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 semester credit 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
- Energy Management
- Finance
- Information Technology and Systems
- Innovation and Entrepreneurship
- Insurance
- Marketing
- Organizational Behavior/Human Resources Management

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 (an Accounting course from the 3000 or 4000 level courses)

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

**ITSS 3300** Information Technology for Business

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

or **OPRE 3360** Managerial Methods in Decision Making Under Uncertainty

**ITSS 4300** Database Fundamentals

or **CS 4347** Database Systems

**ITSS 4351** Foundations of Business Intelligence

**ITSS 4352** Introduction to Web Analytics

**ITSS 4353** Business Analytics

Also choose one course from the following:

**ITSS 4354** Managing Big Data

**ITSS 4355** Data Visualization

All other prerequisites should be met.

**Minor in Energy Management: 18 semester credit hours**

**MECO 3300** or **ENGY 3300** Introduction to Energy Technology

**FIN 4313** or **ENGY 4313** Energy Finance

**MECO 3330** or **ENGY 3330** Energy Economics

**MECO 4300** or **ENGY 4300** Energy Land Management

**MKT 3340**  Marketing Research

Also choose one course from the following:

**OPRE 4330**  Logistics and Inventory Management

**MECO 4342**  Financial and Business Negotiation Analysis

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 Information Technology and Systems: 18 semester credit hours**

**ITSS 3312**  Object-Oriented Programming

**ITSS 4300**  Database Fundamentals

**ITSS 4330**  Systems Analysis and Design

**ITSS 4351**  Foundations of Business Intelligence

**ITSS 4360**  Network and Information Security

**ITSS 4370**  Information Technology Management

All other prerequisites should be met.

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

**MKT 3300**  Principles of Marketing

**ENTP 3301**  Innovation and 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 4330** Entrepreneurial Marketing

**ENTP 4340** Social Entrepreneurship

**ENTP 4360** Innovation and Creativity

**ENTP 4V00** Special Topics in Entrepreneurship

or **ENTP 4V90** Innovation and Entrepreneurship Internship

All other prerequisites should be met.

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

Choose six courses from the following:

**RMIS 3370** or **FIN 3370** Principles of Risk Management and Insurance

**RMIS 4331** Business Liability Risk Management and Insurance

**RMIS 4332** Commercial Property Risk Management and Insurance

**RMIS 4333** Business Risk Management

**RMIS 4334** Insurance Law and Contracts

**FIN 3330** Personal Financial Planning

**FIN 3305** or **REAL 3305** Real Estate Principles

**MKT 3340** Marketing Research

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.

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**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** Capstone in Organizational Behavior

with an additional 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.