**BS BUSINESS ADMINISTRATION**

**NAME_________________________________________**

**STUDENT ID____________________________________**

**CONCENTRATION_______________________________**

**MINOR________________________________________**

<table>
<thead>
<tr>
<th>Major GPA at least 2.00</th>
<th>[ ] YES</th>
<th>[ ] NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Cultural Pluralism Met</td>
<td>[ ] YES</td>
<td>[ ] NO</td>
</tr>
<tr>
<td>60 Units Upper Division Met</td>
<td>[ ] YES</td>
<td>[ ] NO</td>
</tr>
<tr>
<td>GWR Met</td>
<td>[ ] YES</td>
<td>[ ] NO</td>
</tr>
<tr>
<td>Upper Div GEB Met</td>
<td>[ ] YES</td>
<td>[ ] NO</td>
</tr>
<tr>
<td>Free Electives Met</td>
<td>[ ] YES</td>
<td>[ ] NO</td>
</tr>
</tbody>
</table>

**GENERAL EDUCATION (GE)**

72 units required; 12 of which are specified in Support.
Minimum of 12 units required at the 300 level.

- **Area A Communication**
  - A1 ENGL 133/134
  - A2 COMS 101/102
  - A3 Reasoning, Argumentation, and Writing

- **Area B Science and Mathematics**
  - B2 Life Science
  - B3 Physical Science
  - B4 One lab taken with either a B2 or B3 course

- **Area C Arts and Humanities**
  - C1 Literature
  - C2 Philosophy: PHIL 230/231
  - C3 Fine/Performing Arts
  - C4 Upper-division elective
  - C1-C4 Elective

- **Area D/E Society and the Individual**
  - D1 American Experience (40404)
  - D3 Comp Social Institutions
  - D4 Self Develop (CSU Area E)
  - D5 Upper-division elective

- **Area F Technology (upper div)**

- **Additional GE Units Required**

**SUPPORT COURSES (25)**

- **ECON 221 Microeconomics**
- **ECON 222 Macroeconomics (D2)**
- **ECON elective (300–400 level)**
- **MATH 221 Calc for Bus and Econ (B1)**
- **STAT 251 Stat Inference-Mgmt. I (B1)**
- **STAT 252 Stat Inference-Mgmt. II**

**MAJOR COURSES (72-76)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Units</th>
<th>Grade</th>
<th>Gprds</th>
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<tbody>
<tr>
<td>BUS 207</td>
<td>Legal Responsibilities Business</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BUS 214</td>
<td>Financial Accounting</td>
<td>4</td>
<td></td>
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<tr>
<td>BUS 215</td>
<td>Managerial Accounting</td>
<td>4</td>
<td></td>
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</tr>
<tr>
<td>BUS 342</td>
<td>Fund of Corp Finance</td>
<td>4</td>
<td></td>
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</tr>
<tr>
<td>BUS 346</td>
<td>Principles of Marketing</td>
<td>4</td>
<td></td>
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</tr>
<tr>
<td>BUS 387</td>
<td>Organizational Behavior</td>
<td>4</td>
<td></td>
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<tr>
<td>BUS 391</td>
<td>Information Systems</td>
<td>4</td>
<td></td>
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</tr>
<tr>
<td>BUS 401</td>
<td>Seminar Gen Mgmt &amp; Strategy</td>
<td>4</td>
<td></td>
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</tr>
<tr>
<td>BUS 404</td>
<td>Govmntl &amp; Social Influences</td>
<td>4</td>
<td></td>
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<tr>
<td>BUS 461</td>
<td>Senior Project I</td>
<td>2</td>
<td>and</td>
<td></td>
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<tr>
<td>BUS 462</td>
<td>Senior Project II</td>
<td>2</td>
<td>or</td>
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<tr>
<td>BUS 463, 464, 465</td>
<td></td>
<td>4</td>
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</table>

