The School of Business and Administration is honored to be among approximately 336 member schools accredited at both the undergraduate and the graduate levels by AACSB - The International Association for Management Education. The undergraduate business student core curriculum is comprised of a strong liberal arts component combined with studies in all business disciplines. The core curriculum is enhanced by advanced courses in business administration or a business concentration of the student's choice. This affords both important breadth and depth of knowledge necessary to prepare students for success in today's diverse and highly technical business world.

Undergraduate Degrees Offered

The School of Business and Administration, through its undergraduate division, offers students an extensive array of University courses in business fields of study. The School's undergraduate degree program offers a Bachelor of Science in Business Administration (B.S.B.A.) in the following areas of concentration:

- Accounting
- Economics
- Entrepreneurship
- Finance
- Human Resource Management
- Management
- Management Information Systems
- Marketing
- Comprehensive Business

Additionally, the School of Business and Administration offers the B.S.B.A. degree in interdisciplinary programs in:

- Engineering Management
- International Business

In cooperation with the College of Arts and Sciences, for students who wish to obtain a general business orientation, the School of Business and Administration offers a Certificate in Business Administration. Additionally, the School offers a Certificate in Management Information Systems. The School of Business and Administration also participates in the University's Honors Program and Pre-Law Program.

Transfer credit from other universities may be accepted into a Business School degree or certificate program only at the strict discretion of the Dean of the School of Business and Administration.

Minimum GPA Requirements For Admission Consideration

The minimum GPA requirements for admission to the Accounting program are 2.50 for both freshmen and transfer students. For all other School of Business and Administration programs the minimum GPAs are 2.50 for freshmen and 2.00 for transfer students.

Degree Requirements

The requirements for a Bachelor of Science degree in Business Administration are as follows:

**Business Core:** (42 Hours)

- ACC-B220 Financial Accounting .......................................................... 3
- ACC-B222 Managerial Accounting ......................................................... 3
- ECN-B190 Principles of Economics ....................................................... 3
- ECN-B312 Intermediate Macroeconomics .............................................. 3
- ECN-B314 Intermediate Microeconomics .............................................. 3
- FIN-B301 Principles of Finance ............................................................. 3
- IBS-B300 Introduction to International Business .................................... 3
- MIS-B200 Introduction to Microcomputing .......................................... 3
- DSC-B207 Introductory Business Statistics .......................................... 3
- DSC-B305 Introduction to Management Sciences and Production Systems .................................................. 3
- MKT-B300 Introduction to Marketing Management .................................. 3
- MGT-B218 Legal Environment of Business I ........................................ 3
- MGT-B300 Management Theory and Practice ....................................... 3
- MGT-B400 Strategic Management and Policy ....................................... 3

**Area Of Business Concentration:** (15-27)

**Electives In B&A Or Other Areas:** (3-15)

Liberal Arts Requirements: (54 hours)

- ENG-A150 Process of Composition* ...................................................... 3
- ENG-A190 Strategies of Rhetoric and Research ...................................... 3
- ENG-A202, 220, 230 or 240** ............................................................... 3
- English Literature course, ENG-A400, or Fine and Performing Arts course** .................................................. 3
- CMM-A120 Introduction to Public Speaking ........................................... 3
- HS-A111 Origins of the Modern World to 1500 ........................................ 3
- HS-A112 Origins of the Modern World 1500 to Present ............................ 3
- PSY-A101 General Psychology ............................................................. 3
- One additional course in History, Political Science, Sociology, Psychology .................................................. 3
- MT-A120 College Algebra* ................................................................. 3
- MT-A132 Survey of Calculus ............................................................... 3
- Any two natural science courses ........................................................... 6
Total Hours Required for Degree: 120***

* Course may be waived for advanced students and replaced by A&S elective.
** Upper division foreign language may be taken in lieu of literature requirement (six hours). However, students for whom English is a second language may not complete both literature courses in their native language.
*** Students with a concentration in Entrepreneurship must complete 123 hours.

Electives
Electives are courses selected by the student. Electives are not limited to business courses and may be chosen from any area of study within the University, thus giving the student the opportunity to diversify his/her background.

