be.udel.edu/ITI>.

ACCOUNTING AND MANAGEMENT INFORMATION SYSTEMS

The mission of the Department of Accounting and Management Information Systems (MIS) is to offer distinctive and innovative educational opportunities related to the profession of accounting, promote scholarship in Accounting and MIS, and to advance successful leadership in a rapidly changing technological environment. The Department offers both a major and a minor to undergraduate students.

The Bachelor of Science in Accounting program is designed to prepare the student for an accounting career in industry, in government, or in public accounting. An Honors Degree option is available. 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.

Candidates for a Bachelor of Science degree must: (1) earn a minimum of 120 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. Of the required upper division ACCT courses (ACCT 302, 315, 316, 327, 413, 415, 417, and 425), no more than two may be transferred from another institution.

Students in the College of Business and Economics may also take courses leading to the minor in Management Information Systems.

Telephone: (302) 831-2961

<http://www.be.udel.edu/iti/misminor.html>

DEGREE: BACHELOR OF SCIENCE IN ACCOUNTING MAJOR: ACCOUNTING

CURRICULUM

CREDITS

UNIVERSITY REQUIREMENTS

ENGL 110	Critical Reading and Writing (with a minimum grade of C-)	3
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content (see p. 57)		3

MAJOR REQUIREMENTS

Twelve Humanities credits from:		12
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.		

Three Social and Behavioral Science credits from:		3
Anthropology, Psychology, or Sociology.		

Choose one of the following MATH combinations (Option I, II, or III):		6-12
---	--	------

Option I

MATH 221	Calculus I	
MATH 230	Finite Mathematics with Applications	

Option II

MATH 241	Analytic Geometry and Calculus A	
MATH 230	Finite Mathematics with Applications	

Option III

MATH 241	Analytic Geometry and Calculus A	
MATH 242	Analytic Geometry and Calculus B	
MATH 243	Analytic Geometry and Calculus C	

MATH 201/202	Introduction to Statistics I and II	6
--------------	-------------------------------------	---

One of the following:		3
-----------------------	--	---

ENGL 301	Expository Writing	
ENGL 302	Advanced Composition	
ENGL 312	Written Communications in Business	
ENGL 410	Technical Writing	
ENGL 415	Writing in the Professions	
COMM 255	Fundamentals of Communication	
COMM 312	Oral Communication in Business	
COMM 350	Public Speaking	
COMM 356	Small Group Communication	
COMM 361	Interpersonal Communication	

Six credits chosen from:		6
--------------------------	--	---

Mathematics beyond Calculus I, Biological Sciences, Chemistry, Geology, Physics, Physical Geography, Physical Science, Oceanography, Animal Science or Plant Science.

ECON 151	Introduction to Microeconomics: Prices and Markets (minimum grade C-)	3
----------	---	---

ECON 152	Introduction to Macroeconomics: National Economy (minimum grade C-)	3
----------	---	---

BUAD 301	Introduction to Marketing (minimum grade C-)	3
----------	--	---

BUAD 306	Operations Management (minimum grade C-)	3
----------	--	---

BUAD 309	Management and Organizational Behavior (minimum grade C-)	3
----------	---	---

FINC 311	Business Finance (minimum grade C-)	3
----------	-------------------------------------	---

FINC 313	Financial Markets	3
----------	-------------------	---

ECON 302	Banking and Monetary Policy	3
----------	-----------------------------	---

ACCT or FINC	courses (at 300-level or higher)	6
--------------	----------------------------------	---

ACCT 160	Introduction to Business Information Systems I	3
----------	--	---

ACCT 207	Accounting I (minimum grade C-)	3
----------	---------------------------------	---

ACCT 208	Accounting II (minimum grade C-)	3
----------	----------------------------------	---

ACCT 302	Accounting Information Systems (minimum grade C-)	3
----------	---	---

ACCT 315	Intermediate Accounting I (minimum grade C-)	3
----------	--	---

ACCT 316	Intermediate Accounting II (minimum grade C-)	3
----------	---	---

ACCT 350	Business Law I	3
----------	----------------	---

ACCT 351	Business Law II	3
----------	-----------------	---

In the following 5 required courses, a grade of C- or better must be earned in all but one:

ACCT 327	Cost Accounting	3
----------	-----------------	---

ACCT 413	Income Tax Accounting	3
----------	-----------------------	---

ACCT 415	Advanced Accounting	3
----------	---------------------	---

ACCT 417	Auditing	3
----------	----------	---

ACCT 425	Strategic Information Systems and Accounting	3
----------	--	---

See ACCT course descriptions for enrollment restrictions.