**Major Courses (72-76)**

- **BUS 207 Legal Responsibilities Business**
- **BUS 214 Financial Accounting**
- **BUS 215 Managerial Accounting**
- **BUS 342 Fund of Corp Finance**
- **BUS 346 Principles of Marketing**
- **BUS 387 Organizational Behavior**
- **BUS 391 Information Systems**
- **BUS 401 Seminar Gen Mgmt & Strategy**
- **BUS 404 Govmntl & Social Influences**
- **Production management. Select one:**
  - IT 326, 330, 341, 371
- **International business. Select one:**
  - BUS 302, 303, 402, 407, 410, 427, 433, 446; ECON 330
- **Senior Project. Select:**
  - BUS 461 Senior Project I
  - BUS 462 Senior Project II
  - BUS 416, 463, 464, 465
- **Concentration courses**

<table>
<thead>
<tr>
<th>Degree Date</th>
<th>Earned Hours</th>
<th>Quality Hours</th>
<th>Quality Points</th>
<th>GPA</th>
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<tbody>
<tr>
<td>Transfer</td>
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<tr>
<td>Cal Poly</td>
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<tr>
<td>Transcript Totals</td>
<td>&lt;= Units NOT Degree Applicable</td>
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<tr>
<td></td>
<td>&lt;= Degree Applicable Units</td>
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</table>

**2009-2011**

**Units Required 180**

<table>
<thead>
<tr>
<th>Year</th>
<th>Hours</th>
<th>Quality Hours</th>
<th>Quality Points</th>
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<tbody>
<tr>
<td>2009-2011</td>
<td>01/26/09</td>
<td></td>
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</tbody>
</table>

**O** = Work in progress

[@] = possible credit by Department review

[@] = GE Certification

**ELECTIVES**

19-23
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 420/BUS 425....................................................... 4
BUS 429 Accounting Process Analysis ........................... 4
Four units of electives from any 400 level
Accounting elective: ................................................ 4

FINANCIAL MANAGEMENT CONCENTRATION
BUS 431 Security Analysis and Portfolio Mgmt......... 4
BUS 438 Advanced Corporate Finance........................... 4
BUS 439 Fixed Income Securities & Markets............. 4
BUS 443 Case Studies in Finance ............................... 4
Advisor approved electives ......................................... 12

MANAGEMENT CONCENTRATION
BUS 382 Organizations, People and Technology ...... 4
BUS 384 Human Resources Management ...................... 4
BUS 477 Managing Change and Development ............. 4
Advisor approved electives ......................................... 16
Select four courses from the following:
BUS 386, 405, 406, 407, 470, 471, 472, 473, 475, 478, 483, 488, 489, 494

INFORMATION SYSTEMS CONCENTRATION
BUS 290 or CSC/CPE 101 or CSC/CPE 237.............. 4
BUS 390 Business Data Structures .............................. 4
BUS 393 Database Systems in Business ...................... 4
BUS 394 Systems Analysis and Design ....................... 4
BUS 395 Systems Design and Implementation ............. 4
Advisor approved electives ......................................... 8
Select two courses from the following:
BUS 491, 494, 496, 498, 499

MARKETING MANAGEMENT CONCENTRATION
BUS 418 Listening to the Customer......................... 4
BUS 419 Strategic Marketing Measurement ................. 4
BUS 451 Product Development & Launch .................... 4
BUS 452 Product Management .................................... 4
BUS 454 Dev/Presenting Marketing Projects .............. 4
BUS 455 Marketing Strategy ..................................... 4

ENTREPRENEURSHIP CONCENTRATION
BUS 310 Introduction to Entrepreneurship............... 4
BUS 488 Planning & Managing New Ventures.............. 4
Select three courses from: ....................................... 12
BUS 311, 418, 436, 470; IT 326, 428, 470
Elective. Select two courses from: ......................... 8
BUS 308, 384, 402, 405, 419, 451, 475, 477, 494; IT 402, 407

INTERNATIONAL BUSINESS MANAGEMENT
CONCENTRATION
BUS 302 International & 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
Electives selected from the following courses............ 12
BUS 303, 311, 350, 405, 406, 410, 433, 446; ECON 304, 325, 330, 404, 405;
AGB 318; GEOG 308

INDEPENDENT COURSE OF STUDY
Students select courses with advisor approval .......... 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
Electives selected from the following courses: .......... 12
IT 341, 406, 408, 435, 470