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 3331** Intermediate Financial Accounting I
- **ACCT 3332** Intermediate Financial Accounting II
- **ACCT 3341** Cost Management Systems
- **ACCT 3350** Fundamentals of Taxation
- **ACCT 4334** Auditing or **ACCT 4336** Financial Statement Analysis

Plus one upper-division ACCT elective (a 3 semester credit hour 3000-level or 4000-level ACCT course)

All other prerequisites should be met.
Minor in Business Administration: 18 semester credit hours

**OBHR 3310** Organizational Behavior

or **OBHR 3330** Introduction to Human Resource Management

**MKT 3300** Principles of Marketing

**BCOM 3300** Professionalism and Communication in Business

or **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

All other prerequisites should be met.

1. students may not double count courses for both their major and their minor; thus, additional electives may need to be added.

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
**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 Financial Analysis
- HMGT 3320 Complex and Dynamic Healthcare Environment
  - or ECON 3330 Economics of Health
- HMGT 4321 Introduction to Healthcare Information Systems

An additional 3 semester credit hours to be selected from the remaining upper-division 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
or ITSS 4381 Object Oriented Programming with Python
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.

2. Students who have completed CS 1337 with a C or better may replace ITSS 3312 with an additional ITSS upper-division course (excluding ITSS 4301).

**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  
RMIS 4336 Risk Control and Safety Engineering  
RMIS 4338 Financial Decision-Making Processes for Risk Management  
MKT 3330 Introduction to Professional Selling  
FIN 3305 or REAL 3305 Real Estate Principles

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 3331** Principles of Category Management  
- **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 4339** Marketing Creative Skills and Testing  
- **MKT 4340** Consumer Behavior  
- **MKT 4341** Predictive Analytics  
- **MKT 4350** Advertising  
- **MKT 4360** Social Marketing  
- **MKT 4370** Marketing Projects  
- **MKT 4395** Capstone Senior Project - Marketing  
- **MKT 4V83** Individual Study in Marketing  
- **MKT 4V90** Marketing Internship  

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.