

Business Management Course Track Offerings

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| <p>Business Management Generalist (BMGEO)..... 25</p> <p>Description: Prepares the students with a general business background.</p> <p>Electives from ACCT, BSAD, FINA, INSU, REES 25 (No more than 3 courses from each area)</p> | <p>Credit Management (BMCMO)** 24</p> <p>Description: Prepares the students with a background in general business and focuses on the credit management industry.</p> <p>FINA 2210 Financial Planning Principles & Insurance ☹ 4.5 FINA 2240 Financial Statement Analysis 3.0 LAWS 2325* Bankruptcy, Credit & Collections Law3.0 Business Electives..... 13.5</p> |
| <p>Entrepreneurship (BMENO)..... 27</p> <p>Description: Prepares the students with a background in small business management to enable them to be successful in starting a new business.</p> <p>ENTR 1050 Intro. to Entrepreneurship 4.5 ENTR 1060 Entrepreneurial Opportunity Analysis 4.5 ENTR 2050 Marketing for the Entrepreneur 4.5 ENTR 2060 Legal Issues for the Entrepreneur..... 4.5 ENTR 2070 Taxes & Financial Topics 4.5 ENTR 2090 Entrepreneurship Business Plan..... 4.5</p> | <p>Financial Planning & Investment (BMFSO) 27</p> <p>Description: Prepares the students with a background in general business and prepares them to seek employment in the financial services industry.</p> <p>FINA 2200 Investments ☹..... 4.5 FINA 2210 Financial Planning Principles & Ins. ☹..... 4.5 FINA 2310 Income Tax Planning ☹ 4.5 FINA 2320 Retirement Planning & Employee Benefits ☹ 4.5 FINA 2330 Estate Planning ☹..... 4.5 FINA 2940 Case Analysis in Financial Planning ☹ 4.5</p> |
| <p>Financial Services Management (BMFMO).....21.5</p> <p>Description: Prepares the students with a background in general business and prepares them to seek employment in the financial services industry.</p> <p>FINA 1310 Intro to the Financial Services Industry 3.0 FINA 2220 Asset/Liability Management for Financial Institutions.....3.0 FINA 2240 Financial Statement Analysis.....3.0 INSU 1100 Principles of Property and Casualty Insurance 4.5 LAWS 2325* Bankruptcy, Credit & Collections Law3.0 Business Electives5.0</p> | <p>Insurance Management (BMIMO) 24.5</p> <p>Description: Prepares the students with a background in general business and focuses on the insurance industry.</p> <p>BSAD 1200 Principles of Selling 4.5 INSU 1000 Principles of Health and Life Insurance ... 4.5 INSU 1100 Principles of Property and Casualty Insurance 4.5 INSU 2421 Insurance Law..... 3.0 Business Electives 8.0</p> |
| <p>International Business (BMIBO) 25.5</p> <p>Description: Prepares the students with a background in general business and focuses on international trade.</p> <p>BSAD 2700 Intro to International Business.....4.5 BSAD 2710 Import/Export Operations (offered Winter quarter only)4.5 BSAD 2720 International Marketing Mgmt ☹4.5 ECON 2720* International Economics.....4.5 FREN 1020* Beginning French II ☹or GERM 1020* Elementary German II or JAPN 1020* Beginning Japanese II or SPAN 1120* Elementary Spanish II ☹7.5</p> | <p>Merchandising Management (BMMMMO)..... 25.5</p> <p>Description: Prepares the students with a background in general business and focuses on the merchandising/retail industry.</p> <p>BSAD 1200 Principles of Selling4.5 BSAD 1201 Advertising and Sales Promotion.....4.5 BSAD 1202 Direct Marketing Methods.....4.5 BSAD 1210 Retailing4.5 Business Electives.....7.5</p> |

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| <p>Organizational Development (BMODO)25.5</p> <p>Description: Prepares the students with a background in general business and focuses on development of management and leadership skills.</p> <p>BSAD 1300 Intro to Quality Management.....4.5 BSAD 1600 Principles of Supervision ☺4.5 BSAD 2600 Human Resources Management4.5 HMRL 1050 Leadership: Training/Skill Development .4.5 Business Electives7.5</p> | <p>Operations & Supply Chain Management (BMOSO)27</p> <p>Description: Prepares the students with a background in general business and focuses on the manufacturing/production sector.</p> <p>BSAD 1300 Intro to Quality Management 4.5 BSAD 1600 Principles of Supervision ☺ 4.5 BSAD 2300 Quality Management: Statistical Process Control 4.5 BSAD 2400 Business Logistics 4.5 BSAD 2410 Purchasing & Materials Management... 4.5 BSAD 2420 Production & Operations Management 4.5</p> |
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