ELECTIVES

In addition to required courses, sufficient credits must be taken to meet the minimum credits required for the degree. Elective courses should be chosen from outside the College of Business and Economics. For Eco-

nomics, International Business, or Management Information/Decision Support Systems minors only, six credits from the College of Business and Economics may be applied to the elective category. No more than two credits can be from HESC 120.

CREDITS TO TOTAL A MINIMUM OF..... 120

HONORS BACHELOR OF SCIENCE: ACCOUNTING

The recipient must complete:

1. All requirements for the Bachelor of Science in Accounting.
2. All of the University's generic requirements for the Honors Baccalaureate degree (see page 43 of this catalog).

The Honors credits in the major will normally include ACCT 207 and ACCT 208. They may include required courses from other departments in the College of Business and Economics. An ACCT course taken at the 600-level will count for Honors credit.

REQUIREMENTS FOR THE MINOR IN MANAGEMENT INFORMATION SYSTEMS (MIS)

The MIS Minor is designed to provide students with an opportunity to acquaint themselves with the three interrelated areas of Management Information Systems: Business Foundations, Information Technology, and Project Management/Hands on Experience, and to explore the rapidly expanding field of computer-based management information systems. Applications to be admitted into the MIS Minor are submitted on-line each November and reviewed the following January. Enrollment is limited, admission is based on GPA and restricted to students who will successfully complete 60 credits prior to beginning the BUEC sequence in the Fall following a student's enrollment. The minor requires the following eight courses, with a grade of C or better in 21 of the 24 credits and an overall average of C or better for all eight courses in the minor. More information and applications are available at <http://www.be.udel.edu/ITI>.

	Credits
ACCT 160 Introduction to Business Information Systems I	3
ACCT 207 Accounting I	3
BUAD 306 Operations Management	3
BUEC 325 Modern Business Computing	3
BUEC 330 Database Design and Implementation	3
BUEC 430 Systems Analysis and Implementation	3
BUEC 431 Technological Problem Solving	3
BUEC 432 Problem Solving Project Management	3

All substitutions must be approved in writing by the MIS Project Director PRIOR to taking ANY BUEC course.

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.

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 and is described later. Honors Degree options are available in all the majors. Students may also pursue a minor in international business and/or apply to the minors in management information 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 121 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.

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

All 300- and 400-level courses are restricted to Business Administration and Accounting degree candidates and to students whose programs require the course.

Telephone: (302) 831-2554

<http://www.be.udel.edu/busa/buad/buadhome.html>

DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION MAJOR: MANAGEMENT

CURRICULUM

CREDITS

UNIVERSITY REQUIREMENTS

ENGL 110 Critical Reading and Writing (with a minimum grade of C-)	3
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content (see p. 57).	3

MAJOR REQUIREMENTS

Twelve Humanities credits from:	12
Art History, History, English (except composition or similar courses), Foreign Languages (up to 6 of the allowable 9 credits may be grammar courses), Philosophy, 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.	

Psychology	3
Sociology	3
Six credits from:	6

Anthropology, Economics (200-level or higher), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice). No more than six credits may be taken in one department to fulfill Social and Behavioral Science requirements.

COMM 312 Oral Communication in Business	3
MATH 221 Calculus I	3
MATH 201/202 Introduction to Statistics I and II	6

One of the following courses: 3

ENGL 301 Expository Writing	
ENGL 312 Written Communications in Business	
ENGL 410 Technical Writing	
ENGL 415 Writing in the Professions	

Seven Natural and Physical Science credits including one lab credit from: 7
Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Plant Science and Science.

