

Note: No Major, Support or Concentration courses may be selected as credit/no credit.

| MAJOR COURSES | | |
|---------------------------------------------------------------|---------------------------------------------------------------------|--------------|
| ECON 221 | Microeconomics | 4 |
| ECON 222 | Macroeconomics (D2) ¹ | 4 |
| ECON 311 & ECON 312 | Intermediate Microeconomics I and Intermediate Microeconomics II | 8 |
| ECON 313 | Intermediate Macroeconomics | 4 |
| ECON 339 | Econometrics | 4 |
| ECON 460 | Research Methodology in Applied | 4 |
| Select from the following: | | 4 |
| ECON 461 & ECON 462 | Senior Project I and Senior Project II | |
| ECON 464 | Applied Senior Project | |
| ECON electives (300-400 level) | | 4 |
| ECON electives (400 level) | | 16 |
| General Curriculum in Economics or Concentration ² | | 24-28 |
| Total Major Units | | 76-80 |

| SUPPORT COURSES | | |
|----------------------------|-------------------------------------------------------------|--------------|
| BUS 207 | Legal Responsibilities of Business | 4 |
| BUS 214 | Financial Accounting | 4 |
| BUS 215 | Managerial Accounting | 4 |
| MATH 141 | Calculus I (B4) ^{1,3} | 4 |
| STAT 301 & STAT 302 | Statistics I and Statistics II | 8 |
| Select from the following: | | 4-8 |
| BUS 391 & BUS 392 | Information Systems and Business Application Development | |
| CSC 101 | Fundamentals of Computer Science | |
| ECON 395 | Programming for Economics and Analytics | |
| Total Support Units | | 28-32 |

| GENERAL EDUCATION | | |
|-----------------------------------------------------------------------------------------------|----------------------------------------------------------------------|-------------|
| Area A English Language Communication and Critical Thinking | | |
| A1 | Oral Communication | 4 |
| A2 | Written Communication | 4 |
| A3 | Critical Thinking | 4 |
| Area B Scientific Inquiry and Quantitative Reasoning | | |
| B1 | Physical Science | 4 |
| B2 | Life Science | 4 |
| B3 | One lab taken with either a B1 or B2 course | |
| B4 | Mathematics/Quantitative Reasoning (4 units in Support) ¹ | 0 |
| Upper-Division B | | 4 |
| Area C Arts and Humanities | | |
| Lower-division courses in Area C must come from three different subject prefixes. | | |
| C1 | Arts | 4 |
| C2 | Humanities | 4 |
| Lower-Division C Elective - Select a course from either C1 or C2 | | 4 |
| Upper-Division C | | 4 |
| Area D Social Sciences - Select courses in Area D from at least two different prefixes | | |
| D1 | American Institutions (Title 5, Section 40404 Requirement) | 4 |
| D2 | Lower-Division D (4 units in Major) ¹ | 0 |
| Upper-Division D | | 4 |
| Area E Lifelong Learning and Self-Development | | |
| Lower-Division E | | 4 |
| Area F Ethnic Studies | | |
| Lower-Division F | | 4 |
| GE Electives in Areas B, C, and D | | |
| Select courses from two different areas; may be lower-division or upper-division courses. | | |
| GE Electives | | 8 |
| Total GE Units | | 64 |
| FREE ELECTIVES | | 4-12 |
| TOTAL DEGREE UNITS | | 180 |

FOOTNOTES

- 1 Required in Major or Support; also satisfies General Education (GE) requirement.
- 2 Economics majors may choose a concentration. Students who choose not to declare a concentration follow the General Curriculum in Economics: Complete at least 8 units of upper-division (300-400 level) ECON courses plus 20 units of any upper-division courses.
- 3 Students pursuing the Quantitative Analysis concentration should take MATH 141 and MATH 142, instead of just MATH 141.

| 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 323 | Intermediate Accounting III | |
| BUS 412 | Advanced Managerial Accounting | |
| BUS 417 | Taxation of Corporations and Partnerships | |
| BUS 422 | Accounting for Government and Not-For-Profit Entities | |
| BUS 474 | Independent Study in Accounting | |
| Total Units | | 28 |

| Consumer Packaging Concentration | | |
|-----------------------------------------|------------------------------------------------|-----------|
| BUS 396 | Consumer Insights | 4 |
| BUS 418 | Listening to the Customer | 4 |
| BUS 419 | Strategic Marketing Measurement | 4 |
| ITP 234 | Packaging Design Fundamentals | 4 |
| ITP 330 | Packaging Fundamentals | 4 |
| ITP 475 | Distribution Packaging Dynamics | 4 |
| Approved Electives | | |
| Select from the following: | | 4 |
| GRC 337 | Consumer Packaging | |
| ITP 233 | Product Modeling and Communication | |
| ITP 341 | Packaging Polymers and Processing ¹ | |
| ITP 408 | Fiber-Based Packaging | |
| ITP 411 | Packaging Sustainability | |
| ITP 414 | Packaging Laws & Regulations | |
| ITP 415 | Supply Chain and Logistics | |
| ITP 430 | Healthcare Packaging | |
| ITP 485 | Packaging Development | |
| Total Units | | 28 |

