Naveen Jindal School of Management

Minors

Students must take a minimum of 18 semester credit hours for the minor, 12 of which must be upper-division semester credit hours. Students who take a minor will be expected to meet the normal prerequisites in courses making up the minor, and should maintain a minimum GPA of 2.000 on a 4.00 scale (C average). Semester credit hours may not be used to satisfy both the major and minor requirements; however, free elective hours or major preparatory classes may be used to satisfy the minor. The minors in the Naveen Jindal School of Management are the following:

- Accounting
- Business Administration
- Business Intelligence and Analytics
- Enterprise Systems
- Finance
- Innovation and Entrepreneurship
- Marketing
- Organizational Behavior

Minor in Accounting: 18 semester credit hours

- ACCT 2301 Introductory Financial Accounting
- ACCT 2302 Introductory Management Accounting
- ACCT 3331 Intermediate Financial Accounting I
- ACCT 3350 Fundamentals of Taxation
- ACCT 4342 Analysis and Design of Accounting Systems

And one elective must be upper-division (ACCT 3XXX or 4XXX - an Accounting course)

All other prerequisites should be met.

Minor in Business Administration: 18 semester credit hours

- OBHR 3310 Organizational Behavior
- MKT 3300 Principles of Marketing
- BCOM 3310 Business Communication
MIS 3300 Introduction to Management Information Systems

And an additional 6 semester credit hours of upper-division JSOM coursework as approved by the program director (students may not double count courses for both their major and their minor; thus, additional electives may need to be added).

All other prerequisites should be met.

**Minor in Business Intelligence and Analytics: 18 semester credit hours**

- **STAT 3360** Probability and Statistics for Management and Economics
- **MIS 4300** Database Fundamentals
  - or **CS 4347** Database Systems
- **MIS 4350** Introduction to Business Intelligence and Data Mining
- **MIS 4351** Enterprise Data Warehouses
- **MIS 4352** Introduction to Web Analytics
- **MKT 4330** Digital and Internet Marketing

Students pursuing this minor should be proficient in MS Excel and MS Access. The course prerequisite of **MIS 3300** will be exempt. All other prerequisites should be met.

**Minor in Enterprise Systems: 18 semester credit hours**

- **ACCT 2301** Introductory Financial Accounting
- **MIS 4300** Database Fundamentals
  - or **CS 4347** Database Systems
- **MIS 4340** Enterprise Resource Planning

And an additional 9 semester credit hours to be selected from:

- **MIS 4330** Systems Analysis and Design
  - or **CS 4376** Object-Oriented Programming Systems
- **MIS 4351** Enterprise Data Warehouses
- **OPRE 4320** Integrated SCM Information Systems
- **ACCT 3322** Integrated Accounting Information Systems
- **MIS 4342** Analysis and Design of Accounting Systems
Students completing the Enterprise Systems minor will be eligible to participate in SAP Business One and/or TERP 10 certification programs. Students pursuing this minor should be proficient in MS Excel and MS Access. The course prerequisite of MIS 3300 will be exempt. All other prerequisites should be met.

**Minor in Finance: 18 semester credit hours**

- **ACCT 2301** Introductory Financial Accounting
- **FIN 3320** Business Finance
- **FIN 3390** Introduction to Financial Modeling

And an additional 9 semester credit hours to be selected from upper-division finance courses listed as options under the finance degree.

All other prerequisites should be met.

**Minor in Innovation and Entrepreneurship: 18 semester credit hours**

- **MKT 3300** Principles of Marketing
- **ENTP 3301** Entrepreneurship

And 9 semester credit hours to be selected from:

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

With an additional 3 semester credit hours to be selected from the remaining ENTP courses not previously taken:

- **ENTP 3320** Start-up Launch I
  - or **ENTP 3321** Start-up Launch II
- **ENTP 4340** Social Entrepreneurship
- **ENTP 4360** Innovation and Creativity
  - or **ENTP 4V90** Innovation and Entrepreneurship Internship

All other prerequisites should be met.
Minor in Marketing: 18 semester credit hours

MKT 3300 Principles of Marketing
MKT 3340 Marketing Research
MKT 3320 Product and Brand Management
MKT 3330 Introduction to Professional Selling

with an additional 6 semester credit hours to be selected from:

MKT 4380 Capstone Course in Marketing
MKT 4331 Digital Prospecting
MKT 4332 Advanced Personal Selling
MKT 4V90 Marketing Internship
MKT 4350 Advertising
MKT 4340 Consumer Behavior

or MKT 4V83 Individual Study in Marketing

All other prerequisites should be met.

Minor in Organizational Behavior/Human Resource Management: 18 semester credit hours

OBHR 3310 Organizational Behavior
OBHR 3311 Principles of Management
OBHR 3330 Introduction to Human Resource Management
OBHR 4350 Introduction to Leading and Managing
OBHR 4360 Applied Organizational Behavior and Leadership

with an addition 3 semester credit hours of upper-division OBHR coursework as approved by the program director (students may not double count courses for both their major and their minor; thus, additional electives may need to be added).

All other prerequisites should be met.