ECON 151 Introduction to Microeconomics: Prices and Markets (minimum grade C-)	3
ECON 152 Introduction to Macroeconomics: National Economy (minimum grade C-)	3

ACCT 160 Introduction to Business Information Systems I	3
ACCT 207 Accounting I (minimum grade C-)	3
ACCT 208 Accounting II (minimum grade C-)	3
ACCT 261 Introduction to Business Information Systems II	3
ACCT 352 Law and Social Issues in Business	3
ACCT, FINC, BUAD, or BUEC courses (at the 300 level or higher)	6
FINC 311 Business Finance (minimum grade C-)	3
Only one of the following will count toward graduation: ACCT 261 or ACCT 302	

Students must earn a grade of C- or better in all but one of the following courses: BUAD 382, BUAD 385, BUAD 420, BUAD 421, BUAD 427, BUAD 428, BUAD 429, BUAD 444

BUAD 301 Introduction to Marketing (minimum grade C-)	3
BUAD 306 Operations Management (minimum grade C-)	3
BUAD 309 Management and Organizational Behavior (minimum grade C-)	3
BUAD 441 Strategic Management (minimum grade C-)	3
BUAD 427 Information Technology Applications in Management	3
BUAD 429 Seminar on Organizations	3

Three of the following six courses:	9
BUAD 382 International Business Management	
BUAD 385 Administrative Theory	
BUAD 420 Industrial Relations	
BUAD 421 Human Resource Management	

BUAD 428	Administrative Management Systems	
BUAD 444	Small Business Management	
One of the following International theme courses:		3
ACCT 383	Introduction to International Accounting	
ACCT 395	Seminar: International Accounting	
BUAD 341	Environment of Multinational Corporations (cross-listed with ECON 341 and/or POSC 341)	
BUAD 382	International Business Management	
BUAD 383	Seminar on International Business	
BUAD 391	Seminar on International Management	
BUAD 393	Seminar on International Marketing Management	
BUAD 394	Seminar on International Operations Management	
BUAD 475	International Marketing	
ECON 305	Cooperative Economic Systems	
ECON 311	Economics of Developing Countries	
ECON 318	Economic History of France	
ECON 340	International Economics	
ECON 341	Environment of Multinational Corporations (may be cross-listed as BUAD 341 and/or POSC 341)	
ECON 344	The Making of the European Economy	
ECON 348	Industrial Policies of France	
ECON 405	The Planned Economics	
ECON 411	Economic Theory of Developing Countries	
ECON 441	Advanced International Microeconomics	
ECON 443	International Monetary Economics	
ECON 444	Analysis of European Economic Performance	
FINC 392	Seminar on International Financial Management	
FINC 415	International Finance	

ELECTIVES

Electives 12

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree. Elective courses should be chosen from outside the College of Business and Economics, and no more than two credits can be from HESC 120.

CREDITS TO TOTAL A MINIMUM OF 121

DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION

MAJOR: MARKETING

CURRICULUM CREDITS

UNIVERSITY REQUIREMENTS

ENGL 110	Critical Reading and Writing (minimum grade C-)	3
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content (see p. 57).		3

MAJOR REQUIREMENTS

Twelve Humanities credits from: 12

Art History, History, English (except composition or similar courses), Foreign Languages (up to 6 of the allowable 9 credits may be grammar courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature. No more than nine credits may be taken in one department

Psychology 3

Sociology 3

Six credits from: 6

Anthropology, Economics (200-level or higher), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice). No more than six credits may be taken in one department to fulfill the Social and Behavioral Science requirements.

COMM 312 Oral Communication in Business 3

MATH 221 Calculus I 3

MATH 201/202 Introduction to Statistics I and II 6

One of the following courses: 3

ENGL 301 Expository Writing

ENGL 312 Written Communications in Business

ENGL 410 Technical Writing

ENGL 415 Writing in the Professions

Seven Natural and Physical Science credits including one lab credit from: 7

Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Plant Science and Science

ECON 151 Introduction to Microeconomics: Prices and Markets
(minimum grade C-) 3

ECON 152 Introduction to Macroeconomics: National Economy
(minimum grade C-) 3

ACCT 160 Introduction to Business Information Systems I 3

ACCT 207 Accounting I (minimum grade C-) 3

ACCT 208 Accounting II (minimum grade C-) 3

ACCT 261	Introduction to Business Information Systems II	3
ACCT 352	Law and Social Issues in Business	3
ACCT, BUAD, BUEC, or FINC courses (300-level or higher)		6
FINC 311	Business Finance (minimum grade C-)	3

Only one of the following will count toward graduation: ACCT 261 or ACCT 302

Students must earn a grade of C- or better in all but one of the following: BUAD 470, BUAD 471, BUAD 473, BUAD 474, BUAD 475, BUAD 477, BUAD 479

