## **BS BUSINESS ADMINISTRATION**

2017-2019

updated 05.09.17

**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 2017-2019 catalog. The Degree Progress Report must be used to track students' progress in all degree requirements, throughout their Cal Poly career.

Note: No major, concentration, or support courses m	nav he selecti	ed as credit/no credit
MAJOR COURSES (72-76)	Units	
BUS 207 Legal Respons Bus	4	
BUS 214 Financial Accounting	4	
BUS 215 Managerial Accounting	4	-
BUS 342 Fund of Corporate Finance	4	
BUS 346 Principles of Marketing	4	•
BUS 387 Organizational Behavior	4	*
BUS 391 Information Systems	4	•
BUS 401 Gen Mgmt and Strategy	4	•
BUS 404 Gov and Social Influences	4	
Technology Management - Select one:	4	
ITP 303, 326, 330, 341, 371		
International Business - Select one:	4	
BUS 301, 302, 303, 304, 410,		
446; ECON 330		
Senior Project - Select:		
BUS 461 Senior Project I and	2 and	
BUS 462 Senior Project II	2	
or	or	
BUS 416, 463, 464, 466; ECON 464	4	
Concentration Courses	24-28	
		-

## SUPPORT COURSES (25)

ECON 221 Microeconomics	4
ECON 222 Macroeconomics (D2) 1	4
ECON elective (300-400 level) <sup>3</sup>	.4
MATH 221 Calc for Bus and Econ (B1) 1	. 4
STAT 251 Statistical Inference for Mgmt I (B1) 1,2	
STAT 252 Statistical Inference for Mgmt II <sup>2</sup>	5

<sup>&</sup>lt;sup>1</sup> Required in Support; also satisfies GE.

GENER	AL EDUCATION (GE)	60
72 u	nits required, 12 of which are in Support	
Min	imum of 12 units required at the 300 level.	
Area A (	Communication	12
A1	Expository Writing	4
A2	Oral Communication	. 4
A3	Reasoning, Argu & Writing	4
Area B Science and Mathematics		8
B1	Math/Statistics (8 units in Support) 1	
B2	Life Science	.4
В3	Physical Science	4
B4	One lab with B2 or B3	
Area C Arts and Humanities		20
C1	Literature	.4
C2	Philosophy	4
C3	Fine/Performing Arts	4
C4	Upper-division elective	4
C1-	C5 Elective	4
Area D/I	E Society and the Individual	16
D1	The American Experience (40404)	4
D2	Political Economy (4 units in Support)	
D3	Comp Social Institutions	.4
D4	Self Dvlpmt (CSU Area E)	
D5	Upper-division elective (No BUS)	
Area F T	4	

## OTHER DEGREE REQUIREMENTS:

 Cal Poly, Higher Ed, and Major GPA must all be at least 2.00

FREE ELECTIVES<sup>3</sup> 19-23

 For students admitted Fall 2016 and after, a grade of C- or higher is required in GE A1, A2, A3, and one GE B1 course

## All students must complete:

- 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

<sup>&</sup>lt;sup>2</sup> STAT 301 (4) and STAT 302 (4) may substitute for STAT 251 (4) and STAT 252 (5). All students must still complete two approved GE B1 courses. STAT 301 and STAT 302 are not GE courses. Students should follow the advising footnote under the SUPPORT section of the ECON major: "Students pursuing the Quantitative Analysis Concentration should take MATH 141 instead of MATH 221"

<sup>&</sup>lt;sup>3</sup> If the same course is used to meet the ECON support requirement and GE D5, an additional 4 units of free electives will be required.

