The College of Arts and Sciences within Saint Louis University offers a unique educational opportunity to all high school students. In a collaborative and collegial effort, St. Louis area high schools and Saint Louis University cooperate to provide superior juniors and seniors an academic challenge whereby students may succeed in earning college credit through the University.

Courses offered duplicate the identical course offerings delivered on campus. Teachers in the high schools who teach 1818 Advanced College Credit (ACC) courses are thoroughly screened by the university departmental discipline before being appointed adjunct instructors. Instructors typically meet the requirement for faculty teaching in institutions of higher education, are qualified for accreditation by the North Central Association of Colleges and Schools Commission on Institutions of Higher Education (NCA), and are Saint Louis University faculty.

The instructional activities of the John Cook School of Business are accredited by the Association to Advance Collegiate Schools of Business (AACSB). This includes two required courses:

- Core: THEO365 3
- WSTD Elective 3

Advanced courses in nineteen disciplines are taught by adjunct instructors and include Accounting, American Studies, Art, Art History, Biology, Chemistry, English, French, German, History, International Studies, Latin, Mathematics, Political Science, Psychology, Russian, Spanish, and Theater.

The College of Arts and Sciences offers a unique educational opportunity to all high school students. Students may earn up to 30 hours credit toward college graduation in 1818 ACC Program; provided they achieve a grade of “C” or above. Students participating in the 1818 ACC Program have an official University transcript. Tuition costs are minimal.

Advanced courses in nineteen disciplines are taught by adjunct instructors and include Accounting, American Studies, Art, Art History, Biology, Chemistry, English, French, German, History, International Studies, Latin, Mathematics, Political Science, Psychology, Russian, Spanish, and Theater.

The School of Business was founded in 1910 as a distinct unit of Saint Louis University, the first schools in the west to provide business education at the university level. In fall 2000, the school was named for alumnus John Cook in recognition of his many contributions.

The School of Business offers a Bachelor of Science in Business Administration (B.S.B.A.) degree with concentrations available in the following disciplines (detailed information can be found on the following pages):

**Undergraduate Degree Offered**

**Areas of Concentration**

(available ONLY to business majors):

- Accounting
- Economics
- Entrepreneurship
- Finance
- International Business
- Leadership and Change Management
- Marketing

In addition to selecting a concentration(s), business majors may also pursue a supporting area(s) in the following discipline (detailed information can be found on the following pages):

**Supporting Areas**

(available ONLY to business majors):

- Accounting
- Economics
- Finance
- International Business
- Management
- Information Systems
- Marketing

**Certificates for Business Majors**

The School offers a Service Leadership Certificate program for business majors. Detailed information about this program can be found on the following pages.

**Certificates for Non-Business Majors**

Non-business majors in some traditional degree programs outside of the John Cook School of Business may pursue one of the following business certificate programs. Detailed information about each of these certificate programs can be found on the following pages.
Achieved through advanced courses in a business concentration (15-18 credit hours) necessary to prepare students for success in today's diverse and highly technical business world. The core business curriculum includes decision sciences, economics, finance, international business, management, management information systems, and marketing.

Curriculum

The requirements for a Bachelor of Science in Business Administration degree are as follows (Requirements for the B.S.B.A. with an Engineering Management concentration are listed under that concentration.):

1. Students transferring from the SLU-Madrid campus must complete a minimum of 40 hours of coursework, including a minimum of 30 hours of business coursework, in residence at the St. Louis campus.
* Students may pursue the International Business concentration at the Madrid campus.

Due to the requirement that the last 30 hours must be completed in residence at the St. Louis campus, students should plan to study abroad in their sophomore year or early in their junior year. However, students studying at the SLU-Madrid campus will receive advanced placement credit and will be included in the student's graduation year.

For more information about internship opportunities and for application materials, contact the Department of International Business at biib.slu.edu/academic.

