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:
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
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>MKT 3340</td>
<td>Marketing Research</td>
</tr>
<tr>
<td>MKT 3330</td>
<td>Introduction to Professional Selling</td>
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<tr>
<td>MKT 4330</td>
<td>Digital and Internet Marketing</td>
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</table>

With an additional 6 semester credit hours to be selected from:

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<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>MKT 3331</td>
<td>Principles of Category Management</td>
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<tr>
<td>MKT 4331</td>
<td>Digital Prospecting</td>
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<tr>
<td>MKT 4332</td>
<td>Advanced Personal Selling</td>
</tr>
<tr>
<td>MKT 4335</td>
<td>Category Buying</td>
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<td>MKT 4336</td>
<td>E-Retailing</td>
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<tr>
<td>MKT 4337</td>
<td>Marketing Analytics</td>
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<tr>
<td>MKT 4338</td>
<td>Marketing Content Creation</td>
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<td>MKT 4339</td>
<td>Marketing Creative Skills and Testing</td>
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<tr>
<td>MKT 4340</td>
<td>Consumer Behavior</td>
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<td>MKT 4341</td>
<td>Predictive Analytics</td>
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<td>MKT 4350</td>
<td>Advertising</td>
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<td>MKT 4360</td>
<td>Social Marketing</td>
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<tr>
<td>MKT 4370</td>
<td>Marketing Projects</td>
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<tr>
<td>MKT 4395</td>
<td>Capstone Senior Project - Marketing</td>
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<td>MKT 4V83</td>
<td>Individual Study in Marketing</td>
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<tr>
<td>MKT 4V90</td>
<td>Marketing Internship</td>
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All other prerequisites should be met.

**Minor in Supply Chain Management: 18 semester credit hours**

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<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>OPRE 3320</td>
<td>Integrated Supply Chain Management</td>
</tr>
<tr>
<td>OPRE 3330</td>
<td>Project Management</td>
</tr>
<tr>
<td>OPRE 4310</td>
<td>Lean and Six Sigma Processes</td>
</tr>
<tr>
<td>OPRE 4330</td>
<td>Global Logistics and Inventory Management</td>
</tr>
<tr>
<td>OPRE 4340</td>
<td>Purchasing, Sourcing, and Contract Management</td>
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Plus one of the following three courses:

<table>
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<tbody>
<tr>
<td>OPRE 4320</td>
<td>Integrated SCM Information Systems</td>
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</table>
**OPRE 4350** Spreadsheet Modeling and Analytics

**OPRE 4395** Capstone Senior Project - Supply Chain Management

All other prerequisites should be met.

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