Naveen Jindal School of Management

Bachelor of Science in Business Administration

Degree Requirements (120 hours)

I. Core Curriculum Requirements: 42 hours

Communication (6 hours)
- 3 hours Communication (RHET 1302)
- 3 hours Communication Elective (BCOM 3311)

Social and Behavioral Sciences (15 hours)
- 6 semester credit hours Government (GOVT 2301 and GOVT 2302)
- 6 hours American History
- 3 hours Social and Behavioral Science Elective (ECON 2301)

Humanities and Fine Arts (6 hours)
- 3 hours Fine Arts (ARTS 1301)
- 3 hours Humanities (HUMA 1301)

Mathematics and Quantitative Reasoning (6 hours)
- 6 hours Calculus (MATH 1325 and MATH 1326)

Science (9 hours including at least one course with a substantial laboratory component)

II. Major Requirements: 52-58 hours

Major Preparatory Courses (18 hours)
- ACCT 2301 Introductory Financial Accounting
- ACCT 2302 Introductory Management Accounting
- BLAW 2301 Business and Public Law
- ECON 2301 Principles of Macroeconomics
- ECON 2302 Principles of Microeconomics

1. Core Curriculum Requirements: 42 hours
2. Major Preparatory Courses: 18 hours
3. 3 hours Social and Behavioral Science Elective (ECON 2301)

MATH 1325  Applied Calculus I
MATH 1326  Applied Calculus II
OPRE 3333  Quantitative Business Analysis
   or MATH 2333  Matrices, Vectors, and Their Application
STAT 3360  Probability and Statistics for Management and Economics
   or OPRE 3360  Managerial Methods in Decision Making Under Uncertainty

Major Core Courses (25 hours)

BA 3100  Professional Development
BCOM 3311  Business Communication
BCOM 4350  Advanced Business Communication
FIN 3320  Business Finance
MIS 3300  Introduction to Management Information Systems
OPRE 3310  Operations Management
OBHR 3310  Organizational Behavior
MKT 3300  Principles of Marketing
BPS 4305  Strategic Management
IMS 3310  International Business

Major Related Courses (12-18 hours)

General Business (18 hours)

Required for all students: ENTP 3301  Entrepreneurship
Breadth Core Courses for students not choosing a concentration. Select 15 hours from the following with at least 1 course from 3 of the 6 groups:

Group 1: Management - OBHR prefix
Group 2: Marketing - MKT prefix
Group 3: Finance and Accounting - ACCT or FIN prefix
Group 4: Information Systems - MIS prefix
Group 5: Business Environment - BPS, BLAW, HMGT, or IMS prefixes
Group 6: Operations Management - OPRE prefix

For Students Choosing a Concentration
Core Courses for the Innovation and Entrepreneurship Concentration: (12 hours)

- ENTP 3301 Entrepreneurship
- ENTP 3360 Entrepreneurial Finance
  or FIN 3360 Entrepreneurial Finance
- ENTP 4311 Entrepreneurial Strategy & Business Models
- ENTP 4320 Small Business Management
  or ENTP 4350 Corporate Entrepreneurship

Core Courses for the Organizational Behavior Concentration (15 hours)

- ENTP 3301 Entrepreneurship
- OBHR 3311 Principles of Management
- OBHR 3330 Introduction to Human Resource Management
- OBHR 4350 Introduction to Leading and Managing
- OBHR 4360 Advanced Organizational Behavior and Leadership

Core Courses for the Real Estate Concentration: (15 hours)

- ENTP 3301 Entrepreneurship
- MIS 3320 Business Analytics using Excel
  or FIN 3390 Introduction to Financial Modeling
- REAL 3305 Real Estate Principles
- REAL 3365 Real Estate Finance and Advanced Principles
- REAL 4321 Real Estate Law and Contracts

Core Courses for the Healthcare Management Concentration (12 hours)

- ENTP 3301 Entrepreneurship
- HMGT 4301 Introduction to Healthcare Management
- HMGT 3311 Healthcare Accounting
- HMGT 4321 Introduction to Healthcare Information Systems

Guided Electives for Concentrations:

Innovation and Entrepreneurship Concentration: (12 hours)

Guided Entrepreneurship Electives (12 hours selected from the following. At least 3
hours must have an ENTP prefix.)

The remaining Entrepreneurship Core Course not taken above (i.e., either ENTP 4320 Small Business Management or ENTP 4350 Corporate Entrepreneurship)

ENTP 3320 Start-up Launch I
ENTP 3321 Start-up Launch II
ENTP 4340 Social Entrepreneurship
ENTP 4360 Innovation & Creativity
ENTP 4V90 Innovation and Entrepreneurship Internship
IMS 4310 Export Market Development
    or IMS 4320 International Marketing
MKT 3330 Introduction to Professional Selling
MKT 3340 Marketing Research
MKT 4330 Digital and Internet Marketing

Another upper-division course may be substituted for the non-ENTP courses listed above with advance permission.

Organizational Behavior Concentration: (9 hours)

Nine hours to be selected from:

OBHR 3320 Groups and Teams
OBHR 4300 Management of Non-Profit Organizations
OBHR 4310 Business Ethics
OBHR 4331 Compensation and Benefits Administration
OBHR 4333 Performance Management
OBHR 4334 Talent Acquisition and Management
OBHR 4352 Negotiation and Dispute Resolution
OBHR 4354 Leading Organizational Change
OBHR 4356 Power and Influence in Organizations
OBHR 4358 Transformational Leadership, Ethics, and Social Responsibility

Healthcare Management Concentration: (12 hours)

Twelve hours to be selected from:

HMG 4331, HMG 4341, OBHR 4350, OBHR 4310, MIS 4300, OBHR 4352, MKT 4340, MKT 4321, OPRE 3320, OPRE 4310, PA 3333, ECON 3330, or SPAN 3341.

Real Estate Concentration: (9 hours)

Nine hours to be selected from:

FIN 3360, FIN 4300, GEOG 3304, MIS 4300, MKT 3340, MKT 4321, OBHR 4352, OPRE 3330, PA 3377, REAL 4328, REAL 4365, REAL 4V80, or REAL 4V90.

III. Elective Requirements: 20-26 hours

Free Electives (7-16 hours)

Both lower- and upper-division courses may count as electives but students must complete at least 51 hours of upper-division courses to qualify for graduation. JSOM freshman are required to take BA 1100 Business Basics.

1. Curriculum Requirements can be fulfilled by other approved courses from accredited institutions of higher education.
2. Indicates a prerequisite class to be completed before enrolling for upper-division classes.
3. A required Major course that also fulfills a Core Curriculum requirement. Hours are counted in Core Curriculum.
4. These hours are counted under Mathematics Core above; students may substitute MATH 2413 and MATH 2414 or MATH 2417 and MATH 2419.
5. Students may substitute MATH 2418 or CS 2305.

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