Study Abroad

With the increasing globalization of business, it is important for graduates to possess a basic sensitivity to the impact of cultural, social, economic, and political differences, which can be gained through a study abroad experience and an exposure to other cultures. Business students are encouraged to consider the option to complete an International Business concentration at our Madrid campus.

Undergraduate students taking Graduate Business Courses

Undergraduate students are generally discouraged from taking graduate business courses, however, with at least a 3.0 cumulative SLU average may petition to take up to six hours of graduate coursework in the semester of their senior year. Approval by both the department chairperson and the college dean is required.

Repeatable Courses

Students may only repeat a course in which a grade of "D" or "F" has been earned. All grades earned in a repeated course will be averaged into the student’s GPA, however, if a course is taken twice with passing grades, the credit cannot be counted twice for graduation.

Academic Probation/Dismissal

During the probationary period advisors help students achieve academic success by closely monitoring their academic performance. The conditions under which a student is dismissed from the school include:
1. Inability to eliminate probation status within the two semesters subsequent to the assignment of probation OR 2) a total grade point deficit of more than 15 points.

For more information, see section under University Academic Policies and Procedures.

Pass/No Pass Option

The requirements for a Bachelor of Science in Business Administration degree are as follows (Requirements for the B.S.B.A. with an Engineering Management concentration are listed under that concentration.):

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Graduation Requirements

For more information, see section under University Academic Policies and Procedures.

Academic Integrity

Students, faculty, and staff members share the responsibility to maintain a learning environment of mutual trust and integrity. Academic dishonesty violates this trust and may result in grade reduction and/or probationary status or dismissal. Dishonest conduct includes, but is not limited to, soliciting, receiving, or providing unauthorized assistance, the use of technological devices, in the completion of assignments, or the transfer of credit. It is the responsibility of any student who observes such dishonest conduct to call it to the attention of a faculty member or administrator.

For more information, see section under University Academic Policies and Procedures.

Degree Requirements

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For more information, see section under University Academic Policies and Procedures.

Degree Requirements

The requirements for a Bachelor of Science in Business Administration degree are as follows (Requirements for the B.S.B.A. with an Engineering Management concentration are listed under that concentration.):

1. Students transferring from the SLU-Madrid campus must complete a minimum of 40 hours of coursework, including a minimum of 30 hours of business coursework, in residence at the St. Louis campus.
* Students who are exempt from lower level English and/or Math requirements will need to replace the waived course with a liberal arts elective to satisfy the 54 credit hour liberal arts requirement. In addition, a student may have other electives that are needed to satisfy the degree requirements. The 320 credit hours, which may be selected from any area of study within the University, giving the student the opportunity to diversify his/her background.

Area of Business Concentration

In addition to completing lower and upper division coursework in all areas of business, each student typically selects a business concentration before or during the first semester of their junior year. Required hours vary between 15 and 18 hours, and are determined by the appropriate department. To broaden their expertise, students may complete more than one concentration in business, or an area of concentration and a supporting area in business. However, courses overlap between two business areas, the course may be counted only once and credited to one functional area. i.e. International Business may be used in either the Finance concentration or the International Business concentration but not both. The following is one possible sequence of courses to complete the business degree.

Typical Course of Study

First Semester                Second Semester

BUI-100  . . . . . . . . . . . . . . . . .20
FIN-201 . . . . . . . . . . . . . . . . . .3
ECON-190 . . . . . . . . . . . . . . . . . 3
ACCT-241 . . . . . . . . . . . . . . . . .3
MKT-100 . . . . . . . . . . . . . . . . . .3
HIST-102 . . . . . . . . . . . . . . . . .3
CSCI-200 . . . . . . . . . . . . . . . . . 3
MET-100 . . . . . . . . . . . . . . . . . 3

Finance (B.S.B.A.)

Required: 18 hours in addition to FIN-301, which is taken as a business core requirement.