¹ If course is taken to meet a Major or Support requirement, it cannot be double-counted in the concentration.

| Entrepreneurship Concentration | | |
|---------------------------------------|-----------------------------------------------------------------|-----------|
| BUS 310 | Introduction to Entrepreneurship | 4 |
| BUS 418 | Listening to the Customer | 4 |
| BUS 436 | Entrepreneurial Finance | 4 |
| BUS 488 | Building a Startup Skill Set | 4 |
| ITP 428 | Commercialization of New Technologies | 4 |
| or ITP 406 | Professional Technical Selling | |
| or BUS 347 | Professional Selling Skills | |
| Approved Electives | | |
| Select from the following: | | 8 |
| BUS 311 | Managing Technology in the International Legal | |
| BUS 392 | Business Application Development | |
| BUS 408 | Innovation and Entrepreneurship Through Disruptive Technologies | |
| BUS 451 | New Product Development and Launch | |
| BUS/COMS 458 | Solving Big World Challenges | |
| BUS 470 | Selected Advanced Topics | |
| BUS 476 | Leading Social Innovation in Organizations | |
| BUS 487 | Launching and Growing the Technology Start-Up | |
| BUS 489 | Negotiation | |
| ITP 326 | Product Design and Development ¹ | |
| ITP 470 | Selected Advanced Topics | |
| Total Units | | 28 |

¹ If course is taken to meet a Major or Support requirement, it cannot be double-counted in the concentration.

| Financial Management Concentration | | |
|-------------------------------------------|--------------------------------------------|-----------|
| BUS 431 | Security Analysis and Portfolio Management | 4 |
| BUS 438 | Advanced Corporate Finance | 4 |
| BUS 439 | Fixed Income Securities Market | 4 |
| Select from the following: | | 12 |
| BUS 433 | International Finance | |
| BUS 434 | Real Estate Finance | |
| BUS 435 | Real Estate Investment | |
| BUS 436 | Entrepreneurial Finance | |
| BUS 437 | Retirement and Estate Planning | |
| BUS 441 | Computer Applications in Finance | |
| BUS 442 | Introduction to Futures and Options | |
| BUS 443 | Case Studies in Real Estate Finance | |
| BUS 444 | Financial Engineering and Risk | |
| BUS 445 | Ethics and Behavior Finance | |
| BUS 448 | The Finance of Mergers and Acquisitions | |
| ECON 339 | Econometrics ¹ | |
| Approved Electives | | |
| Select from the following | | 4 |
| BUS 320 | Federal Income Taxation for Individuals | |
| BUS 321 | Intermediate Accounting I | |
| BUS 322 | Intermediate Accounting II | |
| BUS 412 | Advanced Managerial Accounting | |
| BUS 417 | Taxation of Corporations and Partnerships | |
| BUS 425 | Auditing | |
| BUS/ITP 468 | Blockchain in Business | |
| ECON 311 | Intermediate Microeconomics I | |
| ECON 313 | Intermediate Macroeconomics | |
| ECON 330 | International Trade Theory | |
| ECON 337 | Money, Banking and Credit | |
| ECON 339 | Econometrics ¹ | |
| ECON 405 | International Monetary Economics | |
| ECON 406 | Applied Forecasting | |
| ECON 408 | Mathematical Economics | |
| ECON 409 | Probability Models for Economic Decisions | |
| ECON 424 | Monetary Economics | |
| ECON 440 | Advanced Econometrics | |
| Total Units | | 28 |

¹ ECON 339 cannot be double-counted.

| 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 | Information Systems Project Management | 4 |
| Approved Electives | | |
| Select from the following: | | 8 |
| BUS 491 | Decision Support Systems | |
| BUS 492 | Technology-Supported Collaboration | |
| BUS 495 | Software Testing | |
| BUS 496 | Electronic Commerce | |
| BUS 497 | Business Analytics | |
| BUS 498 | Directed Topics in Information Systems | |
| BUS 499 | Data Communications and Networking | |
| Total Units | | 24 |

| Management and Human Resources Concentration | | |
|-----------------------------------------------------|--------------------------------------------------------------------|-----------|
| BUS 382 | Leadership and Organizations | 4 |
| BUS 384 | Human Resources Management | 4 |
| BUS 388 | Cultivating Human Capital | 4 |
| BUS 477 | Management Consulting and Change Management | 4 |
| BUS 489 | Negotiation | 4 |
| Approved Electives | | |
| Select from the following: | | 8 |
| BUS/ENGR 310 | Introduction to Entrepreneurship | |
| BUS 471 | Managing and Rewarding Employee Performance | |
| BUS 476 | Leading Social Innovation in Organizations | |
| BUS 497 | Business Analytics | |
| ITP 303 | Lean Six Sigma Green Belt ¹ | |
| ITP 371 | Supply Chain Management in Manufacturing and Services ¹ | |
| ITP 403 | Lean and Quality Systems Management | |
| ITP 428 | Commercialization of New Technologies | |
| Total Units | | 28 |

