



# COLLEGE OF BUSINESS AND ECONOMICS

## Undergraduate Programs

- **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. The FORTUNE program provides comprehensive support for minority students with academic and career-related assistance to encourage successful matriculation, graduation and career placement.

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

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 MI/DSS minor applications are reviewed only once a year in March. 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.)

### ACCOUNTING AND MANAGEMENT INFORMATION SYSTEMS

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/Decision Support Systems.

Telephone: (302) 831-2961

<http://www.be.udel.edu/acct/accthome.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 ..... 3  
 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),  
 Philosophy, Music (except credit for participation in instrumental  
 and/or choral organizations), Theatre (except performance), Com-  
 parative 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

STAT 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, Geolo-  
 gy, Physics, Physical Geography, Physical Science, Oceanography, Ani-  
 mal 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 Bac-  
 calaureate 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/DECISION SUPPORT SYSTEMS**

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

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

Note that selected course substitutions may be made for the MI/DSS  
 minor. Students completing the minor need not take ACCT 261 (if  
 Bachelor of Science in Business Administration candidates) or  
 ACCT 302 (if Bachelor of Science in Accounting candidates).

**BUSINESS ADMINISTRATION**

Professional education in business administration serves to develop  
 the capabilities of students so that they may assume positions of lead-  
 ership 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 Depart-  
 ment 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/decision sup-  
 port 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 Adminis-  
 tration 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

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 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 428, BUAD 429

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

Two of the following six courses: 6

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

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 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)		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 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: ..... 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

**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/BUFC/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
STAT 201	Introduction to Statistics, I	3
STAT 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 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.

**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 advisors 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. 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 is 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, 407 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](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 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, BUFC 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 83)

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.

STAT 201/202	Introduction to Statistics I and II	
or		
STAT 370/371	Introduction to Statistical Analysis 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 course not used to fulfill quantitative proficiency requirements and any BUEC courses		
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**

### HONORS BACHELOR OF SCIENCE: ECONOMICS

The recipient must complete:

1. All requirements for the Bachelor of Science in 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.

### 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 83)

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.

STAT 201/202	Introduction to Statistics I and II	
--------------	-------------------------------------	--

or		
STAT 370/371	Introduction to Statistical Analysis 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 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**

### HONORS BACHELOR OF ARTS: ECONOMICS

The recipient must complete:

1. All requirements for the Bachelor of Arts 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 147)

### DOUBLE DEGREE IN BUSINESS ADMINISTRATION AND ECONOMICS

Students may work simultaneously toward a Bachelor of Science in Business Administration and a Bachelor of Art 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 78) 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/decision support 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		3
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.	

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
STAT 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 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**

**T**he 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.