**BS ECONOMICS**

**2011-2013**

**Units Required** 180

**NOTE:** This document can be used as a compact display of courses and other curricular requirements. The Degree Progress Report must be used to track students’ progress in all degree requirements, throughout their Cal Poly career.

---

**MAJOR COURSES (76)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 221 Microeconomics</td>
<td>4</td>
</tr>
<tr>
<td>ECON 222 Macroeconomics (D2) *</td>
<td>4</td>
</tr>
<tr>
<td>ECON 311 Intermediate Microeconomics I</td>
<td>4</td>
</tr>
<tr>
<td>ECON 312 Intermediate Microeconomics II</td>
<td>4</td>
</tr>
<tr>
<td>ECON 313 Intermediate Macroeconomics</td>
<td>4</td>
</tr>
<tr>
<td>ECON 339 Econometrics</td>
<td>4</td>
</tr>
<tr>
<td>ECON 461 and ECON 462 Senior Project I &amp; II</td>
<td>2 &amp; 2</td>
</tr>
<tr>
<td>or</td>
<td></td>
</tr>
<tr>
<td>ECON 464 Applied Senior Project</td>
<td>4</td>
</tr>
<tr>
<td>ECON elective (300-400 level)</td>
<td>4</td>
</tr>
<tr>
<td>ECON electives (400 level)</td>
<td>16</td>
</tr>
<tr>
<td>Concentration or General Economics (see reverse)</td>
<td>28</td>
</tr>
</tbody>
</table>

---

**SUPPORT COURSES (24-29)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 207 Legal Responsibilities Business</td>
<td>4</td>
</tr>
<tr>
<td>BUS 214 Financial Accounting</td>
<td>4</td>
</tr>
<tr>
<td>BUS 215 Managerial Accounting</td>
<td>4</td>
</tr>
<tr>
<td>1MATH 221 or MATH 141 &amp; 142 (B1)*</td>
<td>4 or</td>
</tr>
<tr>
<td>or</td>
<td>4 &amp; 4</td>
</tr>
<tr>
<td>2STAT 251 &amp; 252 Stat Inference Mgmt I&amp;II (B1)*</td>
<td>4 &amp; 5</td>
</tr>
<tr>
<td>or</td>
<td>4 &amp; 4</td>
</tr>
<tr>
<td>STAT 301 &amp; 302 Statistics I&amp;II</td>
<td></td>
</tr>
</tbody>
</table>

---

**GENERAL EDUCATION (GE)**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>72 units required, 12 of which are listed in Major/Support. Minimum of 12 units required at the 300 level.</td>
<td>60</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Area A Communication</th>
<th>12</th>
</tr>
</thead>
<tbody>
<tr>
<td>A1 ENGL 133/134</td>
<td>4</td>
</tr>
<tr>
<td>A2 COMS 101/102</td>
<td>4</td>
</tr>
<tr>
<td>A3 Reasoning, Arg. &amp; Writing</td>
<td>4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Area B Science and Mathematics</th>
<th>8</th>
</tr>
</thead>
<tbody>
<tr>
<td>B1 Mathematics/Statistics * 8 units in Support</td>
<td></td>
</tr>
<tr>
<td>B2 Life Science</td>
<td>4</td>
</tr>
<tr>
<td>B3 Physical Science</td>
<td>4</td>
</tr>
<tr>
<td>B4 One lab taken with either a B2 or B3 course</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Area C Arts and Humanities</th>
<th>20</th>
</tr>
</thead>
<tbody>
<tr>
<td>C1 Literature</td>
<td>4</td>
</tr>
<tr>
<td>C2 Philosophy: PHIL 230/231</td>
<td>4</td>
</tr>
<tr>
<td>C3 Fine/Performing Arts</td>
<td>4</td>
</tr>
<tr>
<td>C4 Upper-division elective</td>
<td>4</td>
</tr>
<tr>
<td>C1-C4 Elective</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Area D/E Society and the Individual</th>
<th>16</th>
</tr>
</thead>
<tbody>
<tr>
<td>D1 American Experience (40404)</td>
<td>4</td>
</tr>
<tr>
<td>D2 Political Economy * 4 units in Major</td>
<td></td>
</tr>
<tr>
<td>D3 Comp Social Institutions</td>
<td>4</td>
</tr>
<tr>
<td>D4 Self Develop (CSU Area E)</td>
<td>4</td>
</tr>
<tr>
<td>D5 Upper-division elective (NO ECON)</td>
<td>4</td>
</tr>
</tbody>
</table>

| Area F Technology (upper div)                                              | 4     |

**FREE ELECTIVES**

15-20

---

**OTHER DEGREE REQUIREMENTS:**

- Cal Poly, Higher Ed, and Major GPA must all be at least 2.00
- United States Cultural Pluralism Requirement
- Graduation Writing Requirement
- 60 units Upper Division (any 300-400 level classes)
- Upper Division units in the Major: 27
- Residency Requirements: See Degree Progress Report for details

---

* = Required in Major/Support; also satisfies GE. Note: No major, support or conc. courses may be taken credit/no-credit.

