

REQUIRED BUSINESS CORE COURSES

A Business Major is any student majoring in Accountancy; Finance; Information Systems; Management; Marketing; or Business Administration with an option in either Business Law, Global Supply Chain Management, Insurance and Financial Services, Real Estate, or Systems and Operations Management.

All business programs are accredited by AACSB and therefore have the same core requirements. Students will be held to fulfilling all prerequisite courses. The prerequisites for Business courses are listed below and also available in the current CSUN Catalog.

LOWER DIVISION CORE REQUIREMENTS (27 UNITS)

- ACCT 220 Intro to Financial Accounting (3)**
Prerequisites: A grade of "C" or higher in MATH 103 or higher level mathematics course and sophomore standing
- ACCT 230 Intro to Managerial Accounting (3)**
Prerequisite: ACCT 220
- ECON 160 Principles of Microeconomics (3)**
Prerequisites: Qualifying scores on ELM and EPT or exemption, or satisfactory completion of developmental courses
- ECON 161 Principles of Macroeconomics (3)**
Prerequisites: ECON 160 and qualifying scores on ELM and EPT or exemption, or satisfactory completion of developmental courses
- COMP 100 Computers: Their Impact & Use (3)**
- SOM 120* Basic Business Statistics (3)**
Prerequisite: MATH 103 or higher level math course
**The 4-unit MATH 140 course also satisfies this requirement*
- ENGL 205 Business Communication (3)**
Prerequisite: AAS 115 or CH 115 or ENGL 115 or PAS 115 or equivalent
Recommended Preparatory: CH S 151 or COMS 151 or PAS 151 or equivalent; COMP 100 or equivalent
- BLAW 280 Business Law I (3)**
Prerequisites: Completion of lower division writing requirement and sophomore standing
- MATH 103**Mathematical Methods for Bus (3)**
Prerequisites: Passing score on or exemption from the ELM or credit in MATH 093
***MATH 103 or higher-level with a grade of "C" or higher*

UPPER DIVISION CORE REQUIREMENTS (19 UNITS)

- BUS 302 Gateway Experience (3)**
Prerequisites: Lower division business core ACCT 220, ACCT 230, ECON 160, ECON 161, COMP 100, SOM 120 or MATH 140, ENGL 205, BLAW 280, and MATH 103
Corequisite: BUS 302L
- BUS 302L Gateway Lab (1)**
Prerequisites: Junior standing and completion of all Lower Division Business Core courses
Corequisite: BUS 302
- FIN 303 Financial Management (3)**
Pre/Corequisite for Business Majors: BUS 302/L
- MGT 360 Management and Org. Behavior (3)**
Pre/Corequisite for Business Majors: BUS 302/L
- MKT 304 Marketing Management (3)**
Pre/Corequisite for Business Majors: BUS 302/L
- SOM 306 Operations Management (3)**
Prerequisite: SOM 120 or MATH 140 or SOM 391. Recommended corequisite or preparatory: BUS 302/L
- BUS 497 Capstone (3)**
Prerequisites: Senior standing, BUS 302/L, FIN 303, MGT 360, MKT 304, and a passing score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)

INSURANCE AND FINANCIAL SERVICES

DEGREE REQUIREMENTS (24 UNITS)

CATALOG YEAR 2009- PRESENT

FIN 303 must be completed with a grade of "C" or higher to qualify for all upper division Finance courses except FIN 302, FIN 336 and FIN 338 (effective for students enrolling in FIN 303 Spring 2010 or later)

CORE REQUIREMENTS (12 UNITS)

BLAW 308 Business Law II (3)

Prerequisites: BLAW 280; BUS 302/L are pre/corequisites for business majors

FIN 336 Principles of Insurance (3)

Prerequisites: BUS 302/L for business majors

FIN 352 Investments I (3)

Prerequisites: FIN 303; BUS 302/L for business majors

FIN 442* Theory and Practice of Financial Planning (3)

Prerequisites: FIN 303; FIN 352; BUS 302/L for bus. majors

COMMUNICATION REQUIREMENT (3 UNITS, select one course)

*Prerequisite: Completion of the lower division writing requirement
PHIL 305 or COMS 323 fulfill GE section E*

ENGL 305 Intermediate Expository Writing (3)

ENGL 306 Report Writing (3)

ENGL 407 Composition and the Professions (3)

Preparatory: Demonstrated proficiency; instructor consent

PHIL 305 Business Ethics and Public Policy (3)

COMS 323 Group Communication (3)

COMS 443 Rhetoric in Business (3)

ADMISSION TO THE INSURANCE AND FINANCIAL SERVICES MAJOR

Insurance and Financial Services is an impacted program, which means that admission to the major is restricted. Students seeking a major in Insurance and Financial Services may initially declare a major in Pre-Insurance and Financial Services.

Once a student has completed 60 units with a minimum cumulative GPA of 2.5 they may declare a major in Insurance and Financial Services. Students must qualify by the time they earn 90 units.

ELECTIVE REQUIREMENT (9 UNITS, select three courses)

Select 9 additional units of Upper Division courses from the list below

**All 400-Level courses in the College of Business and Economics require completion of the Upper Division Writing Exam with a score of 8 or higher*

ACCT 440* Taxation of Business Entities and Individuals (3)

Prerequisites: Grade of "C" or higher in ACCT 351 and ACCT 351 COM

ACCT 441* Advanced Studies in Taxation (3)

Prerequisites: Grade of "C" or higher in ACCT 352 and ACCT 440

BLAW 409* Wills, Estates and Trusts (3)

Prerequisites: BLAW 280; BUS 302/L for business majors

ECON 311 Money, Banking and the Federal Reserve (3)

*Prerequisites: ECON 160 and 161, or 300
(ECON 311 fulfills GE Section D)*

FIN 338 Real Estate Principles (3)

Prerequisite: Upper Division Standing

FIN 431* Risk Management (3)

*Prerequisites: FIN 303; FIN 336;
BUS 302/L for business majors*

FIN 433* Real Estate Finance (3)

*Prerequisites: FIN 303; FIN 338;
BUS 302/L for business majors*

FIN 434* Life and Health Insurance (3)

*Prerequisites: FIN 303; FIN 336;
BUS 302/L for business majors*

FIN 438* Management of Financial Institutions

Prerequisites: FIN 303; BUS 302/L for business majors

FIN 440* Retirement Planning and Employee Benefits (3)

Prerequisites: FIN 303; BUS 302/L for business majors

IS 312 Information Systems for Business (3)

Prerequisite: ACCT 220