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 one of the following: Business Law, Global Supply Chain Management, 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.

<table>
<thead>
<tr>
<th>LOWER DIVISION CORE REQUIREMENTS (27 UNITS)</th>
<th>UPPER DIVISION CORE REQUIREMENTS (19 UNITS)</th>
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<tbody>
<tr>
<td><strong>ACCT 220</strong> <em>Intro to Financial Accounting (3)</em>&lt;br&gt; Prerequisites: A grade of “C” or higher in MATH 103 or higher level mathematics course and sophomore standing</td>
<td><strong>BUS 302</strong> <em>Gateway Experience (3)</em>&lt;br&gt; 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.&lt;br&gt; Corequisite: BUS 302L</td>
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<td><strong>ACCT 230</strong> <em>Intro to Managerial Accounting (3)</em>&lt;br&gt; Prerequisite: ACCT 220</td>
<td><strong>BUS 302L</strong> <em>Gateway Lab (1)</em>&lt;br&gt; Prerequisites: Junior standing and completion of all Lower Division Business Core courses.&lt;br&gt; Corequisite: BUS 302.</td>
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<td><strong>ECON 160</strong> <em>Principles of Microeconomics (3)</em>&lt;br&gt; Prerequisites: Qualifying scores on ELM and EPT or exemption, or satisfactory completion of developmental courses</td>
<td><strong>FIN 303</strong> <em>Financial Management (3)</em>&lt;br&gt; Pre/Corequisite for Business Majors: BUS 302/L</td>
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<td><strong>ECON 161</strong> <em>Principles of Macroeconomics (3)</em>&lt;br&gt; Prerequisites: ECON 160 and qualifying scores on ELM and EPT or exemption, or satisfactory completion of developmental courses</td>
<td><strong>MGT 360</strong> <em>Management and Org. Behavior (3)</em>&lt;br&gt; Pre/Corequisite for Business Majors: BUS 302/L</td>
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<td><strong>COMP 100</strong> <em>Computers: Their Impact &amp; Use (3)</em></td>
<td><strong>MKT 304</strong> <em>Marketing Management (3)</em>&lt;br&gt; Pre/Corequisite for Business Majors: BUS 302/L</td>
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<td><strong>SOM 120</strong>* <em>Basic Business Statistics (3)</em>&lt;br&gt; Prerequisite: A grade of “C” or higher in MATH 103 or higher level mathematics course *The 4-unit MATH 140 course also satisfies this requirement</td>
<td><strong>SOM 306</strong> <em>Operations Management (3)</em>&lt;br&gt; Prerequisite: MATH 103; SOM 120 or MATH 140&lt;br&gt; Recommended corequisite or preparatory: BUS 302/L</td>
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<tr>
<td><strong>ENGL 205</strong> <em>Business Communication (3)</em>&lt;br&gt; Prerequisite: AAS 113B/114B/115 or AFRS 113B/114B/115 or CAS 113B/114B/115 or CHS 113B/114B/115 or ENGL 113B/114B/115 or QS 113B/114B/115 or equivalent.&lt;br&gt; Recommended Preparatory: AAS/AFRS/CAS/CHS/COMS 151 or equivalent; COMP 100 or equivalent.</td>
<td><strong>BUS 497</strong> <em>Capstone (3)</em>&lt;br&gt; 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 (UDWPE)</td>
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<td><strong>BLAW 280</strong> <em>Business Law I (3)</em>&lt;br&gt; Prerequisites: Completion of lower division writing requirement and sophomore standing</td>
<td><strong>MATH 103</strong> <em>Mathematical Methods for Bus (3)</em>&lt;br&gt; Prerequisites: Passing score on or exemption from the ELM or credit in MATH 093&lt;br&gt; **MATH 103 or MATH 150A or MATH 150B (Calculus) with a grade of “C” or higher</td>
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**Effective Fall 2016**

**CATALOG YEAR 2016-PRESENT**

**BUSINESS LAW DEGREE REQUIREMENTS (24 UNITS)**

**BUSINESS LAW CORE REQUIREMENT (9 UNITS)**

BLAW 308  Business Law II (3)

Prerequisite: BLAW 280; BUS 302/L is a Pre/Corequisite for business majors

BLAW 368  Law, Business and Ethics (3)

BLAW 453  Negotiation (3)

**BUSINESS LAW ELECTIVE REQUIREMENT (15 UNITS)**

Prerequisites: BLAW 280; BUS 302/L for business majors (except BLAW 391)

*BLAW 308 is required for BLAW 451, 480, 481, 485, and 495.
*All 400-level courses and BLAW 391 require a passing score (8 or higher) on the Upper Division Writing Proficiency Exam (UDWPE)

**ECON 365 or 411 may be taken for 3 of the units.
Economics courses do not require BUS 302/L.

BLAW 391  Women and the Law (3)

BLAW 409  Wills, Estates, and Trusts (3)

BLAW 428  International Business Law (3)

BLAW 430  Marketing Law (3)

BLAW 450  Intellectual Property Law (3)

BLAW 451*  Entertainment Business Law (3)

BLAW 480*  Commercial Transactions Law (3)

BLAW 481*  Real Estate Law (3)

BLAW 485*  Labor and Employment Law (3)

BLAW 495*  Advanced Topics in Business Law (3)

BLAW 496  Experimental Topics (3)

BLAW 498  Field Assignments and Reports (3)

BLAW 499  Independent Study (3)

ECON 365**  Law and Economics (3)

Prerequisites: ECON 160 and 161, or 300

ECON 411**  Economics of Antitrust and Regulation (3)

ECON 310; Passing score (8 or higher) on the UDWPE

Students are encouraged to take an experiential-learning (service-learning or internship) course.

MKT 498C may be taken for 3 units in the option with approval of the department chair.