ACCOUNTING CONCENTRATION	MARKETING MANAGEMENT CONCENTRATION	
BUS 319 Accounting Information Systems	BUS 418 Listening to the Customer4	
BUS 320 Federal Income Taxation for Individuals	BUS 419 Strategic Marketing Measurement4	
BUS 321 Intermediate Accounting I	BUS 421 Marketing Analytics and Bus Intelligence 4	
BUS 322 Intermediate Accounting II	BUS 451 New Product Development and Launch 4	
BUS 424 Accounting Ethics	BUS 452 Product Management	
BUS 425 Auditing	BUS 454 Marketing Projects	
Accounting Elective. Select one from the following:	BUS 455 Marketing Strategy4	
BUS 323, 412, 417, 422, or 474	$\frac{1}{28}$	
28		
	CONSUMER PACKAGING SOLUTIONS	
FINANCIAL MANAGEMENT CONCENTRATION	CONCENTRATION	
BUS 431 Security Analysis and Portfolio Mgmt	BUS 418 Listening to the Customer	
BUS 438 Advanced Corporate Finance	BUS 419 Strategic Marketing Measurement 4	
BUS 439 Fixed Income Securities Market	BUS 451 New Product Develop and Launch4	
Finance electives (400 level)	ITP 234 Packaging Design Fundamentals4	
Select from the following:	ITP 330 Packaging Fundamentals4	
BUS 432, 433, 434, 435, 436, 437, 441, 442, 443, 444,	ITP 475 Packaging Performance Testing4	
445; ECON 339 <sup>1</sup>	Approved Electives	
Approved Electives	Select one from the following:	
Select one from the following:	BUS 452; GRC 337; ITP 233, 341, 408, 411,	
BUS 320, 321, 322, 412, 417, 425; ECON 311, 313, 330,	414, 415, 430, 485	
337, 339 <sup>1</sup> , 405, 406, 408, 409, 424, 440	28	
ECON 339 cannot double count.		
ECON 539 Camiot double count.	CONCENTRATIONS AVAILABLE FROM ECONOMICS:	
MANAGEMENT AND HUMAN RESOURCES		
CONCENTRATION	QUANTITATIVE ANALYSIS CONCENTRATION	
BUS 382 Organizations, People, and Technology 4	ECON 440 Advanced Econometrics	
BUS 384 Human Resources Management4	STAT 331 Statistical Computing with R 4	
BUS 386 Employee Training and Development	Approved Electives <sup>1</sup> . Select from the following: 20	
BUS 475 Staffing	BUS 393, 421, 441, 491; ECON 339 <sup>2</sup> , 395 <sup>3</sup> or	
BUS 477 Managing Change and Development4	BUS 392 or CSC 101; ECON 406, 408, 409;	
Approved Electives 8	IME 301, 305; STAT 323, 324, 330, 416, 419,	
Select from the following:	425, 426, 427; MATH 142, 143, 206, 241, 242,	
BUS 310, 407, 471, 489	244, 248, 304, 306, 344, 406, 412, 413, 414,	
28	416, 418, 437, 451, 452, 453	
INFORMATION SYSTEMS CONCENTRATION	28  Consultation with an advisor is recommended prior to choosing approved elective	
BUS 392 Business Application Development	Courses in Analytics or in Statistics and Decision Analysis provide a focus in	
BUS 393 Database Systems in Business	analytics. Courses in Statistics and Decision Analysis or in Mathematical	
BUS 394 System Analysis and Design	Foundations are recommended for students pursuing post-baccalaureate studies.	
BUS 395 Systems Design and Implementation	<sup>2</sup> Economics majors cannot count ECON 339 toward electives in the Quantitative concentration.	
Approved Electives	<sup>3</sup> Economics majors cannot count ECON 395 or BUS 392 or CSC 101 toward	
Select from the following:	electives in the Quantitative concentration.	
BUS 470, 491, 495, 496, 498, 499	REAL ESTATE CONCENTRATION	
24	BUS 434 Real Estate Finance	
	BUS 435 Real Estate Investment	
ENTREPRENEURSHIP CONCENTRATION	BUS 439 Fixed Income Securities Market	
BUS 310 Introduction to Entrepreneurship4	ECON 434 Urban Economics	
BUS 418 Listening to the Customer	Approved Electives. Select from the following: 12	
BUS 436 Entrepreneurial Finance	AGB 326; BUS 342 <sup>1</sup> , 409, 443; CM 475; CRP	
BUS 488 Planning & Managing New Ventures	412, 446; ECON 331 <sup>2,3</sup> , 339, 435	
TP 428 Commercialization of New Tech	28	
Approved Electives	<sup>1</sup> Business Administration majors cannot count BUS 342 toward Approved Electi	
Select from the following:	in the Real Estate Finance concentration.	
	<sup>2</sup> Economics majors cannot count ECON 331 toward Approved Electives in the R	
BUS 311, 382, 384, 392, 451, 477, 489; ECON 337; ITP	Estate Finance concentration. <sup>3</sup> Business Administration majors using ECON 311 to meet the upper-division	
302, 326, 330, 406, 467; BUS/ITP 470	ECON elective in Support for their major cannot count ECON 311 toward Appro	
28	Electives in the Real Estate Finance concentration.	

Electives in the Real Estate Finance concentration.