Area of Business Concentration
In addition to completing lower and upper division course work in all areas of business, each student selects an area of business concentration usually by the junior year. Required hours vary between 15 and 27 hours, and are determined by the department. The following pages outline areas of concentration available to Bachelor of Science students in Business Administration. To broaden their expertise, students may complete two areas of concentration in business, or an area of concentration with a supporting area in business. Students may also pursue certificates and minors offered in fields outside of business. The following is one possible sequence of courses a student might follow.

Typical Course of Study

<table>
<thead>
<tr>
<th>First Semester</th>
<th>Second Semester</th>
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<tbody>
<tr>
<td>FRESHMAN</td>
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<tr>
<td>Core: ENG-A150</td>
<td>MIS-B200</td>
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<tr>
<td>Core: PSY-A101</td>
<td>Core: ENG-A190</td>
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<tr>
<td>Core: MT-A120</td>
<td>Core: CMM-A120</td>
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<tr>
<td>Core: HS-A111</td>
<td>ECN-B190</td>
</tr>
<tr>
<td>Core: Natural Science</td>
<td>MT-A132</td>
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<tr>
<td></td>
<td>15</td>
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</tbody>
</table>

| SOPHOMORE      |                 |
| ACC-B220       |                 |
| ECN-B314       | ECN-B312        |
| Core: TH-A100  | Core: ENG-A202, 220, |
| PL-A105        | 230 or 240      |
|                | IBS-B300        |
|                | 15              |

| JUNIOR*        |                 |
| Core: PL-A205  | Core: TH-A2XX/3XX |
| Core: HS-A112  | Core: Social Science |
| MKT-B300      | Business Concentration |
| FIN-B301      | Business concentration |
| MGT-B300      | DSC-B305        |
|                | 15              |

* Entrepreneurship students may need to begin concentration courses in this semester or earlier.

Accounting (B.S.B.A.)

**Students with a concentration in Entrepreneurship must complete 123 hours.

A grade point average of 2.00 must be maintained in the School of Business and Administration. Accounting students in the School of Business and Administration must maintain an overall grade point average of 2.50 and receive a grade of “C” or better in all Accounting courses counted toward the major and in all prerequisite courses for upper division Accounting courses.

Accounting

John R. McGowan, Ph.D., Chair

Faculty:
- Denise Guthues-Amrhein, Ph.D., C.P.A.
- Doyle W. Banks, Ph.D., C.P.A.
- Debra Barbeau, M.Acc., C.P.A.
- Norma Jean Gross, Ph.D., C.P.A.
- James P. Jennings, Ph.D., C.P.A., C.M.A.
- John P. Keithley, Ph.D., C.P.A.
- John N. Kissinger, Ph.D., C.P.A.
- John R. McGowan, Ph.D., C.P.A.
- Ananth Seetharaman, Ph.D., C.P.A.

With the accounting concentration, a student will gain an understanding of how information is identified, measured, communicated and used. Course work will include financial accounting, management accounting, income tax accounting, financial reporting, and accounting information systems. These courses will help develop analytical and conceptual thinking skills, in addition to a grasp of standards, rules and regulations that affect business.

The Department of Accounting offers the Bachelor of Science in Business Administration degree with a concentration in accounting. The concentration requires 18 hours of accounting course work in addition to the Business Core Requirements. Students who plan to take the C.P.A. Examination will be required to have 150 credit hours of college credit as a prerequisite for sitting for the exam. Students may satisfy this requirement by taking additional undergraduate or graduate courses. The Master of Accounting degree program is offered for students who choose to complete the additional required hours at the graduate level. To enter this graduate program, students must take the GMAT test and complete the application process during the first term of their fourth year of study.

Accounting (B.S.B.A.)

Required:
Eighteen (18) hours in addition to ACC-B220 and ACC-B222 which are taken as Business Core Requirements. Accounting students must have a grade of C or better in all accounting courses counted toward the major; an overall GPA of at least 2.50, and a grade of C or better in all prerequisite courses for upper division accounting courses.

