

**General Education Requirements (GERS)**

<b>[A] World Civilizations 6 credits</b>	<b>[S,K,G,H] Humanities or Social Science 3</b>
GENED 110	◆ECONS 102
GENED 111	
<b>[W] Written Communication 3</b>	<b>[B] Biological Science 3</b>
◆ENGL 101 or 105 (ESL)	
<b>[C] Communication Proficiency 3</b>	<b>[P] Physical Science 3</b>
COMST 102, COMST 235 or HD 205	
<b>[N] Mathematics Proficiency 3</b>	<b>[B,P,Q,U,Z] Science Elective 4</b>
◆MATH 202	
<b>[I,G,K] Intercultural Studies 3</b>	<b>Sciences Laboratory Requirement</b>
<b>[G,H] Arts &amp; Humanities 3</b>	<b>[D] Diversity – 3</b>
<b>[S] Social Science 3</b>	<b>[T] Tier III – 3</b>
◆ECONS 101	

**Certification**

◆ENGL 101 or 105 (ESL)
◆ECONS 101
◆ECONS 102
◆MATH 201 or 172, 220
◆MATH 202 or 171, 140, 206
◆ACCTG 230 *
◆ACCTG 231
◆BLAW 210
◆MGTOP 215
◆MIS 250

**Core & Business Requirements**

COMST 102, COMST 235 or HD 205
POLS *** _____
PSYCH or SOC [S or SD] _____
ENGL 402 or 403 (ESL)
†MGTOP 301
†MGTOP 340
†FIN 325
†MKTG 360
†MGTOP 491 or 492
<i>Global Learning Requirement - see reverse</i>

◆ In order to be minimally qualified for certification, students must complete these courses with a 2.50 GPA or better; have 60 semester credit hours and at least a 2.50 cumulative GPA. Meeting minimum qualifications does not guarantee certification. See our website at [www.business.wsu.edu/advising](http://www.business.wsu.edu/advising) for the on-line certification application.

† Certification as a business major is required for enrollment in all 300-400 level business courses

\*Sophomore standing (30 hours) is required for enrollment in Acctg 230.

At least 50% of business core and major specialization courses and at least nine 300-400-level business/economics courses must be WSU courses.

# Global Learning Requirement

Complete <b>ONE</b> of the following:
Education abroad of 6 credits or more
Major or minor in a foreign language, International Business, or Global Studies
Certificate with an international component (see advisor for details)
<b>OR</b> complete any <b>TWO</b> of the following:
Education abroad of 3 - 5 credits
International internship of at least 3 credits (I BUS 498)
Take an International Business Institute course [GLR] (see web site**, DARS or advisor for list)
Take an accepted course with an international component (see web site**, DARS, or advisor for list)
Significant international travel at the collegiate level (must be approved by the Associate Dean)

\*\*Both course lists can be found at <http://www.business.wsu.edu/advising/Pages/Global.aspx>

## Useful Information

- Our website (<http://business.wsu.edu/advising>) contains most of the information you will need to get the most out of your experience with the College of Business.
- If you would like to pursue a business minor, application for a minor is made via the online application site no earlier than the semester following your major certification. Space in many minor courses is limited so you are not guaranteed to be certified in your minor of choice. These choices include:
  - Accounting
  - Entrepreneurship
  - Finance
  - Hospitality Business Management
  - Human Resources/Personnel
  - International Business
  - Management Information Systems
  - Marketing

Please note that you are allowed only one business minor. See your advisor for more details.

- If you desire to pursue a second major in business, application is made through your advisor no earlier than the semester following your first major certification. Space in some majors is limited so you are not guaranteed to be certified in your second major of choice.
- The College of Business does not allow students who are enrolled in a Pullman campus course to be enrolled in any business course offered online through the Distance Degree Program.

ACCOUNTING <sup>a</sup>	
<i>Required Courses</i>	
	Acctg 330 Intermediate Accounting I
	Acctg 331 Intermediate Accounting II
	Acctg 335 Introduction to Taxation
	Acctg 338 Cost Accounting
	Acctg 433 [M] Accounting Systems & Auditing
	Acctg 439 [M] Auditing
<i>Three of Group A</i>	
	Acctg 420 Accounting and Culture [GLR]
	Acctg 430 Advanced Accounting
	Acctg 435 Individual Income Taxes
	Acctg 443 Business Processes & Controls
	B Law 487 Business Ethics
	Econs 305 Theory of Firm & Market Policy

MANAGEMENT INFORMATION SYSTEMS	
<i>Required Courses</i>	
	MIS 171 Web Technologies & Innovation
	MIS 271 Intermediate Business Programming
	MIS 322 [M] Systems Analysis & Design
	MIS 325 Enterprise Business Programming
	MIS 372 [M] Database Management Systems
	MIS 374 Information Tech. Infrastructure
	MIS 420 Business Intelligence
	MIS 441 Global Electronic Commerce [GLR]
	MIS 448 Global IS Project Team Management

