BS ECONOMICS

**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 may be taken as credit/no credit.**

<table>
<thead>
<tr>
<th>MAJOR COURSES (76-80)</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 460 Research Methodology in App Econ</td>
<td>4</td>
</tr>
<tr>
<td>Senior Project - Select:</td>
<td></td>
</tr>
<tr>
<td>ECON 461 Senior Project I and</td>
<td>2 and</td>
</tr>
<tr>
<td>ECON 462 Senior Project II</td>
<td>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 electives (300-400 level)</td>
<td>4</td>
</tr>
<tr>
<td>ECON electives (400 level)</td>
<td>16</td>
</tr>
<tr>
<td>Concentration or General Econ (see reverse)</td>
<td>24-28</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SUPPORT COURSES (28-32)</th>
<th></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 301 &amp; STAT 302 Statistics I&amp;II</td>
<td>8</td>
</tr>
<tr>
<td>Select from the following:</td>
<td></td>
</tr>
<tr>
<td>BUS 391 Information Systems</td>
<td></td>
</tr>
<tr>
<td>and BUS 392 Business Application Development</td>
<td></td>
</tr>
<tr>
<td>CSC 101 Fundamentals of Computer Science</td>
<td></td>
</tr>
<tr>
<td>ECON 395 Programming for Economics and Analytics</td>
<td>5</td>
</tr>
</tbody>
</table>

**GENERAL EDUCATION (GE)**

<table>
<thead>
<tr>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>64</td>
</tr>
</tbody>
</table>

72 units required, 8 of which are in Major and Support

Minimum of 12 units required at the 300 level.

**Area A Communication**

<table>
<thead>
<tr>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
</tr>
</tbody>
</table>

A1 Expository Writing .................................................. 4
A2 Oral Communication .................................................. 4
A3 Reasoning, Argu & Writing ........................................... 4

**Area B Science and Mathematics**

<table>
<thead>
<tr>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
</tr>
</tbody>
</table>

B1 Math/Statistics (4 units in Support) .................................... 4
B1 Math/Statistics .................................................. 4
B2 Life Science .................................................. 4
B3 Physical Science .................................................. 4
B4 One lab taken with either a B2 or B3 course

**Area C Arts and Humanities**

<table>
<thead>
<tr>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>20</td>
</tr>
</tbody>
</table>

C1 Literature .................................................. 4
C2 Philosophy .................................................. 4
C3 Fine/Performing Arts .................................................. 4
C4 Upper-division elective .................................................. 4
C1-C5 Elective .................................................. 4

**Area D/E Society and the Individual**

<table>
<thead>
<tr>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>16</td>
</tr>
</tbody>
</table>

D1 American Experience (40404) ........................................... 4
D2 Political Economy (4 units in Major) .................................... 4
D3 Comp Social Institutions .................................................. 4
D4 Self Dvlpmnt (CSU Area E) .................................................. 4
D5 Upper-division elective (No ECON) ........................................... 4

**Area F Technology (upper div)** ........................................... 4

**FREE ELECTIVES** .................................................. 4-12

**OTHER DEGREE REQUIREMENTS:**

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

---

1 Required in Major/Support; also satisfies GE.
2 Economics majors do not need to choose a concentration but they can if they choose. Students who choose not to declare a concentration must fulfill the requirements of General Economics: Complete at least 8 units 300-400 level ECON coursework plus any 20 units of coursework at 300-400 level.
3 Students pursuing the Quantitative Analysis concentration should take MATH 141 and MATH 142 instead of just MATH 141.
4 Four units of GE B1 are needed to meet the GE B1 requirement.
5 ECON 395 cannot be used to fulfill any other ECON course requirements.
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 ANALYSIS CONCENTRATION
ECON 440 Advanced Econometrics.................. 4
STAT 331 Statistical Computing with R.................. 4
Approved Electives\(^1\). Select from the following: ........... 20
BUS 393, 421, 441, 491; ECON 339\(^2\), 395\(^3\) or BUS 392 or CSC 101; ECON 406, 409, 408; IME 301, 305; MATH 142, 143, 206, 241, 242, 244, 248, 304, 306, 344, 406, 412, 413, 414, 416, 418, 437, 451, 452, 453; STAT 323, 324, 330, 416, 419, 425, 426, 427

\(^1\) 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 concentration.

\(^3\) Economics majors cannot count ECON 395 or BUS 392 or CSC 101 toward electives in the Quantitative concentration.

REAL ESTATE 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: ........... 12
AGB 326; BUS 342\(^1\), 409, 443; CM 475; CRP 412, 446; ECON 311\(^2,3\), 339, 435

\(^1\) Business Administration majors cannot count BUS 342 toward Approved Electives in the Real Estate Finance concentration.

\(^2\) Economics majors cannot count ECON 311 toward Approved Electives in the Real Estate Finance concentration.

\(^3\) Business Administration majors using ECON 311 to meet the upper-division ECON elective in Support for their major cannot count ECON 311 toward Approved Electives in the Real Estate Finance concentration.

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 323, 412, 417, 422, or 474

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. Select from the following: ........... 8
BUS 470, 491, 495, 496, 498, 499

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. Select from the following: .......... 8
BUS 310, 407, 471, 489

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
ITP 428 Commercialization of New Technologies.............. 4
Approved Electives. Select from the following: .......... 8
BUS 311, 382, 384, 392, 451, 477, 489; ECON 337; ITP 302, 326, 330, 406, 467; 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
ITP 234 Packaging Design Fundamentals.................. 4
ITP 330 Packaging Fundamentals.......................... 4
ITP 475 Packaging Performance Testing.................. 4
Approved Electives. Select one from the following: .......... 4
BUS 452; GRC 337; ITP 233, 341, 408, 411, 414, 415, 430, 485

FINANCIAL MANAGEMENT CONCENTRATION
BUS 431 Security Analysis and Portfolio Mgmt.................. 4
BUS 438 Advanced Corporate Finance.................. 4
BUS 439 Fixed Income Securities Market.................. 4
Select from the following: ................................... 12
BUS 432, 433, 434, 435, 436, 437, 441, 442, 443, 444, 445; ECON 339\(^1\);
Approved Electives. Select one from the following: .......... 4
BUS 320, 321, 412, 417, 425;
ECON 311, 313, 330, 337, 339\(^1\), 405, 406, 408, 409, 424, 440

\(^1\) ECON 339 cannot double count.