15 hours as follows:
- ACC-B311 Financial Reporting I
- ACC-B322 Cost Management
- ACC-B411 Financial Reporting II
- ACC-B425 Accounting Information Systems
- ACC-B430 Federal Income Tax I
3 hours selected from the following:
ACC-B316 International Accounting
ACC-B320 Corporate Financial Reporting
ACC-B410 Advanced Accounting
ACC-B432 Federal Income Tax II
ACC-B440 Auditing
ACC-B480 Accounting Internship

Economics
Leroy J. Grossman, Ph.D., Chair

Faculty:
Mark Funk, Ph.D.
Leroy J. Grossman, Ph.D.
Muhammad Q. Islam, Ph.D.
Hailong Qian, Ph.D.
Jack K. Strauss, Ph.D.
Adel Varghese, Ph.D.
Patrick J. Welch, Ph.D.

Economics is the study of how individuals, firms and nations make choices when confronted with limited resources. Students of economics will learn the methodology behind efficient decision-making which is applicable to all professions. Instead of just learning theory students will actually master the economic approach to problem solving. Successful managers of businesses, governments, and households are all practitioners of economics.

The Department of Economics offers the Bachelor of Science in Business Administration degree with a concentration in economics. The concentration requires 15 hours of economics course work in addition to the Business Core Requirements.

Economics (B.S.B.A.)
Required:
Fifteen (15) hours in addition to ECN-B190, ECN-B312, and ECN-B314, which are taken as Business Core Requirements.

15 hours selected from the following:
ECN-B379 Economic, Political and Social Development in Latin America
ECN-B408 Industrial Organization and Public Policy
ECN-B410 Urban and Regional Economics
ECN-B416 History of Economic Analysis
ECN-B420 Money and Banking
ECN-B430 International Economics
ECN-B431 Exchange Rates and the Global Economy
ECN-B440 Labor Economics
ECN-B450 Special Topics in Economics
ECN-B456 Economic Development
ECN-B460 Economics of the Government Sector
ECN-B477 Introduction to Econometrics

Finance
Frederick C. Yeager, Ph.D., Chair

Faculty:
Michael J. Alderson, Ph.D.
Brian Betker, Ph.D.
William B. Gillespie, Ph.D., J.D.
Henry J. Guithues, Ph.D.
Charles A. James, Ph.D.
Seung H. Kim, Ph.D.
Alireza Nasshe, Ph.D.
Neil E. Setz, Ph.D.
Michael Sleight, M.B.A.
Donald A. Tyroe, Ph.D.
Frederick C. Yeager, Ph.D.
Xiaoqing Eleanor Xu, Ph.D.

Finance is the study of the allocation of funds, cash and property to achieve desired goals. Every activity of society requires funds and, thus, finance is involved in all aspects of economic endeavor. Finance has the role of providing and managing monies for industrial investment, growth and expansion. It is a necessary component of efficient management in not-for-profit and charitable organizations.

The Department of Finance offers the Bachelor of Science in Business Administration degree with a concentration in finance. The concentration requires 18 hours of finance course work in addition to the Business Core Requirements.

Finance (B.S.B.A.)
Required:
Eighteen (18) hours in addition to FIN-B301 which is taken as a Business Core Requirement. (Finance majors will not take FIN-B312 Personal Finance for major credit.)

9 hours as follows:
FIN-B323 Financial Management
FIN-B323 or FIN-B365 Derivative Securities
FIN-B333 Financial Institutions
FIN-B363 Investments

9 hours selected from the following:
FIN-B314 Insurance
FIN-B316 Real Estate
FIN-B323 Financial Management
FIN-B343 Credit Management
FIN-B353 International Financial Management
FIN-B365 Derivative Securities
FIN-B373 Commercial Banking
FIN-B423 Financial Statement Analysis
FIN-B433 Financial Analysis and Modeling
FIN-B453 Advanced Financial Management
FIN-B480 Finance Internship

International Business
Seung H. Kim, Ph.D., Director

Faculty:
David Boggs, Ph.D.
Seung H. Kim, Ph.D.
Sumit Kundu, Ph.D.
John Loughlin, Ph.D.
Hongbin John Zhao, Ph.D.