12 hours as follows:
FIN-311 Financial Accounting
FIN-312 Managerial Accounting
FIN-325 Federal Income Tax I
FIN-330 Introduction to Financial Markets and Institutions
FIN-350 Business Law I

6 hours selected from the following:
FIN-327 Business Law II
FIN-331 Introduction to Investment Analysis
FIN-332 Economic Development
FIN-460 Financial Internship
FIN-480 Finance Internship

International Business

Required: 18 hours in addition to ECON-190, ECON-312, and ECON-314, which are taken as business core requirements.

15 hours as follows:
ECON-379 Economics of Latin America
ECON-408 Industrial Organization and Public Policy
ECON-410 Urban and Regional Economics
ECON-416 History of Economic Analysis
ECON-420 Money and Banking
ECON-430 International Trade
ECON-431 Exchange Rates and the Global Economy
ECON-440 Labor Economics
ECON-456 Financial Development
ECON-460 Public Finance
ECON-477 Introduction to Econometrics
ECON-481 Special Topics in Economics

Phases of the Business degree with a concentration in accounting

Accounting (B.S.B.A.)

Required: 18 hours in addition to ACCT-220 and ACCT-222 which are taken as business core requirements. Accounting students must earn a grade of "C" or better in all accounting courses counted toward the concentration and an overall minimum G.P.A. of 2.50.

15 hours as follows:
ACCT-302 Cost Management
ACCT-411 Financial Reporting I
ACCT-420 Auditing and Information Systems
ACCT-430 Federal Income Tax I

3 hours selected from the following:
ACCT-320 Corporate Financial Reporting
ACCT-412 Financial Reporting II
ACCT-432 Federal Income Tax II
ACCT-480 Auditing

Elective: Kinesiology 254

Total Hours Required for B.S.B.A. Degree: 120*
Students with a concentration in International Business are encouraged to study abroad. Opportunity to students that will benefit greatly from a two-year study-abroad course the department offers between the fall and spring semesters at the City of Knowledge Campus in Panama. Of the other opportunities available, International Business students have the option to take courses at the University of Madrid campus. In addition to the Madrid program, there are many other study abroad opportunities, including but not limited to: Peking University in Beijing, China; ESCSA in Angers, France; University of Antwerp in Belgium; City University of Hong Kong; Soongsil University in Seoul, Korea; Jorge Ingeniería International Business School in Sweden; Georgia- Simple-Chin School in Munich, Germany. (See Study Abroad section for more details.)

The Department of International Business offers the Bachelor of Science in Business Administration degree with a concentration in International business.

International Business (B.S.B.A.)

Required:
Fifteen (15) hours of international business courses in addition to IB5-200, which is a Business Core requirement, and twelve (12) foreign language credit hours. At least nine (9) of the fifteen (15) hours of international business courses MUST be taken within the Department of International Business. Students may take up to six (6) of the fifteen (15) hours from internationally focused classes offered by other departments in the business school.

At least nine (9) of the fifteen (15) hours selected from the following:
IB5-300 Latin American Business
IB5-304 Asian Business
IB5-310 Geopolitics for Global Business
IB5-480 International Business Internship
IB5-493 Special Topics in International Business

Up to six (6) of the fifteen (15) hours may be selected from the following:
DSCI-360 Introduction to Global Supply Chain Management
ECON-379 Economics of Latin America
ECON-416 History of Economic Analysis
ECON-430 International Trade
ECON-431 Exchange Rates and the Global Economy
ECON-465 Economic Development
FIN-353 International Financial Management
MIS-360 Global Information Management
MKT-495 International Marketing

Management

www.slu.edu/departments/management

Scott R. Sadowski, Ph.D., Chair
Faculty:
Laurel Boone, J.D.
Ellen F. Hardman, Ph.D., J.D.
David M. Kaplan, Ph.D.
Jerome A. Katz, Ph.D.
Carl P. Maertz, Jr., Ph.D.
Phillipp A. Stoeberl, Ph.D.

