### BS ECONOMICS

**2015-2017 updated 3.12.15**  
Units Required **180**

**NOTE:** This document can be used as a compact display of courses and other curricular requirements at the time of publication of the 2015-2017 catalog. The Degree Progress Report must be used to track students’ progress in all degree requirements, throughout their Cal Poly career.

**GENERAL EDUCATION (GE)**  
72 units required, 12 of which are specified in Major and Support  
Minimum of 12 units required at the 300 level.

<table>
<thead>
<tr>
<th>Area</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>A1</td>
<td>Expository Writing ...........................................................................</td>
</tr>
<tr>
<td>A2</td>
<td>Oral Communication ..........................................................................</td>
</tr>
<tr>
<td>A3</td>
<td>Reasoning, Argu &amp; Writing ................................................................</td>
</tr>
<tr>
<td>B1</td>
<td>Math/Statistics (8 units in Support) ...........................................</td>
</tr>
<tr>
<td>B2</td>
<td>Life Science ...................................................................................</td>
</tr>
<tr>
<td>B3</td>
<td>Physical Science .............................................................................</td>
</tr>
<tr>
<td>B4</td>
<td>One lab taken with either a B2 or B3 course .................................</td>
</tr>
<tr>
<td>C1</td>
<td>Literature ......................................................................................</td>
</tr>
<tr>
<td>C2</td>
<td>Philosophy ....................................................................................</td>
</tr>
<tr>
<td>C3</td>
<td>Fine/Performing Arts ......................................................................</td>
</tr>
<tr>
<td>C4</td>
<td>Upper-division elective ..................................................................</td>
</tr>
<tr>
<td>D1</td>
<td>American Experience (40404) ........................................................</td>
</tr>
<tr>
<td>D2</td>
<td>Political Economy (4 units in Major) ............................................</td>
</tr>
<tr>
<td>D3</td>
<td>Comp Social Institutions ................................................................</td>
</tr>
<tr>
<td>D4</td>
<td>Self Dvlpmnt (CSU Area E) ................................................................</td>
</tr>
<tr>
<td>D5</td>
<td>Upper-division elective (No ECON) ...............................................</td>
</tr>
<tr>
<td>E</td>
<td>Residency Requirements: See Degree Progress Report for details</td>
</tr>
</tbody>
</table>

### MAJOR COURSES (76)  
72 units required, 12 of which are specified in Major and Support  
Minimum of 12 units required at the 300 level.

<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 Micro I</td>
<td>4</td>
</tr>
<tr>
<td>ECON 312 Intermediate Micro II</td>
<td>4</td>
</tr>
<tr>
<td>ECON 313 Intermediate Macro</td>
<td>4</td>
</tr>
<tr>
<td>ECON 339 Econometrics</td>
<td>4</td>
</tr>
<tr>
<td>ECON electives (300-400 level)</td>
<td>4</td>
</tr>
</tbody>
</table>

**Senior Project - Select:**

- ECON 461 Senior Project I **and**
- ECON 462 Senior Project II **or**
- ECON 464 Applied Senior Project **or**

**ECON electives (300-400 level)**  
4 units

**ECON electives (400 level)**  
16 units

**Concentration or General Econ (see reverse)**  
28 units

### SUPPORT COURSES (24-25)

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 207 Legal Responsibilities of 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>MATH 141 Calculus I (B1)</td>
<td>4</td>
</tr>
<tr>
<td>STAT 251 &amp; STAT 252 Stat Inf Mgmt I&amp;II (B1)</td>
<td>4 &amp; 5</td>
</tr>
<tr>
<td>STAT 301 &amp; STAT 302 Statistics I&amp;II</td>
<td>4 &amp; 4</td>
</tr>
</tbody>
</table>

