MANAGEMENT

DEGREE REQUIREMENTS (24 UNITS)

CATALOG YEAR 2018

* Management majors must complete MGT 360 with a grade of “C” or higher to qualify for all upper division Management courses

MANAGEMENT CORE REQUIREMENTS (12 UNITS)

BLAW 308 Business Law II (3)
Prerequisite: BLAW 280; BUS 302/L is a Pre/Corequisite for business majors

ECON 308 Economics for Managers (3)
Prerequisites: ECON 160 and ECON 161, or ECON 300; Math 103 with a grade of “C” or better for business majors

MGT 370 Management Skills Development (3)
Prerequisites: A grade of “C” or higher in MGT 360*; BUS 302/L

MGT 380 Employment Practices (3)
Prerequisites: A grade of “C” or higher in MGT 360*; BUS 302/L

COMMUNICATION REQUIREMENT (3 UNITS)

(select one course)
Prerequisite/Preparatory: Completion of the lower division writing requirement
** COMS 323 or ENGL 306 or PHIL 305 fulfills GE

COMS 323** Group Communication (3)

COMS 443 Rhetoric in Business (3)

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)

MANAGEMENT INTERNSHIP REQUIREMENT (3 UNITS)

Prerequisites: BUS 302/L; a grade of “C” or higher in MGT 360*
Passing score (8 or higher) on the Upper Division Writing Proficiency Exam (UDWPE)

MGT 498C Internship Management (3)

MANAGEMENT ELECTIVE REQUIREMENT (6 UNITS)

(select two courses)
Prerequisites: BUS 302/L; a grade of “C” or higher in MGT 360*
Passing score (8 or higher) on the Upper Division Writing Proficiency Exam (UDWPE)

MGT 450 Organization Change and Development (3)

MGT 454 Leadership, Power, and Politics (3)

MGT 456 Negotiation and Conflict Management (3)

MGT 458 Decision Making and Creativity (3)

MGT 460 Strategic Human Resource Management (3)

MGT 462 Business and Society (3)

MGT 464 International Business Management (3)

MGT 468 Crisis Management (3)

MGT 496A-Z Experimental Topics (3)

MGT 499 Independent Study (3)
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.

### LOWER DIVISION

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisites</th>
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</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 equivalent*1, exemption or satisfactory completion of developmental courses</td>
</tr>
<tr>
<td>ECON 161</td>
<td>Principles of Macroeconomics (3)</td>
<td>ECON 160 and qualifying scores on ELM and EPT or equivalent*1, exemption or satisfactory completion of developmental courses</td>
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<tr>
<td>IS 212</td>
<td>Info Systems for Business Users (3)</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</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.</td>
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<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 equivalent*1 credit in MATH 093</td>
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**MATH 103 or MATH 150A or MATH 150B (Calculus) with a grade of “C” or higher

### UPPER DIVISION

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<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisites</th>
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</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; IS 112; 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>
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<tr>
<td>FIN 303</td>
<td>Financial Management (3)</td>
<td>Pre/Corequisite for Business Majors: BUS 302/L</td>
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<tr>
<td>MGT 360</td>
<td>Management and Org. Behavior (3)</td>
<td>Pre/Corequisite for Business Majors: BUS 302/L</td>
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<tr>
<td>MKT 304</td>
<td>Marketing Management (3)</td>
<td>Pre/Corequisite for 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 302/L</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>
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</tbody>
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**FOOTNOTE:**

1) Effective Fall 2018, the ELM and EPT Exams have been replaced with Multiple Measures Assessment

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