Students of international business, learn about the impact and implementation of international business practices in the modern marketplace. Our economy today is increasingly global in nature. Businessmen who want to get ahead must learn to function on this level. The program examines differences in language, communication, social interaction, work attitudes, relationships, economics, politics, pace of life and social
international business course work and 12 hours of foreign language in addition to the Business Core Requirements.

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

Required:
Fifteen (15) hours in addition to IBS-B300 which is taken as a Business Core Requirement and twelve (12) foreign language credit hours.

15 hours selected from the following:
- IBS-B311 International Accounting. (Cross listed with ACC-B316)
- IBS-B321 Economic, Political, and Social Development in Latin America. (Cross listed with ECN-B379)
- IBS-B331 International Financial Management. (Cross listed with FIN-B353)
- IBS-B423 International Economics. (Cross listed with ECN-B430)
- IBS-B424 Exchange Rates and the Global Economy (Cross-listed with ECN-B431)
- IBS-B425 Economic Development. (Cross listed with ECN-B456)
- IBS-B426 International Human Resource Management (Cross listed with MGT-B426)
- IBS-B427 History of Economic Analysis. (Cross listed with ECN-B416)
- IBS-B429 Special Topics in International Economics. (Cross listed with ECN-B450)
- IBS-B441 International Business Management. (Cross listed with MGT-B416)
- IBS-B451 International Marketing. (Cross listed with MKT-B455)
- IBS-B480 International Business Internship

Management

Scott R. Safranski, Ph.D., Chair

Faculty:
- Laurel Boone, J.D.
- Robert H. Brockhaus, Ph.D.
- Denise Chachere, Ph.D.
- Ellen M. Harshman, Ph.D., J.D.
- Jerome A. Katz, Ph.D.
- Gerald E. Parker, Ph.D.
- James Rittenbaum, M.B.A., J.D.
- Scott R. Safranski, Ph.D.
- Michael C. Shamer, Ph.D.
- Philipp A. Stoeberl, Ph.D.

The Management Program at Saint Louis University’s School of Business focuses on both the human and organizational aspects of the work place, including behavioral and technical areas. Today’s dynamic business environment demands graduates who can effectively handle decisions, work with or 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 Management, Human Resources Management, or Entrepreneurship. The concentrations require 18 or 27 hours of management course work in addition to the Business Core Requirements.

Management (B.S.B.A.)

Entrepreneurship (B.S.B.A.)

Required:
Twenty-seven (27) hours in addition to MGT-B218, MGT-B300 and MGT-B400, which are taken as Business Core Requirements.

15 hours of Management courses as follows:
- MGT-B312 Organization Behavior
- MGT-B410 Management of Human Resources
- MGT-B411 Employment, Placement and Personnel Planning
- MGT-B413 Compensation
- MGT-B414 Training and Development
- MGT-B415 Current Problems in Management
- MGT-B416 International Business Management
- MGT-B418 Employment Law: Concepts and Applications
- MGT-B420 Entrepreneurship
- MGT-B421 Business Plan Development
- MGT-B422 Introduction to Family Business
- MGT-B426 International Human Resource Management
- MGT-B428 Legal Environment of Business II
- MGT-B450 Theories of Organization
- MGT-B480 Management Internship

6 hours selected from the following:
- MGT-B411 Employment, Placement and Personnel Planning
- MGT-B413 Compensation
- MGT-B418 Employment Law: Concepts and Applications

6 hours of Marketing courses selected from the following:
- MKT-B340 Promotional Strategy
- MKT-B360 Marketing Research
- MKT-B444 Personal Selling

6 hours of Finance courses as follows:
- FIN-B323 Financial Management
- FIN-B453 Advanced Financial Management

Management Information
Management Information Systems (MIS)

MIS is the study of using information technology to serve organizational and individual purposes. Students of MIS will learn the basics of using and developing information technologies and the role of information technologies in organizations. Students will also practice computer technology skills, including programming. With the growing pervasiveness of information technology in all walks of modern life, an MIS concentration will prepare students for the ever-changing business world in the future.