1 Required in Major/Support; also satisfies GE.  
2 Economics majors do not need to choose a concentration but they can if they wish.  
3 Students pursuing the Quantitative concentration should take MATH 141 and MATH 142.  
4 Students pursuing the Quantitative concentration should take STAT 301 and STAT 302.  
5 STAT 301 & 302 are not GE courses. If taken STAT 301 & 302, they will satisfy the Quantitative concentration requirement.  
6 Students pursuing the Quantitative concentration should take STAT 301 and STAT 302.
GENERAL ECONOMICS or CONCENTRATION (Select One)

GENERAL ECONOMICS
Complete at least 8 units 300-400 level ECON coursework plus any 20 units of coursework at 300-400 level

QUANTITATIVE CONCENTRATION
ECON 406 Applied Forecasting.......................... 4
ECON 408 Mathematical Economics.................... 4

Approved Electives. Select from the following:......... 20
BUS 431, 439, 442, 444;
ECON 340, 403, 404, 405, 409, 431, 432;
MATH 143, 206, 241, 242, 298, 304, 306,
344, 406, 408, 409, 412, 413, 414, 416, 418, 437,
451, 453;
STAT 323, 324, 330, 331, 416, 419, 425, 426, 427

REAL ESTATE CONCENTRATION
BUS 434 Real Estate Finance............................ 4
BUS 435 Real Estate Investment.......................... 4
ECON 424 Monetary Economics........................... 4
ECON 434 Urban Economics............................... 4

Approved Electives. Select from the following:......... 12
AGB 310, 315, 324, 326;
BUS 320, 409, 439;
CM 475;
CRP 446;
ECON 406, 409, 410, 431, 432, 435

CONCENTRATIONS AVAILABLE FROM BUSINESS ADMINISTRATION:

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 one from the following:..... 4
BUS 412, BUS 417 or BUS 422

FINANCIAL MANAGEMENT CONCENTRATION
BUS 431 Security Analysis and Portfolio Mgmt .............. 4
BUS 438 Advanced Corporate Finance ........................ 4
BUS 439 Fixed Income Securities Market .................... 4

Finance electives (400 level) ................................ 4
Select from the following:.................................. 12
BUS 432, 433, 434, 435, 436, 437, 441, 442, 443, 444, 445;
ECON 3391;

Approved Electives............................................
Select one from the following:.............................. 4
BUS 320, 321, 322, 412, 417, 425;
ECON 311, 313, 330, 337, 3391, 340, 405, 406, 408, 409,
424

1 ECON 339 cannot double count.

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 from the following:
BUS 310, 407, 471, 489

INFORMATION SYSTEMS CONCENTRATION
BUS 392 Business Application Development ............... 4
BUS 393 Database Systems in Business ..................... 4
BUS 394 System Analysis and Design ....................... 4
BUS 395 Systems Design and Implementation ............. 4
Approved Electives ............................................. 8
Select 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 421 Marketing Analytics & Bus. Intelligence ........ 4
BUS 451 New Product Development & Launch ............ 4
BUS 452 Product Management ................................ 4
BUS 454 Marketing Projects ................................. 4
BUS 455 Marketing Strategy ................................ 4

ENTREPRENEURSHIP CONCENTRATION
BUS 310 Introduction to Entrepreneurship ................. 4
BUS 418 Listening to the Customer ........................ 4
BUS 436 Entrepreneurial Finance ........................... 4
BUS 488 Planning & Managing New Ventures ............. 4
IT 428 Commercialization of New Technologies ........ 4
Approved Electives ............................................. 8
Select from the following:
BUS 311, 382, 384, 392, 451, 477, 489;
ECON 337;
IT 326, 330, 402, 406, 407;
BUS/IT 470

CONSUMER PACKAGING SOLUTIONS CONCENTRATION
BUS 418 Listening to the Customer ........................ 4
BUS 419 Strategic Marketing Measurement ................ 4
BUS 451 New Product Development and Launch ........ 4
IT 330 Packaging Fundamentals ............................ 4
IT 408 Paper and Paperboard Packaging ................ 4
IT 475 Packaging Performance Testing ..................... 4
Approved Electives ............................................. 4
Select from the following:
BUS 412, 452;
GRC 337;
IT 233, 326, 341, 403, 415