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** Advanced Big Data Analytics
- **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 Overview of Enterprise 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
**MKT 4337** Marketing Analytics
**MKT 4338** Marketing Content Creation
**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** 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.