

Smeal College of Business Curricular Requirements (University Park) Program Year 2010

Key for the Sample Schedule:

Courses in **Bold** require a grade of 'C' or higher.

Courses in *Italics* satisfy general education and degree requirements.

§ -Entrance-to-Major Requirement.

Sample Schedule Management (MGMT)

Management is an enrollment controlled major. Please refer to our [Entrance to Major Requirements](#) for further details.

The 5th through 8th semester curriculum is currently under review, and revisions could be made. Therefore, the last two semesters are tentative. We expect any revisions to be in place sometime during the fall 2009 semester. Please continue to check the student exchange website (<http://ugstudents.smeal.psu.edu>) for the most accurate and up to date information.

1 st SEMESTER		Credits	2 nd SEMESTER		Credits
PSU 006 - First Year Seminar		1	§ ECON 004 Macroeconomics		3
§ ENGL 015 or 030 (GWS) - Composition		3	§ B A 241 Law or B A 242 Ethics		2
§ MATH 110 or 140 (GQ) - Calculus		4	§ MIS 204 Business Information Systems		3
§ ECON 002 - Microeconomics		3	<i>General Education Natural Science (GN)</i>		3
Foreign Language 001		4	Foreign Language 002		4
TOTAL		15	TOTAL		15
3 rd SEMESTER			4 th SEMESTER		
§ SCM 200 or STAT 200 (GQ)- Statistics		4	§ ACCTG 211 Fin/Managerial Accounting		4
§ B A 242 Ethics or B A 241 Law		2	<i>ENGL 202D (GWS) -Business Writing</i>		3
Foreign Language 003		4	<i>CAS 100 (GWS) -- Speech Communication</i>		3
Global Awareness (GA/GH/GS)		3	<i>General Education (GH/GS/GA)</i>		3
<i>General Education (GH/GS/GA)</i>		3	<i>General Education Natural Science (GN)</i>		3
TOTAL		16	TOTAL		16
5 th SEMESTER			6 th SEMESTER		
B A 301 Finance		2	B A 302 Supply Chains		2
B A 304 Management and Organization		2	B A 303 Marketing		2
Two-Piece Sequence		3	MGMT 341 - Human Resources Management or		3
Global Awareness (GA/GH/GS)		3	MGMT 461 - International Management		3
<i>General Education (GH/GS/GA)</i>		3	MGMT 326 - Organizational Behavior and Design		3
<i>Health Science/KINES (GHA)</i>		1.5	<i>General Education Natural Science (GN)</i>		3
TOTAL		14.5	<i>Health Science/KINES (GHA)</i>		1.5
TOTAL		14.5	TOTAL		14.5
7 th SEMESTER			8 th SEMESTER		
B A 411 - Analyzing Business and Industry		3	MGMT 471 - Strategic Management		3
MGMT 451W - Business, Ethics, and Society		3	MGMT 4XX		3
MGMT 4XX		3	<i>General Education (GA/GH/GS)</i>		3
Two-Piece Sequence		3	Elective		3
Elective		3	Elective		2
TOTAL		15	TOTAL		14

Management Notes:

- According to University Policy, a student must take 3 or more courses in a specific area to complete a concentration in that area. Therefore students interested in an HR or Entrepreneurship concentration should take at least 3 courses in those areas as outlined by the MGMT department.
- GWS, GQ, GA, GH, GS, and GHA are codes used to identify General Education requirements.
- US, IL, and US;IL are codes used to designate courses that satisfy University United States/International Cultures requirements. All students are required to take one IL and one US course before graduation. A course designated as US;IL may be used as a US OR an IL, not both.
- W suffix signifies the course satisfies the University Writing Across the Curriculum requirement.

