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
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 Infrastructure 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 3330** Introduction to Professional Selling
- **MKT 4330** Digital and Internet Marketing

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 4335** Category Buying
- **MKT 4336** E-Retailing and Analytics
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.