Management programs focus on both the human and organizational aspects of the workplace, including behavioral and technical areas. Today’s dynamic business environment demands graduates who can effectively handle decisions, work with, and lead people. Emphasis is placed on motivating people with a manager's skill and insight.

The Department of Management offers the Bachelor of Science in Business Administration degree with concentrations in Leadership and Change Management, Human Resources Management, Entrepreneurship, and Management. Each of these concentrations requires management coursework in addition to the business core requirements. The specific requirements for each concentration are listed below.

Leadership and Change Management (B.S.B.A.)

Required:
Eighth (18) hours in addition to MGT-218, MGT-300 and MGT-400, which are taken as business core requirements.

6 hours as follows:
MGT-310 Management of Human Resources
MGT-312 Organization Behavior

6 hours of concentration core electives selected from the following:
MGT-405 Fundamentals of Leadership
MGT-408 Organizational Change, and Transformation
MGT-415 Current Problems in Management

3 hours of breadth electives selected from the following:
MGT-320 Entrepreneurship
MGT-421 Business Plan Development

Entrepreneurship (B.S.B.A.)

Required:
Eighth (18) hours in addition to MGT-218, MGT-300 and MGT-400, which are taken as business core requirements.

6 hours as follows:
MGT-320 Entrepreneurship
MGT-421 Business Plan Development

6 hours of concentration core electives selected from the following:
MGT-310 Management of Human Resources
MGT-312 Organization Behavior
MGT-405 Fundamentals of Leadership
MGT-408 Organizational Change, and Transformation
MGT-415 Current Problems in Management
MGT-414 Training and Development
MGT-418 Employment Law Concepts and Applications
MGT-421 Business Plan Development
MGT-422 Introduction to Family Business
MGT-480 Management Internship

3 hours of breadth electives selected from the following:
MKT-300 Strategic Promotion
MKT-360 Marketing Research
MKT-444 Personal Selling

Human Resource Management (B.S.B.A.)

Required:
Eighth (18) hours in addition to MGT-218, MGT-300 and MGT-400, which are taken as business core requirements.

6 hours as follows:
MGT-310 Management of Human Resources
MGT-312 Organization Behavior

6 hours of concentration core electives selected from the following:
MGT-411 Employment, Placement, and Personnel Planning
MGT-413 Compensation
MGT-414 Training and Development

3 hours of breadth electives selected from the following:
MKT-408 Organizational Failure, Change, and Transformation
MGT-415 Current Problems in Management
MGT-418 Employment Law Concepts and Applications
MGT-480 Management Internship
CMM-422 Conflict Mediation & Negotiation

Human Resource Management students must complete MGT-300 prior to taking CMM-421 and CMM-422.

Required:
The requirements for a Bachelor of Science in Business Administration degree with a concentration in Human Resource Management are as follows.

Liberal Arts Requirements………………36 Hours
ENGL-190 Strategies of Rhetoric and Research………………3
ENGL-202, 201, 230, or 240………………3
ENGL-400, English Literature Fine, & Performing Arts course………………3
CMM-120 Introduction to Public Speaking………………3
HIST-111 Origins of the Modern World to 1600………………3
HIST-112 Origins of the Modern World to 1800………………3
PHIL-105 Introduction to Philosophy………………3
PHIL-205 Ethics………………3
PSY-101 Introduction to Psychology………………3
THEO-100 Theological Foundations………………3
THEO-200………………3

Business Core Requirements………………42 Hours
ACCT-200 Financial Accounting………………3
ACCT-222 Managerial Accounting………………3
DSCI-207 Introductory Business Statistics………………3

Management Information Systems (MIS)

www.slu.edu/departments/mis

Scott R. Sadowski, Ph.D., Interim Chair
Faculty:
Mark E. Ferris, Ph.D.
Kelly Guilliams, M.B.A.
Donald E. Hardway, Ph.D.
Management Information Systems (B.S.B.A.)

