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
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.