BUAD 301 Introduction to Marketing (minimum grade C-) 3

BUAD 302 Marketing Research 3

BUAD 306 Operations Management (minimum grade C-) 3

BUAD 309 Management and Organizational Behavior
(minimum grade C-) 3

BUAD 441 Strategic Management (minimum grade C-) 3

BUAD 477 Information Technology Applications in Marketing 3

BUAD 479 Marketing Strategy for the Firm 3

Two of the following five courses: 6

BUAD 470 Sales Management and Selling

BUAD 471 Advertising Management

BUAD 473 Buyer Behavior

BUAD 474 Marketing Channels and Retailing

BUAD 475 International Marketing

One of the following International theme courses: 3

ACCT 383 Introduction to International Accounting

ACCT 395 Seminar: International Accounting

BUAD 341 Environment of Multinational Corporations
(cross-listed with ECON 341 and/or POSC 341)

BUAD 382 International Business Management

BUAD 383 Seminar on International Business

BUAD 391 Seminar on International Management

BUAD 393 Seminar on International Marketing Management

BUAD 394 Seminar on International Operations Management

BUAD 475 International Marketing

ECON 305 Cooperative Economic Systems

ECON 311 Economics of Developing Countries

ECON 318 Economic History of France

ECON 340 International Economics

ECON 341 Environment of Multinational Corporations
(may be cross-listed as BUAD 341 and/or POSC 341)

ECON 344 The Making of the European Economy

ECON 348 Industrial Policies of France

ECON 405 The Planned Economics

ECON 411 Economic Theory of Developing Countries

ECON 441 Advanced International Microeconomics

ECON 443 International Monetary Economics

ECON 444 Analysis of European Economic Performance

FINC 392 Seminar on International Financial Management

FINC 415 International Finance

ELECTIVES

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree. Elective courses should be chosen from outside the College of Business and Economics of which no more than two credits can be from HESC 120.

CREDITS TO TOTAL A MINIMUM OF 121

DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION

MAJOR: OPERATIONS MANAGEMENT

CURRICULUM CREDITS

UNIVERSITY REQUIREMENTS

ENGL 110 Critical Reading and Writing (minimum grade C-) 3

Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content (see p. 57).

MAJOR REQUIREMENTS

Twelve Humanities credits from: 12

Art History, History, English (except composition or similar courses), Foreign Languages (up to 6 of the allowable 9 credits may be grammar courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature. No more than nine credits may be taken in one department

Psychology 3

Sociology 3

Six credits from: 6

Anthropology, Economics (200-level or higher), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice). No more than six credits may be taken in one

department to fulfill Social and Behavioral Science requirements.

COMM 312	Oral Communication in Business	3
MATH 221	Calculus I	3
STAT 201/202	Introduction to Statistics I and II	6

One of the following courses:			3
ENGL 301	Expository Writing		
ENGL 312	Written Communications in Business		
ENGL 410	Technical Writing		
ENGL 415	Writing in the Professions		

Seven credits including one lab credit from:			7
Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Plant Science and Science.			

ECON 151	Introduction to Microeconomics: Prices and Markets (minimum grade C-)	3
ECON 152	Introduction to Macroeconomics: National Economy (minimum grade C-)	3
ECON 415	Economic Forecasting	3
ACCT 160	Introduction to Business Information Systems I	3
ACCT 207	Accounting I (minimum grade C-)	3
ACCT 208	Accounting II (minimum grade C-)	3
ACCT 261	Introduction to Business Information Systems II	3
ACCT 352	Law and Social Issues in Business	3
FINC, BUAD, ACCT, or BUEC Courses (at the 300 level or higher)		6
FINC 311	Business Finance (minimum grade C-)	3

Only one of the following will count toward graduation: ACCT 261 or ACCT 302.

