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
  - 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.