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


**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** 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.

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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 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.

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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.