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**
- **Human Resource Management**
- **Information Technology and Systems**
- **Innovation and Entrepreneurship**
- **Insurance**
- **Marketing**
- **Supply Chain 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**

Choose 4 courses from the following:  
**ENGY 3301** Managing Carbon Assets: Oil, Gas, and Coal  
**ENGY 3302** Managing Power and Renewable Energy Assets; Sustainability  
**ENGY 3340** Energy Law and Contracts  
**FIN 4313** or **ENGY 4313** Energy Finance  
**MECO 4342** Financial and Business Negotiation Analysis  
Also choose two courses from the following:  
**GEOS 1303** Physical Geology  
**MECO 3330** or **ENGY 3330** Energy Economics  
**MKT 3340** Marketing Research  
**OPRE 4330** Logistics and Inventory Management  

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 Human Resource Management: 18 semester credit hours

Choose six courses from the following:

**BLAW 3301** Employment Law

**OBHR 3330** Introduction to Human Resource Management

**OBHR 4310** Business Ethics

**OBHR 4331** Compensation and Benefits Administration

**OBHR 4333** Performance Management

**OBHR 4334** Talent Acquisition and Management

**OBHR 4335** Training and Development

**OBHR 4336** Labor and Employee Relations

**OBHR 4350** Introduction to Leading and Managing

**OBHR 4352** Negotiation and Dispute Resolution

**OBHR 4354** Leading Organizational Change

**OBHR 4356** Power and Influence in Organizations

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

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 Sector Entrepreneurship and Community Engagement
**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** 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 Supply Chain Management: 18 semester credit hours

- OPRE 3320 Supply Chain Management
- OPRE 3330 Project Management
- OPRE 4310 Lean and Six Sigma Processes
- OPRE 4330 Logistics and Inventory Management
- OPRE 4340 Purchasing and Sourcing Management

Plus one of the following three courses:

- OPRE 4320 Integrated SCM Information Systems
- OPRE 4350 Spreadsheet Modeling and Analytics
- OPRE 4360 Capstone Projects in Supply Chain Management

All other prerequisites should be met.