Management Degree Requirements

Program Years 2010-2011

1. **Take all of the following Management courses (9 credits) - A grade of "C" is required in all MGMT courses.**
 - a. [MGMT 326](#) (3) Organizational Behavior and Design [Prerequisite: BA 304]
 - b. [MGMT 451W](#) (3) Business, Ethics, and Society [Prerequisites: B A 241 & B A 242 or B A 243]
 - c. [MGMT 471](#) (3) Strategic Management [Prerequisites: MGMT 326; B A 411 or taken concurrently]
2. **Take one of the following courses (3 credits) - A grade of "C" is required in all MGMT courses.**
 - a. [MGMT 341](#) (3) Human Resources Management [Prerequisite: BA 304]
 - b. [MGMT 461](#) (3) International Management [Prerequisites: BA 304]
3. **Take two of the following courses (6 credits) - A grade of "C" is required in all MGMT courses.**
 - a. [MGMT 341](#) (3) Human Resources Management [Prerequisite: BA 304]
 - b. [MGMT 420](#) (3) Conflict Management [Prerequisite: BA 304]
 - c. [MGMT 427](#) (3) Managing an Entrepreneurial Start-Up Company [Prerequisites: ECON 002 or ECON 004 or ECON 014; CAS 100; 5th semester standing]
 - d. [MGMT 441](#) (3) HRM Professional Seminar (Part I): Staffing and Development [Prerequisite: MGMT 341; Concurrent MGMT 442]
 - e. [MGMT 443](#) (3) HRM Professional Seminar (Part II): Performance Management [Prerequisite: MGMT 341; Concurrent MGMT 444]
 - f. [MGMT 445](#) (US) (3) Managing Differences in Organizations [Prerequisites: BA 303; MGMT 341]
 - g. [MGMT 461](#) (3) International Management [Prerequisites: BA 304]
4. **Select one Two-Piece Sequence (6 credits) from the following list.** Students interested in the Entrepreneurship concentration must take the Entrepreneurship 2 piece sequence.
 - o **Accounting** - Select two courses from the following
 - [ACCTG 404](#) (3) Managerial Accounting
 - [ACCTG 471](#) (3) Intermediate Financial Accounting I
 - [ACCTG 472](#) (3) Intermediate Financial Accounting II
 - o **Economics** - Select two courses from the following
 - Select 3 credits of 300/400 level [Economics](#)
 - Select 3 credits of 400 level [Economics](#)
 - o **Entrepreneurship** - Take the following two courses
 - [MGMT 425](#) (3) New Venture Creation
 - [MGMT 426](#) (3) Invention Commercialization
 - o **Finance** - Take the following two courses
 - [FIN 305](#) (3) Financial Management of the Business Enterprise
 - [FIN 408](#) (3) Financial Markets and Institutions

- **Information Systems Management-** Take the following two courses
 - [MIS 390](#) (3) Information Systems Management and Applications
 - [MIS 446](#) (3) Information Technology and Business Strategy
- **Insurance** - Take the following two courses
 - [INS 301](#) (3) Risk and Insurance
 - [INS 405](#) (3) Corporate Risk Management
- **International Business-** Select two courses from the following
 - [I B 303](#) (3) International Business Operations
 - [I B 403](#) (3) International Business and National Policies
 - [I B 404](#) (3) Contemporary Issues in International Business
 - [I B 440](#) (3) Globalization and Its Implications
 - [I B 450](#) (3) Business Environment of Europe
- **Marketing-** Take the following two courses
 - [MKTG 330](#) (3) Buyer Behavior
 - [MKTG 445](#) (3) Global Marketing
- **Real Estate-** Select two courses from the following
 - [R EST 301](#) (3) Real Estate Fundamentals
 - [R EST 420](#) (3) Analysis of Real Estate Markets
- **Risk Analysis-** Select two courses from the following
 - [B A 427](#) (3) Risk and Decisions
 - [INS 405](#) (3) Corporate Risk Management
 - [SCM 456](#) (3) Supply Chain Risk Analysis
- **Supply Chain and Information Systems-** Take the following two courses
 - [SCM 404](#) (3) Demand Fulfillment
 - [SCM 405](#) (3) Manufacturing and Service Strategies

In lieu of a sequence, an approved University minor may be substituted if sufficient credits are available.