¹ If a course is taken to meet a Major or Support requirement, it cannot be double-counted in the concentration.

| Marketing Management Concentration | | |
|-------------------------------------------|-----------------------------------------------|-----------|
| BUS 396 | Consumer Insights | 4 |
| BUS 418 | Listening to the Customer | 4 |
| BUS 455 | Marketing Strategy | 4 |
| Select from the following: | | 16 |
| BUS 419 | Strategic Marketing Measurement | |
| BUS 421 | Marketing Analytics and Business Intelligence | |
| BUS 423 | Digital Marketing Metrics and Management | |
| BUS 430 | Internship/Cooperative Education | |
| BUS 450 | Current Topics in Marketing | |
| BUS 451 | New Product Development and Launch | |
| BUS 452 | Product Management | |
| BUS 453 | Digital and New Media Marketing | |
| BUS 454 | Marketing Projects | |
| Total Units | | 28 |

| Real Estate Finance Concentration | | |
|------------------------------------------|--------------------------------------|-----------|
| BUS 434 | Real Estate Finance | 4 |
| BUS 435 | Real Estate Investment | 4 |
| BUS 439 | Fixed Income Securities Market | 4 |
| ECON 434 | Urban Economics | 4 |
| Approved Electives | | |
| Select from the following: ¹ | | 12 |
| AGB 326 | Rural Property Appraisal | |
| BUS 342 | Fundamentals of Corporate Finance | |
| BUS 409 | Law of Real Property | |
| BUS 443 | Case Studies in Real Estate Finance | |
| CM 475 | Real Property Development Principles | |
| CRP 412 | Plan Implementation | |
| CRP 446 | Development Review and Entitlement | |
| ECON 311 | Intermediate Microeconomics I | |
| ECON 339 | Econometrics | |
| ECON 435 | Economics of Land and Water | |
| Total Units | | 28 |

¹ If a course is taken to meet a Major or Support requirement, it cannot be double-counted in the concentration.

| Footnotes for Quantitative Analysis Concentration | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| 1 Consultation with an advisor is recommended prior to choosing Approved Electives. Courses in Analytics or in Statistics and Decision Analysis provide a focus in analytics. Courses in Statistics and Decision Analysis or in Mathematical Foundations are recommended for students pursuing post-baccalaureate studies. | |
| 2 Economics majors cannot count ECON 339 toward electives in the Quantitative Analysis concentration. | |
| 3 Economics majors cannot count ECON 395 or BUS 392 or CSC 101 toward electives in the Quantitative Analysis concentration. | |

| Quantitative Analysis Concentration | | |
|-------------------------------------------------|------------------------------------------------------|-----------|
| ECON 440 | Advanced Econometrics | 4 |
| STAT 331 | Statistical Computing with R | 4 |
| Approved Electives: | | |
| Select from the following courses: ¹ | | 20 |
| Analytics | | |
| BUS 393 | Database Systems in Business | |
| BUS 421 | Marketing Analytics and Business Intelligence | |
| BUS 441 | Computer Applications in Finance | |
| BUS 491 | Decision Support Systems | |
| ECON 339 | Econometrics ² | |
| ECON 395 | Programming for Economics and Analytics ³ | |
| or BUS 392 | Business Application Development | |
| or CSC 101 | Fundamentals of Computer Science | |
| Statistics and Decision Analysis | | |
| ECON 406 | Applied Forecasting | |
| ECON 409 | Probability Models for Economic Decisions | |
| IME 301 | Operations Research I | |
| IME 305 | Operations Research II | |
| STAT 323 | Design and Analysis of Experiments I | |
| STAT 324 | Applied Regression Analysis | |
| STAT 330 | Statistical Computing with SAS | |
| STAT 416 | Statistical Analysis of Time Series | |
| STAT 419 | Applied Multivariate Statistics | |
| STAT 425 | Probability Theory | |
| STAT 426 | Estimation and Sampling Theory | |
| STAT 427 | Mathematical Statistics | |
| Mathematical Foundations | | |
| ECON 408 | Mathematical Economics | |
| MATH 142 | Calculus II | |
| MATH 143 | Calculus III | |
| MATH 206 | Linear Algebra I | |
| MATH 241 | Calculus IV | |
| MATH 242 | Differential Equations I | |
| MATH 244 | Linear Analysis I | |
| MATH 248 | Methods of Proof in Mathematics | |
| MATH 304 | Vector Analysis | |
| MATH 306 | Linear Algebra II | |
| MATH 344 | Linear Analysis II | |
| MATH 406 | Linear Algebra III | |
| MATH 412 | Introduction to Analysis I | |
| MATH 413 | Introduction to Analysis II | |
| MATH 414 | Introduction to Analysis III | |
| MATH 416 | Differential Equations II | |
| MATH 418 | Partial Differential Equations | |
| MATH 437 | Game Theory | |
| MATH 451 | Numerical Analysis I | |
| MATH 452 | Numerical Analysis II | |
| MATH 453 | Numerical Optimization | |
| Total Units | | 28 |