---

1Students pursuing the Quantitative Economics concentration should take MATH 141 and 142 instead of MATH 221.
2Students pursuing the Quantitative Economics concentration should take STAT 301 and 302 instead of STAT 251 and 252.
GENERAL ECONOMICS or CONCENTRATION
(Select one)

General Economics
Students are required to complete at least 8 units of 300-400 level
ECON coursework, plus any 20 units of coursework at 300-400
level. .......................................................... 28

Quantitative Concentration
ECON 406 Applied Forecasting .................................... 4
ECON 408 Mathematical Economics ............................. 4
Approved electives. Select from the following: ............... 20
ECON 340, 403, 404, 405, 409, 431, 432;
BUS 431, 439, 442, 444;
IME 301, 405, 407;
MATH 143, 206, 211, 212, 241, 242, 244, 248, 304, 306, 344,
406, 408, 409, 412, 413, 414, 416, 418, 437, 451, 453;
STAT 323, 324, 325, 330, 331, 416, 419, 425, 426, 427 ...

Real Estate Concentration
ECON 424 Monetary Economics ................................. 4
ECON 434 Urban Economics ..................................... 4
ECON 435 Economics of Land and Water ..................... 4
Approved electives. Select from the following: .............. 16
AGB 310, 315, 324, 326;
BUS 320, 409, 434, 435, 439;
CM 475;
CRP 446;
ECON 406, 409, 410, 431, 432 ................................ 28

CONCENTRATIONS AVAILABLE FROM BUSINESS:

Accounting Concentration
BUS 319 Accounting Information Systems ............... 4
BUS 320 Federal Income Taxation for Individuals ...... 4
BUS 321 Intermediate Accounting I ....................... 4
BUS 322 Intermediate Accounting II ...................... 4
BUS 424 Accounting Ethics ................................ 4
BUS 425 Auditing ................................................ 4
Accounting elective. Select from the following: ........... 4
BUS 412, 417, 422 ................................................. 28

Financial Management Concentration
BUS 431 Security Analysis and Portfolio Mgmt .......... 4
BUS 438 Advanced Corporate Finance ..................... 4
BUS 439 Fixed Income Securities & Markets ............... 4
Finance electives (400 level) .................................. 8
Select two courses from:
BUS 433, 442, 443, 444 ........................................ 28
Approved electives ............................................. 8
Select one course from:
BUS 432, 434, 435, 436, 437, 440, 441, 445
Select one course from:
BUS 320, 321, 322, 412, 417, 425, 427, 429; ECON
311, 313, 330, 337, 339, 340, 405, 406, 408, 409, 420,
424 .......................................................... 28

Management and Human Resources Concentration
BUS 382 Organizations, People and Technology ........ 4
BUS 384 Human Resources Management ................. 4
BUS 386 Employee Training and Development ........... 4
BUS 475 Staffing ................................................... 4
BUS 477 Managing Change and Development .......... 4
Approved electives .......................................... 8
Select two courses from the following:
BUS 407, 471, 488, 489 ....................................... 28

Information Systems Concentration
BUS 392 Business Application Development ............ 4
BUS 393 Database Systems in Business .................. 4
BUS 394 Systems Analysis and Design .................... 4
BUS 395 Systems Design and Implementation ........... 4
Approved electives .......................................... 8
Select two courses from the following:
BUS 491, 494, 496, 498, 499 ............................... 24

Marketing Management Concentration
BUS 418 Listening to the Customer ......................... 4
BUS 419 Strategic Marketing Measurement ............... 4
BUS 451 Product Development and Launch .............. 4
BUS 452 Product Management ................................ 4
BUS 454 Dev/Prsenting Marketing Projects ............... 4
BUS 455 Marketing Strategy ................................ 4

Entrepreneurship Concentration
BUS 310 Introduction to Entrepreneurship .............. 4
BUS 436 Entrepreneurial Finance ......................... 4
BUS 488 Planning and Managing New Ventures ....... 4
Approved electives .......................................... 16
Select four courses from:
BUS 308, 311, 418, 451, 489;
IT 326, 402, 406, 407, 408, 428;
BUS/IT 470 (Advanced Topics in Entrepreneurship) .... 28

International Business Concentration
BUS 302 International and Cross Cultural Mgmt ....... 4
BUS 402 International Business Management .......... 4
BUS 403 Adv. Seminar in International Mgmt .......... 4
BUS 407 Managing People in Global Markets ........... 4
Approved electives. Select from the following: ......... 12
BUS 303, 311, 350, 405, 406, 410, 433, 446;
ECON 304, 325, 330, 404, 405;
AGB 318;
GEOG 308 .................................................. 28

Packaging and Logistics Concentration
IT 330 Fundamentals of Packaging ....................... 4
IT 403 Quality Systems Management ..................... 4
IT 410 Operations Planning and Control ................. 4
IT 457 Radio Frequency Identification in Supply Chain
Mgmt ............................................................. 4
IT 475 Packaging Performance Testing .................... 4
Approved electives. Select from the following: ......... 8
IT 341, 406, 408, 435, 470 .................................. 28