FINANCE	
<i>Required Courses</i>	
	Acctg 330 Intermediate Accounting
	EconS 305 Firm and Market Policy
	Fin 421 Financial Markets & Intermediation
	Fin 425 [M] Intermediate Financial Mgt
	Fin 427 [M] Investment Analysis <b>or</b> Fin 437 [M] Cougar Investment Fund I <sup>a</sup>
<i>Additional Requirements [Choose four (4) electives]</i>	
	Acctg 331 Intermediate Accounting II
	Acctg 338 Cost Accounting
	EconS 320 Money and Banking
	Fin 345 Real Estate
	Fin 350 Risk and Insurance
	Fin 422 Financial Institutions Mgt
	Fin 426 Entrepreneurial Finance
	Fin 428 Portfolio Theory & Financial Eng
	Fin 429 Advanced Financial Modeling
	Fin 438 Cougar Investment Fund II
	Fin 445 [M] Real Estate Valuation
	Fin 447 Real Estate Finance & Investments
	Fin 451 Life Insurance & Financial Planning
	Fin 452 Property & Liability Insurance
	Fin 456 Risk Management
	Fin 481 [M] International Finance [GLR]
	Fin 496 Special Topics
	Fin 498 <sup>b</sup> Internship
	Fin 499 <sup>b</sup> Independent Study
<p><sup>a</sup> A student must take either Fin 427 or Fin 437. Students registering for Fin 437 in the Fall semester are expected to register for Fin 438 the following Spring semester.</p> <p><sup>b</sup> A minimum of 3 credit hours is required for Fin 498, Fin 499, or a combination of credit hours from the two courses to count toward a student's finance elective requirement. In addition, Fin 498 and/or Fin 499 may count for no more than ONE of the finance elective requirements.</p>	



MARKETING	
<i>Required Courses</i>	
	Mktg 368 Marketing Research
	Mktg 417 Consumer Behavior & E-Commerce
	Mktg 495 [M] Marketing Management
<i>Four of Group A (one must be an [M] course):</i>	
	Mktg 450 Internet Marketing
	Mktg 457 [M] Advanced Consumer Behavior
	Mktg 461 [M] Product Policy & Pricing
	Mktg 468 Public Policy & Marketing
	Mktg 470 Retail Management
	Mktg 477 Promotion Management
	Mktg 478 [M] Sales Management
	Mktg 480 Bus Mktg in Trad & Electronic Environments
	Mktg 482 [M] International Marketing [GLR]
	Mktg 487 Independent Research
	Mktg 490 [M] Entrepreneurship
	Mktg 496 Special Topics
	Mktg 498 (3 cr) Marketing Internship
<i>Two of Group B:</i>	
	Acctg 338 Cost Accounting
	EconS 305 Theory of Firm & Market Policy
	EconS 321 Economics of Sports in America
	I Bus 380 International Business [GLR]
	MIS 441 Global Electronic Commerce [GLR]
	Mktg 499 (3 cr) Special Problems
	Electives <sup>a</sup>

<sup>a</sup> Courses must have advisor and department chair approval.

ENTREPRENEURSHIP	
<i>Required Courses</i>	
	EntrP 426 Entrepreneurial Finance
	EntrP 441 Global Electronic Commerce [GLR]
	EntrP 485, 486 or 496 Topics in New Vent. Bus. Plan
	EntrP 489 Entrepreneurial Management (Fall Only)
	EntrP 490 [M] Entrepreneurship
	EntrP 492 Small Business Policy <sup>a</sup>
<i>Two of Group A (one must be an [M] course):</i>	
	Acctg 338 Cost Accounting
	B Law 410 Commercial Law
	EconS 305 Theory of Firm & Market Policy
	EntrP 485, 486 or 496 Topics in New Vent. Bus. Plan
	EntrP 498 (3 cr) Entrepreneurship Internship
	Entrp 499 (3 cr) Special Problems
	Fin 456 Risk Management
	MgtOp 450 Personnel & Human Res. Mgt
	MgtOp 455 [M] Staffing
	MIS 372 [M] Database Management Systems
	Mktg 478 [M] Sales Management

<sup>a</sup> May not be used under both Entrepreneurship and business core.

INTERNATIONAL BUSINESS	
<i>Required Courses</i>	
	I Bus 380 International Business [GLR]
	EconS 327/I Bus 470 International Trade [GLR]
<i>Four of Group A (two must be [M] courses):</i>	
	I Bus 415 [M] Law of International Trade [GLR]
	I Bus 416 [M] Public International Law [GLR]
	I Bus 435 International Tourism [GLR]
	I BUS 441 Global Electronic Commerce [GLR]
	I Bus 453 [M] Comparative International Management [GLR]
	I Bus 481 [M] International Finance [GLR]
	I Bus 482 [M] International Marketing [GLR]
	I Bus 492 Small Business Policy <sup>a</sup> [GLR]
	I Bus 496 Special Topics [GLR]
	I Bus 498 (3 cr) International Business Internship [GLR]

<sup>a</sup> May not be used under both I Bus and business core.

**Required Foreign Study Curriculum**

Students are required to complete 9 semester credits from an approved foreign study program. These 9 credits cannot be substituted for coursework within the International Business major.

Required except for students who reside outside the United States and who attended at least one year of secondary school in a foreign country.

**Foreign Language:** one year foreign language beyond the high school level. Non-native English speakers and bilingual Americans check with department on this requirement.

MANAGEMENT & OPERATIONS	
<i>Required Course</i>	
	MgtOp 401 [M] Leadership Skills
<i>Six courses (one must be an [M] course)</i>	
	MgtOp 315 Women in Mgt & Leadership
	MgtOp 412 [M] Data Anal & Bus Forecasting
	MgtOp 418 Quality Improvement for Management
	MgtOp 440 [M] Adv Operations Management
	MgtOp 450 Personnel & Human Resources Mgt
	MgtOp 452 Supply Chain Management
	MgtOp 453 [M] Comparative Intl Management [GLR]
	MgtOp 455 [M] Staffing
	MgtOp 456 Compensation Administration
	MgtOp 470 Business Modeling
	MgtOp 483 [M] Macro Organizational Behavior
	MgtOp 487 Business Ethics
	MgtOp 489 Entrepreneurial Management (Fall only)
	One Bus/EconS elective at the 300-400 level

**Must choose a track**

The **Operations Management** career track requires at least four courses from: MgtOp 412, 418, 440, 452, 470.

The **Organization Management** career track requires at least four courses from MgtOp 315, 450, 453, 455, 456, 483, 485, 487, and 489.