Students must earn a grade of C- or better in all but one of the following:

BUAD 346, BUAD 446, BUAD 447, BUAD 448		
BUAD 301	Introduction to Marketing (minimum grade C-)	3
BUAD 306	Operations Management (minimum grade C-)	3
BUAD 309	Management and Organizational Behavior (minimum grade C-)	3
BUAD 346	Analysis of Operations Problems	3
BUAD 441	Strategic Management (minimum grade C-)	3
BUAD 446	Operations Planning and Control	3
BUAD 447	Quality in Operations	3
BUAD 448	Decision Support Systems for Operations	3

One of the following International theme courses:

ACCT 383	Introduction to International Accounting	3
ACCT 395	Seminar: International Accounting	
BUAD 341	Environment of Multinational Corporations (cross-listed with ECON 341 and/or POSC 341)	
BUAD 382	International Business Management	
BUAD 383	Seminar on International Business	
BUAD 391	Seminar on International Management	
BUAD 393	Seminar on International Marketing Management	
BUAD 394	Seminar on International Operations Management	
BUAD 475	International Marketing	
ECON 305	Cooperative Economic Systems	
ECON 311	Economics of Developing Countries	
ECON 318	Economic History of France	
ECON 340	International Economics	
ECON 341	Environment of Multinational Corporations (may be cross-listed as BUAD 341 and/or POSC 341)	
ECON 344	The Making of the European Economy	
ECON 348	Industrial Policies of France	
ECON 405	The Planned Economics	
ECON 411	Economic Theory of Developing Countries	
ECON 441	Advanced International Microeconomics	
ECON 443	International Monetary Economics	
ECON 444	Analysis of European Economic Performance	
FINC 392	Seminar on International Financial Management	
FINC 415	International Finance	

CREDITS TO TOTAL A MINIMUM OF 121

HONORS BACHELOR OF SCIENCE: BUSINESS ADMINISTRATION: MANAGEMENT, MARKETING, OR OPERATIONS MANAGEMENT

The recipient must complete:

1. All requirements for the Bachelor of Science in Business Administration (any major).
2. All of the University's generic requirements for the Honors Baccalaureate degree (see page 43 of this catalog).
The Honors credits in the major must include at least six credits of BUAD and/or FINC courses. They may include required courses from other departments in the College of Business and Economics.

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
ACCT 160	Introduction to Business Information Systems I	3
ACCT 207	Accounting I (minimum grade C-)	3
ACCT 208	Accounting II (minimum grade C-)	3
BUAD 301	Introduction to Marketing (minimum grade C-)	3
BUAD 306	Operations Management (minimum grade C-)	3
BUAD 309	Management and Organizational Behavior (minimum grade C-)	3
FINC 311	Business Finance (minimum grade C-)	3
BUAD/BUEC/ACCT/FINC elective (300-level or higher)		3

Prerequisites for these courses include:

ECON 151	Introduction to Microeconomics: Prices and Markets, (minimum grade C-)	3
ECON 152	Introduction to Macroeconomics: National Economy, (minimum grade C-)	3
MATH 201	Introduction to Statistics I	3
MATH 202	Introduction to Statistics II	3
MATH 221	Calculus I	3

CREDITS TO TOTAL A MINIMUM OF 39

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, finance or accounting. The 18 credits required for the minor may also be used to meet other distribution requirements. Students interested in the Minor in International Business must apply to the Department of Business Administration prior to the second semester of their junior year. Also students with a minor in business administration qualify to apply for the minor.

Nine credits must be taken from the following courses:

ACCT 383	Introduction to International Accounting
ACCT 395	Seminar International Accounting
BUAD 341	Environment of Multinational Corporations
BUAD 382	International Business Management
BUAD 383	Seminar on International Business
BUAD 391	Seminar on International Management
BUAD 393	Seminar on International Marketing Management
BUAD 394	Seminar on International Operations Management
BUAD 475	International Marketing
ECON 340	International Economic Relations
FINC 392	Seminar on International Financial Management
FINC 415	Finance Seminar: International Finance

BUAD 341, BUAD 383, BUAD 391, FINC 392, BUAD 393 and BUAD 394 are taught abroad during the Winter Session. Students seeking a minor in International Business may take only one of the required College of Business and Economics courses at another institution.

Students must also take **nine credits** from an approved list of supporting courses in many departments. Included are all foreign language courses at the intermediate or higher level and courses that emphasize current international issues or provide background for understanding other countries or cultures. No more than one course can be taken in a single department. This list is compiled and updated by the undergraduate advisor in Business Administration.

ECONOMICS

Both a Bachelor of Arts and Bachelor of Science degree are available to undergraduate 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. Honors degree options are available for both the B.S. and the B.A. Optional concentrations in Applied Economics and in Economic Theory and Econometrics are offered for interested students. In addition, students may pursue a double degree in Business Administration and Economics, or may declare an interdepartmental major in Economics. These options are described below.

