# 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, 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)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 220</td>
<td>Intro to Financial Accounting (3)</td>
<td>A grade of “C” or higher in MATH 103 or higher level mathematics course and sophomore standing</td>
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<tr>
<td>ACCT 230</td>
<td>Intro to Managerial Accounting (3)</td>
<td>Prerequisite: ACCT 220</td>
</tr>
<tr>
<td>ECON 160</td>
<td>Principles of Microeconomics (3)</td>
<td>Qualifying scores on ELM and EPT or exemption, or satisfactory completion of developmental courses</td>
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<tr>
<td>ECON 161</td>
<td>Principles of Macroeconomics (3)</td>
<td>ECON 160 and qualifying scores on ELM and EPT or exemption, or satisfactory completion of developmental courses</td>
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<tr>
<td>COMP 100</td>
<td>Computers: Their Impact &amp; Use (3)</td>
<td></td>
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<tr>
<td>SOM 120*</td>
<td>Basic Business Statistics (3)</td>
<td>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>
</tr>
<tr>
<td>ENGL 205</td>
<td>Business Communication (3)</td>
<td>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. Recommended Preparatory: AAS/AFRS/CAS/CHS/COMS 151 or equivalent; COMP 100 or equivalent.</td>
</tr>
<tr>
<td>BLAW 280</td>
<td>Business Law I (3)</td>
<td>Completion of lower division writing requirement and sophomore standing</td>
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<tr>
<td>MATH 103**</td>
<td>Mathematical Methods for Bus (3)</td>
<td>Passing score on or exemption from the ELM or credit in MATH 093 **MATH 103 or MATH 150A or MATH 150B (Calculus) with a grade of “C” or higher</td>
</tr>
</tbody>
</table>

## UPPER DIVISION CORE REQUIREMENTS (19 UNITS)

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<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 302</td>
<td>Gateway Experience (3)</td>
<td>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</td>
</tr>
<tr>
<td>BUS 302L</td>
<td>Gateway Lab (1)</td>
<td>Junior standing and completion of all Lower Division Business Core courses. Corequisite: BUS 302.</td>
</tr>
<tr>
<td>FIN 303</td>
<td>Financial Management (3)</td>
<td>Business Majors: BUS 302/L</td>
</tr>
<tr>
<td>MGT 360</td>
<td>Management and Org. Behavior (3)</td>
<td>Business Majors: BUS 302/L</td>
</tr>
<tr>
<td>MKT 304</td>
<td>Marketing Management (3)</td>
<td>Business Majors: BUS 302/L</td>
</tr>
<tr>
<td>SOM 306</td>
<td>Operations Management (3)</td>
<td>MATH 103; SOM 120 or MATH 140 Recommended corequisite or preparatory: BUS 302L</td>
</tr>
<tr>
<td>BUS 497</td>
<td>Capstone (3)</td>
<td>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>
</tr>
</tbody>
</table>

Rev. 02/2015
GLOBAL SUPPLY CHAIN MANAGEMENT
DEGREE REQUIREMENTS (24 UNITS)

CATALOG YEARS 2015-Present

GLOBAL SUPPLY CHAIN MANAGEMENT
OPTION REQUIREMENTS (15 UNITS)

*All 400-level courses listed below require a passing score (8 or higher) on
the Upper Division Writing Proficiency Exam (UDWPE) and completion of BUS 302/L

IS 312  Information Systems for Business (3)
Prerequisite: ACCT 220

MKT/SCM 447*  Logistics and Transportation Management (3)
Additional Prerequisites: MKT 304

MKT/SCM 442*  Business to Business Marketing (3)
Additional Prerequisites: MKT 304

SCM/SOM 416*  Supply Chain Management (3)
Additional Prerequisites: SOM 306

SCM 492*  Supply Chain Management Strategy (3)
Additional Prerequisites: SCM 447, 442, and 416 or equivalent

GLOBAL SUPPLY CHAIN MANAGEMENT OPTION
COMMUNICATION FOUNDATIONS REQUIREMENT (3 UNITS)
(select one course)

**ENGL 306 is an Upper Division GE (Lifelong Learning)

ENGL 306**  Report Writing (3)
Preparatory: Completion of the lower division writing requirement

ENGL 407  Composition and the Professions (3)
Preparatory: Demonstrated proficiency; instructor consent

BLAW 308  Business Law II (3)
Prerequisites: BLAW 280; BUS 302/L is a pre/corequisite for business majors

GLOBAL SUPPLY CHAIN MANAGEMENT
ELECTIVE REQUIREMENT (6 UNITS)
(select two courses)

ACCT 470*  Strategic Cost and Profit Management (3)
completion of all required 300-level business core courses recommended

BUS 491*  Small Business Consulting (3)
Additional Prerequisites: Instructor consent and, normally a minimum 3.0 GPA overall and in business courses

SOM 498*  Field Assignments and Reports (3)

MKT 346  Marketing Research (3)
Additional Prerequisites: MKT 304, college stats course, or consent of instructor

MKT 443*  Retail Management (3)
Additional Prerequisites: MKT 304 or consent of instructor

MKT 445*  International Marketing (3)
Additional Prerequisites: MKT 304; senior standing

SOM 464*  Manufacturing Resource Planning (3)
Additional Prerequisites: SOM 306 or MSE 304

SOM 467*  Quality Management and Control (3)
Additional Prerequisites: SOM 306 or MSE 304

SOM 468*  Managing for Service Excellence
Additional Prerequisites: SOM 306 or MSE 304

ECON 310**  Price Theory and Applications (3)
Prerequisites: ECON 160 or 300; MATH 103

** ECON 310 is an Upper Division GE (Social Sciences)