Required:

- Eighteen (18) hours in addition to Mkt-300, which is taken as a business core requirement.

18 hours as follows:
- MIS-310 Program Development Techniques
- MIS-330 Object-Oriented Programming
- MIS-340 Database Management Systems
- MIS-345 Web Applications and Architectures
- MIS-410 Web-based Applications and Architectures

Any four (4) of the following courses:
- MIS-310 Program Development Techniques
- MIS-320 Object-Oriented Programming
- MIS-330 Database Management Systems
- MIS-345 Web Applications and Architectures
- MIS-410 Web-based Applications and Architectures

Supporting Areas for Business Majors

In addition to a chosen area of concentration, business majors may complete one or more supporting areas of study in business. The requirements for the supporting areas are listed below. Students are responsible for completing any prerequisites as required.

Economics

9 hours

Marketing

www.alu.edu/departments/marketing

Brian D. Till, Ph.D., Chair

Faculty:
- Brian D. Till, Ph.D.

Marketing includes almost everything that happens to a brand from complete one or more supporting areas of study in business. There are requirements for the supporting areas that are listed below. Students are responsible for completing any prerequisites as required.

Accounting

12 hours

Any (3) of the following courses:

- MIS-310 Program Development Techniques
- MIS-320 Object-Oriented Programming
- MIS-330 Database Management Systems
- MIS-345 Web Applications and Architectures
- MIS-410 Web-based Applications and Architectures

International Business

Supporting Areas for Business Majors

In addition to a chosen area of concentration, business majors may complete one or more supporting areas of study in business. The requirements for the supporting areas are listed below. Students are responsible for completing any prerequisites as required.

Comprehensive Business business/Acts.

The basic role of the comprehensive business concentration is to provide the student with a strong academic business foundation. The objective of the program is to develop the individual’s knowledge of business with exposure to advanced concepts in several business disciplines.

The concentration requires 18 hours of upper-division coursework, beyond the business core requirements, with at least nine of the 18 hours in 400-level courses. All designated prerequisites for individual courses must be met.

Certificate Programs for Business Majors

Service Leadership Certificate Program business.alu.edu/dbp

Saint Louis University strives to develop leaders who demonstrate competence, confidence, and commitment by integrating the strong traditions of Jesuit education with the fundamentals of leadership. The John Cook School of Business continues to educate business graduates ready to assume leadership roles in a variety of occupations. The business school’s Service Leadership Certificate program strives to develop leadership through community service, bridging the Ignatian philosophy with academic learning, personal experiences and reflection.

The Service Leadership program is designed to begin at the freshman/sophomore level for students who wish to participate in leadership development opportunities. Students complete an enriching program of service learning that emphasizes service to the community as a vital component of leadership. Participating students lead in serving their community while developing valuable leadership skills that will benefit them in their future careers.

Requirements:
- 15 Credit Hours of Specialized Coursework
- 30 Hours of Community Service
- 6 Annual Leadership Development Workshops

The coursework can be fulfilled through the normal business degree requirements. Courses may be chosen from an array of offerings in various disciplines such as African American Studies, Communication, History, Philosophy, Psychology, Public Policy, Sociology, Social Work, and Theology.

In cooperation with conveniently located community organizations, students select one or more non-profit agencies to serve the community as a part of their leadership. This service opportunity goes beyond academic coursework to bridge hands on experience in organi-
Certificate Programs for Non-Business Majors

Students enrolled in some traditional degree programs outside the business school may complete one or more of the school's certificate programs: Business Administration, Human Resource Management, Management Information Systems, and Marketing.

Certificate In Business Administration

In response to the demand for career-oriented degree programs, the John Cook School of Business, in cooperation with other University departments, developed the Certificate in Business Administration. Students in some traditional degree programs outside the School of Business complete 30 hours of specified business coursework for this certificate.