A minor program in economics is also available.

A Bachelor of Arts in Economics or in Economics Education and a Bachelor of Science in Mathematics and Economics are available to students enrolled in the College of Arts and Science. These majors have the same group and language requirements as other Bachelor of Arts programs offered in the College of Arts and Science.

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.

Students majoring in economics are 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, 423 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.

Telephone: (302) 831-2563

http://www.be.udel.edu/Econ_Site/EconHP.html

DEGREE: BACHELOR OF SCIENCE MAJOR: ECONOMICS

CURRICULUM	CREDITS
------------	---------

UNIVERSITY REQUIREMENTS

ENGL 110 Critical Reading and Writing (with minimum grade of C-)	3
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content (see p. 57).	3

MAJOR REQUIREMENTS

Writing: (minimum grade C-)	3
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	

One of the following: 3-4

MATH 114 or 170 Elementary Mathematics and Statistics
(for students who do not intend to continue the study of mathematics)

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

MATH 221 Calculus I

MATH 241 Analytic Geometry and Calculus A

Successful performance on the college proficiency exam (0 credits awarded).

Twelve credits of course work in the quantitative area	12
--	----

At least six credits must be taken in Mathematics at or above the 200-level except MATH 201, 202, 205, 250, 251, 252, and 253. 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 requirements.

Breadth Requirements (See page 85)

Group A	12
Understanding and appreciation of the creative arts and humanities. Twelve credits representing at least two departments.	

Group B	12
The study of culture and institutions over time. Twelve credits representing at least two departments.	

Group C	12
Empirically based study of human beings and their environment. Twelve credits representing at least two departments.	

Group D	13
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.	

MATH 201/202 Introduction to Statistics I and II	6
--	---

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 except 201, 202, 205, 250, 251, 252, and 253 not used to fulfill quantitative proficiency requirements and any BUEC courses.	9
--	---

ECON 151 Introduction to Microeconomics: Prices and Markets (minimum grade C-)	3
--	---

ECON 152 Introduction to Macroeconomics: National Economy (minimum grade C-)	3
--	---

ECON 301 Quantitative Microeconomic Theory (minimum grade C-)	3
---	---

ECON 302 Banking and Monetary Policy (minimum grade C-)	3
---	---

ECON 303 Intermediate Macroeconomic Theory (minimum grade C-)	3
---	---

Five Economics courses, at least two of which are at or above the 400-level (minimum grade C-)	15
--	----

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 344 and ECON 444, ECON 360 and ECON 463, and ECON 381 and ECON 483.

ELECTIVES

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree.

CREDITS TO TOTAL A MINIMUM OF 120

DEGREE: BACHELOR OF ARTS MAJOR: ECONOMICS

CURRICULUM	CREDITS
------------	---------

UNIVERSITY REQUIREMENTS

ENGL 110 Critical Reading and Writing (minimum grade C-)	3
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content (see p. 57)	3

MAJOR REQUIREMENTS

Writing: (minimum grade C-)	3
-----------------------------	---

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.

Completion of the intermediate-level course (107 or 112) in a given foreign 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	0-12
--	------

One of the following: 3-4

MATH 114 or 170 Elementary Mathematics and Statistics
(for students who do not intend to continue the study of mathematics)

MATH 115 or 171 Pre-Calculus

(for students who intend to continue the study of mathematics)

MATH 221 Calculus I

MATH 241 Analytic Geometry and Calculus A

Successful performance on the college proficiency exam (0 credits awarded).

Breadth Requirements (See page 85)

Group A	12
---------	----

Understanding and appreciation of the creative arts and humanities. Twelve credits representing at least two areas.

Group B 12
The study of culture and institutions over time. Twelve credits representing at least two areas.

Group C 3
Empirically based study of human beings and their environment. Cannot be satisfied by an Economics course

Group D 13
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.

ECON 151 Introduction to Microeconomics: Prices and Markets (minimum grade C-) 3

ECON 152 Introduction to Macroeconomics: National Economy (minimum grade C-) 3

ECON 302 Banking and Monetary Policy (minimum grade C-) 3

ECON 303 Intermediate Macroeconomic Theory (minimum grade C-) 3

ECON 300 Intermediate Microeconomic Theory

or
ECON 301 Quantitative Microeconomic Theory (minimum grade C-) 3

Five Economics courses, at least two of which are at or above the 400-level (minimum grade C-) 15

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 463, and ECON 381 and ECON 483.

