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
ENGY 3340 Energy Law and Contracts
FIN 4313 or ENGY 4313 Energy Finance
MECO 4342 Financial and Business Negotiation Analysis

Also choose 2 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 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
   or **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.