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
- Healthcare Management
- 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  Global 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 Healthcare Management: 18 semester credit hours
HMGT 3301  Introduction to Healthcare Management
HMGT 3310  Healthcare Regulatory Environment
HMGT 3311  Healthcare Accounting
ECON 3330  Economics of Health
HMGT 4321  Introduction to Healthcare Information Systems

With an additional 3 semester credit hours to be selected from the remaining upper level JSOM courses not previously taken.

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 4395  Capstone Senior Project - 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  Integrated Supply Chain Management
OPRE 3330  Project Management
OPRE 4310  Lean and Six Sigma Processes
OPRE 4330  Global Logistics and Inventory Management
OPRE 4340  Purchasing, Sourcing, and Contract Management

Plus one of the following three courses:

OPRE 4320  Integrated SCM Information Systems
OPRE 4350  Spreadsheet Modeling and Analytics
OPRE 4395  Capstone Senior Project - Supply Chain Management

All other prerequisites should be met.