MATH 201/202 Introduction to Statistics I and II 6

Nine credits chosen from any 300-level or higher courses in 9

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 except 201, 202, 205, 250, 251, 252, 253, and any BUEC courses

ELECTIVES

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree.

CREDITS TO TOTAL A MINIMUM OF 120

DEGREE: BACHELOR OF ARTS OR BACHELOR OF SCIENCE

MAJOR: ECONOMICS

CONCENTRATION: APPLIED ECONOMICS

The requirements for the major in Economics must be met. The following requirements must be met **in place of** the requirement for five economics courses, with at least two at the 400-level and the quantitative proficiency requirements for the regular B.A. or B.S. degree:

ECON 422/423 Econometric Methods and Models I and II 6

or

ECON 822/823 Econometric Theory/Seminar in Econometrics

Two Economics courses at the 300- or 400-level 6

One Economics course at the 400-level (but not ECON 403, ECON 405, ECON 408, or ECON 411) 3

One Economics course at the 400-level, or at the 600-level by approval (but not ECON 403, ECON 405, ECON 408, or ECON 411) 3

Twelve credits of course work in the quantitative area, including the following 12

- ACCT 261 Introduction to Business Information Systems II (prerequisite ACCT 160)

- Six credits in MATH at or above the 200-level (except MATH except 201, 202, 205, 250, 251, 252, and 253)

- Any one of the following: ACCT 208, BUAD 306, BUAD 346, BUAD 446, BUEC 430, BUEC 431, ECON 415, ECON 422, ECON 423, ECON 426, MATH 300, CISC courses at or above the 300-level

DEGREE: BACHELOR OF ARTS OR BACHELOR OF SCIENCE

MAJOR: ECONOMICS

CONCENTRATION: ECONOMIC THEORY AND ECONOMETRICS

The requirements for the major in Economics must be met. The following requirements must be met **in place of** the requirement for five economics courses, with at least two at the 400-level and the quantitative proficiency requirements for the regular B.A. or B.S. degree:

ECON 422/423 Econometric Methods and Models I and II 6

or

ECON 822/823 Econometric Theory/Seminar in Econometrics

Three Economics courses at the 300- or 400-level 9

One Economics course at the 400-level, or a Mathematics course at the 300-level (but not ECON 406, ECON 426, ECON 430, ECON 441, ECON 443, ECON 461, or ECON 463) 3

One Economics course at the 400-level, or at the 600-level by approval (but not ECON 403, ECON 405, ECON 408, or ECON 411) 3

Twelve credits of course work in the quantitative area, including the following 12

- ACCT 261 Introduction to Business Information Systems II (prerequisite ACCT 160)

- Six credits in MATH at or above the 200-level (except MATH 201, 202, 205, 250, 251, 252, and 253)

- Any one of the following: ACCT 208, BUAD 306, BUAD 346, BUAD 446, BUEC 430, BUEC 431, ECON 415, ECON 422, ECON 423, ECON 426, STAT courses at or above the 300-level, CISC courses at or above the 300-level

HONORS BACHELOR OF ARTS OR

HONORS BACHELOR OF SCIENCE: ECONOMICS

The recipient must complete:

1. All requirements for the Bachelor of Arts or Bachelor of Science in Economics in the College of Business and Economics.
2. All of the University's generic requirements for the Honors Baccalaureate degree (see page 43 of this catalog).

The courses in Intermediate Microeconomic Theory and Intermediate Macroeconomic Theory must be taken in Honors sections.

Courses in Economics at the 600-level or higher may be considered as Honors courses.

THE MINOR IN ECONOMICS

The minor in economics provides students in other degree programs an opportunity to study the basic concepts and methodology in economics 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; one of the following four courses: ECON 251, 300, 301 or 303; and three additional courses at or above the 300-level.

Application for minor:

Same as application for major. (see page 158)

DOUBLE DEGREE

IN BUSINESS ADMINISTRATION AND ECONOMICS

Students may work simultaneously toward a Bachelor of Science in Business Administration and a Bachelor of Arts or a Bachelor of Science in Economics.

Overall requirements:

For graduation, 137 credits are required rather than 121 (business majors) or 120 (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 consultation with an advisor.

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 with Economics. 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 interdepartmental major with other departments should arrange conferences with their faculty advisors 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 80) 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.