The Department of Decision Sciences and Management Information Systems offers the Bachelor of Science in Business Administration degree with a concentration in management information systems. The concentration requires 18 hours of management information systems course work in addition to the Business Core Requirements.

Management Information Systems (B.S.B.A.)

Required:
Eighteen (18) hours in addition to MIS-B200 which is taken as a Business Core Requirement.

18 hours as follows:
- MIS-B310 Program Development Techniques
- MIS-B320 Introduction to Object-Oriented Programming
- MIS-B410 Systems Analysis and Design
- MIS-B415 Client Server Computing
- MIS-B430 Database Management Systems
- MIS-B435 Data Communications & Networking

Comprehensive Business

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 development of the individual's knowledge of the business area and exposure to advanced concepts in several fields of study.

The concentration requires 18 hours of upper division course work, 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.

Engineering Management

With the engineering management concentration, students will combine technical knowledge of products and production systems with the study of business management. Students in this program will study business theory and practice along with the study of science, mathematics and engineering. Graduates of this program will be able to build successful careers in businesses where technical knowledge is highly valued.

Together, the School of Business and Administration and Parks College offer the Bachelor of Science in Business Administration degree with a concentration in engineering management.

Engineering Management (B.S.B.A.)

Required:
The requirements for a Bachelor of Science in Business Administration degree with a concentration in Engineering
Certificate In Business Administration

In response to the demand for career oriented degree programs, the School of Business and Administration, in cooperation with other University departments, developed the four year Bachelor of Arts/Certificate in Business Administration program. Students are able to major in the traditional liberal arts disciplines while taking 30 additional hours of assigned business coursework. Most students who have completed the certificate and who meet criteria for acceptance into the MBA program would considerably shorten the MBA requirements. The following provides an outline of the courses which comprise the Business Certificate.

Required Courses:
- ACC-B220 Financial Accounting
- ACC-B222 Managerial Accounting
- DSC-B207 Introductory Business Statistics
- DSC-B305 Introduction to Management Sciences and Production Systems
- ECN-B190 Principles of Economics
- ECN-B314 Intermediate Macroeconomics
- FIN-B301 Principles of Finance
- IBS-B300 Introduction to International Business
- MKT-B300 Intro to Marketing Management
- MIS-B200 Intro to Management Information Systems
- MIS-B218 Legal Environment of Business I
- MGT-B300 Management Theory & Practice
- MGT-B400 Strategic Management and Policy

Science Requirements: (14 Hours)
- CH-P151 & CH-P152 Engineering Chemistry & Lab
- PH-P161 & PH-P162 Engineering Physics I & Lab
- PH-P163 & PH-P164 Engineering Physics II & Lab

Mathematics & CS Requirements: (15 Hours)
- MT-P102 Engineering Calculus I
- MT-P103 Engineering Calculus II
- MT-P204 Engineering Calculus III
- CSA-P120 Computer Science I or
- MIS-B310 Program Development Techniques

Engineering Requirements: (20 Hours)
- ES-P101 Freshman Engineering I
- ES-P102 Freshman Engineering II
- ES-P200 Engineering Mechanics
- ECN-BXX or BA-P400 Engineering Economics

Other Business Requirements: (15 Hours)
15 hours beyond the Business Core Requirements. Courses must be approved by the Faculty Advisor.

*Specialized Engineering Options

Option I: Flight Sciences
- AE-P200 Intro to Aeronautics & Astonautics
- AE-P320 Performance
- AE-P440 Astrodynamics

Option II: Basic Sciences
- ME-P200 Foundations of Engineering Design
- ES-P310 Mechanics of Solids
- and select one of the following:
- ES-P320 Thermodynamics
- ES-P330 Fluid Dynamics
- ME-P310 Machine Design
- ME-P351 Material Science

Option III: Electrical Science
- EE-P201 Electrical Engineering
- EE-P202 Electrical Engineering Lab
- EE-P305 Digital Circuits
- EE-P306 Digital Circuits Lab