Students are responsible for completing any prerequisites as required and a minimum 2.0 cumulative average is required in coursework counted toward the certificate. The following provides an outline of the courses that comprise the Certificate in Business Administration.

Certificate Programs for Non-Business Majors

Certificate in Marketing

The John Cook School of Business allows declared communication majors, who are taking coursework in advertising and public relations, to earn a Certificate in Marketing. Completion of the certificate provides an excellent foundation in the marketing areas of promotions and consumer behavior and allows students to branch out into two additional areas including retail, sales, and marketing research.

Students are responsible for completing any prerequisites as required and a minimum 2.0 cumulative average is required in coursework counted toward the certificate. The following provides an outline of the courses that comprise the Certificate in Marketing.

Certificate in Management Information Systems

The MIS certificate provides undergraduate students, in a major outside the Cook School of Business, with the ability to utilize and apply information technology (IT) in their field of study. The demand for university graduates who are knowledgeable about the design, development, management, and evaluation of information systems continues to increase. The MIS certificate provides the skills and terminology to become a knowledgeable user of IT.

Any of the MIS courses may be waived if appropriate material has been covered in a previous course. However, the waiver will require substitution of an additional MIS course. Students are responsible for completing any prerequisites as required and a minimum 2.0 cumulative average is required in coursework counted toward the certificate. The following provides an outline of the courses that comprise the Certificate in Management Information Systems.

Certificate in Human Resource Management

The Certificate in Human Resource Management is designed to provide the student with technical skills and human relations knowledge to complement a degree in psychology.

Students are responsible for completing any prerequisites as required and a minimum 2.0 cumulative average is required in coursework counted toward the certificate. The following provides an outline of the courses that comprise the Certificate in Human Resource Management.

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**Certificate in Management Information Systems**

The MIS certificate provides undergraduate students, in a major outside the Cook School of Business, with the ability to utilize and apply information technology (IT) in their field of study. The demand for university graduates who are knowledgeable about the design, development, management, and evaluation of information systems continues to increase. The MIS certificate provides the skills and terminology to become a knowledgeable user of IT.

Any of the MIS courses may be waived if appropriate material has been covered in a previous course. However, the waiver will require substitution of an additional MIS course. Students are responsible for completing any prerequisites as required and a minimum 2.0 cumulative average is required in coursework counted toward the certificate. The following provides an outline of the courses that comprise the Certificate in Management Information Systems.

**Certificate in Human Resource Management**

The Certificate in Human Resource Management is designed to provide the student with technical skills and human relations knowledge to complement a degree in psychology.

Students are responsible for completing any prerequisites as required and a minimum 2.0 cumulative average is required in coursework counted toward the certificate. The following provides an outline of the courses that comprise the Certificate in Human Resource Management.

**Certificate Programs for Non-Business Majors**

Students enrolled in some traditional degree programs outside the business school may complete one or more of the school's certificate programs: Business Administration, Human Resource Management, Management Information Systems, and Marketing.

**Certificate In Business Administration**

In response to the demand for career-oriented degree programs, the John Cook School of Business, in cooperation with other University departments, developed the Certificate in Business Administration. Students in some traditional degree programs outside the School of Business complete 30 hours of specified business coursework for this certificate.

Students are responsible for completing any prerequisites as required and a minimum 2.0 cumulative average is required in coursework counted toward the certificate. The following provides an outline of the courses that comprise the Certificate in Business Administration.

**Certificate in Marketing**

The John Cook School of Business allows declared communication majors, who are taking coursework in advertising and public relations, to earn a Certificate in Marketing. Completion of the certificate provides an excellent foundation in the marketing areas of promotions and consumer behavior and allows students to branch out into two additional areas including retail, sales, and marketing research.

Students are responsible for completing any prerequisites as required and a minimum 2.0 cumulative average is required in coursework counted toward the certificate. The following provides an outline of the courses that comprise the Certificate in Marketing.

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