FINANCE

Professional education in finance serves to develop the capabilities of students so that they may assume positions of leadership and responsibility at all levels of financial management in our society. The undergraduate degree program in finance reflects the growing demand for greater financial management capability in banking and in the financial services related industries. An Honors Degree option is available. Students majoring in Finance may also pursue a minor in international business and/or apply to the minors in management information systems or economics as well as minors offered outside of the college.

To earn the major in Finance, one must: (1) earn a minimum of 121 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 major, and (4) achieve at least a C- in specified business, finance, accounting and economics courses. Only one of the six required upper-level courses in Finance may be taken at another institution.

Students also take a broad range of courses throughout the University that are outside the College of Business and Economics. These include 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.

Telephone: (302) 831-1484

<http://www.be.udel.edu/Finance>

DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION MAJOR: FINANCE

CURRICULUM

CREDITS

UNIVERSITY REQUIREMENTS

ENGL 110 Critical Reading and Writing (minimum grade C-)	3
Three credits in an approved course or courses stressing multicultural, ethnic, and/or gender-related content (see p. 57)	3

MAJOR REQUIREMENTS

Twelve Humanities credits from:	12
Art History, History, English (except composition or similar courses), Foreign Languages (up to 6 of the allowable 9 credits may be grammar courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature and literature courses in a foreign language or up to 6 hours of a foreign language. No more than nine credits may be taken in one department.	

Economics (200-level or higher)	3
Psychology or Sociology	3
Six credits from:	6
Anthropology, Economics (200-level or higher), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice). No more than six credits may be taken in one department to fulfill Social and Behavioral Science requirements.	

COMM 312 Oral Communication in Business	3
MATH 221 Calculus I	3
MATH 230 Finite Mathematics with Applications	3
MATH 201/202 Introduction to Statistics I and II	6
One of the following courses:	3
ENGL 301 Expository Writing	
ENGL 312 Written Communication in Business	
ENGL 410 Technical Writing	
ENGL 415 Writing in the Professions	

Seven Natural and Physical Science credits including one lab credit from:	7
Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Plant Science and Science.	

ECON 151 Introduction to Microeconomics: Prices and Markets (minimum grade of C-)	3
ECON 152 Introduction to Macroeconomics: National Economy (minimum grade of C-)	3
ECON 302 Banking and Monetary Policy	3
ACCT 160 Introduction to Business Information Systems I	3
ACCT 207 Accounting I (minimum grade of C-)	3
ACCT 208 Accounting II (minimum grade of C-)	3
ACCT 261 Introduction to Business Information System II	3
ACCT 352 Law and Social Issues in Business	3
BUAD, ACCT, FINC, or BUEC courses (at the 300 level or higher)	3
BUAD 301 Introduction to Marketing (minimum grade of C-)	3
BUAD 306 Operations Management (minimum grade of C-)	3
BUAD 309 Management and Organizational Behavior (minimum grade of C-)	3
BUAD 441 Business Policy (minimum grade of C-)	3
Only one of the following will count toward graduation: ACCT 261 or ACCT 302.	

Students must earn a grade of C- or better in all but one of the following:

FINC 312, FINC 313, FINC 407, FINC 412, FINC 413, FINC 414, FINC 415, FINC 416, FINC 417	
FINC 311 Principles of Finance (minimum grade C-)	3
FINC 312 Intermediate Financial Management	3
FINC 313 Financial Markets	3
FINC 407 Securities Analysis	3
FINC 412 Financial Institutions	3
One of the following five courses:	3
FINC 413 Advanced Corporate Finance	
FINC 414 Bank Management	
FINC 415 International Finance	
FINC 416 Advanced Investments	
FINC 417 Real Estate Finance	

ELECTIVES

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree. Electives should be taken from courses outside the College of Business and Economics, with no more than two credits from HESC 120.

CREDITS TO TOTAL A MINIMUM OF..... 121

HONORS BACHELOR OF SCIENCE: BUSINESS ADMINISTRATION: FINANCE

The recipient must complete:

1. All requirements for the Bachelor of Science in Business Administration: Finance.
 2. All of the University's generic requirements for the Honors Baccalaureate degree (see page 43 of this catalog).
- The Honors credits in the major must include at least six credits in BUAD and/or FINC courses. They may include required courses from other departments in the College.