Total Hours: 139

Elective Courses:
Two courses chosen from the following:

- DSC-B305 Introduction to Management Sciences and Production Systems
- ECN-B312 Intermediate Macroeconomics
- ECN-B314 Intermediate Microeconomics
- IBS-B300 Introduction to International Business
- MGT-B300 Management Theory & Practice

Total Elective Hours

Total Hours Required for Certificate: 30

Certificate in Management Information Systems

Students may choose to major in other disciplines outside the School of Business and Administration while earning a certificate in M.I.S. Any of the MIS courses may be waived if the appropriate material has been covered in a previous course. However, the waiver will require substitution of an additional MIS course.

Twenty-one (21) hours taken as follows:

Required MIS Courses:
- MIS-B200 Introduction to Microcomputing
- MIS-B310 Program Development Techniques
- MIS-B320 Introduction to Object Oriented Programming
- MIS-B410 Systems Analysis and Design
- MIS-B415 Client Server Computing
- MIS-B430 Database Management Systems
- MIS-B435 Data Communications & Networking
School of Business and Administration

Total Required Hours ........................................... 21

Supporting Areas

Business students may now complete a supporting area of study in any of the following departments, in addition to their chosen area of concentration. The requirements for the supporting areas are listed below. (Students are responsible for completing any prerequisites as required.)

Accounting
12 hours

Any four upper level Accounting courses as approved by the department chair.

Economics
9 hours

Any three Economics courses beyond ECN-B190, B312 and B314.

Finance
12 hours

FIN-B323  Financial Management
or
FIN-B365  Derivative Securities
and
FIN-B333  Financial Institutions
FIN-B363  Investments

One additional 3 hour Finance course

Human Resource Management
12 hours

MGT-B312  Organization Behavior
MGT-B410  Management of Human Resources

And any two of the following:
MGT-B411  Employment, Placement and Personnel Planning
MGT-B413  Compensation
MGT-B414  Training and Development
MGT-B418  Employment Law: Concepts and Applications
MGT-B420  Entrepreneurship
MGT-B421  Business Plan Development
MGT-B422  Introduction to Family Business
MGT-B426  International Human Resources Management
MGT-B428  Legal Environment of Business II
MGT-B450  Theories of Organization
MGT-B480  Management Internship

International Business
12 Hours

Any 9 hours of International Business courses offered through the School of Business and Administration (excluding IBS-B300).

One additional 3 hour course which can be taken outside of the Business School; e.g. International History, Political Science, Sociology, Anthropology or Foreign Languages.

Management

12 hours

MGT-B312  Organization Behavior

And any three of the following:
MGT-B410  Management of Human Resources
MGT-B411  Employment, Placement, and Personnel Planning
MGT-B413  Compensation
MGT-B414  Training and Development
MGT-B416  International Business Management
MGT-B418  Employment Law: Concepts and Applications
MGT-B420  Entrepreneurship
MGT-B421  Business Plan Development
MGT-B422  Introduction to Family Business
MGT-B426  International Human Resources Management
MGT-B428  Legal Environment of Business II
MGT-B450  Theories of Organization
MGT-B480  Management Internship

Management Information Systems
15 hours

Any five of the following courses:
MIS-B310  Program Development Techniques
MIS-B320  Introduction to Object-Oriented Programming
MIS-B345  Internet Technologies
MIS-B410  Systems Analysis and Design
MIS-B415  Client Server Computing
MIS-B420  Artificial Intelligence
MIS-B430  Database Management Systems
MIS-B435  Data Communications & Networking
MIS-B440  Multimedia

Marketing
12 hours

Any four of the following courses:
MKT-B330  Marketing Channels and Distribution Systems
MKT-B340  Promotional Strategy
MKT-B350  Product and Price Management
MKT-B360  Marketing Research
MKT-B430  Retail Management
MKT-B435  Business Marketing Management
MKT-B440  Buyer Behavior
MKT-B444  Personal Selling
MKT-B445  Sales Management
MKT-B455  International Marketing
MKT-B465  Marketing Decision Models