

College of Business

The College of Business offers the following under the supervision and jurisdiction of the college. The programs include:

Graduate Major

- Master of Business Administration (p. 1)

Undergraduate Majors (B.A.)

- Business Teaching (p. 2)

Minors (p. 3)

- International Business (p. 3) (also listed in Interdisciplinary)
- International Business (Non-Business Majors) (p. 3) (also listed in Interdisciplinary)

Program Certificates

- Business Administration (p. 4)
- Business of Health Care Administration for Business Majors (p. 4) (also listed in Department of Economics and Department of Health, Recreation and Community Services)
- Business of Health Care Administration for Non-Business Majors (p. 5) (also listed in Department of Economics and Department of Health, Recreation and Community Services)
- International Business, Culture, and Language (p. 6) (also listed in Department of Languages and Literatures)

Note: Students majoring in Business Teaching must satisfy the College of Business admission requirements before they can officially declare their major. A copy of the Admission, Retention, and Graduation Policy may be obtained from UNIBusiness Advising in the College of Business or at <https://business.uni.edu/students/advising/uni-college-business-policies>.

Prior to completion of the admission requirements, students may sign an intent to major in Business Teaching and be classified as a prospective (pre)major. Pre-Business Teaching majors may enroll in lower division (below 3000-level) business courses only. Enrollment in upper division (3000/4000-level) business courses requires satisfactory completion of the College of Business admission requirements and any course prerequisites.

Business Teaching majors may declare a double major and/or major and minor within the College of Business, subject to regulations imposed by those College of Business departments affected. Business Teaching majors minoring within the College of Business must select minors designated for business majors. No more than one emphasis area may be declared in Management.

To graduate with a major in Business Teaching from the College of Business, a student must earn at least 50% (i.e. 60 cr. hrs.) of the business credit hours required for the major at UNI. A student must earn a 2.20 cumulative grade point average at UNI; and earn an overall 2.20 grade point average in ACCT xxxx, MKTG xxxx, MGMT xxxx, FIN xxxx, and ECON xxxx courses taken at UNI. In addition, Business Teaching majors must complete a total cumulative and

cumulative UNI GPA of 2.50 or better. Students given permission to graduate out-of-residence must earn a 2.20 or better in all courses approved and accepted for out-of-residence credit.

The College of Business may impose additional admission requirements for students wishing to declare a minor or a second College of Business major. Eligibility to declare a minor or a second College of Business major is based on competitive GPA and space availability. Students may obtain a copy of these requirements from UNIBusiness Advising (CBB 5) in the College of Business.

Master of Business Administration Degree Program

Graduate study in business at UNI is designed to qualify people for creative leadership in organizations. The Master of Business Administration is a broad-based, integrated program which emphasizes the functional areas of business in order to provide the graduate with a balance between theoretical knowledge and practical business operations. The M.B.A. curriculum is designed to meet the needs of working professionals with undergraduate backgrounds in the liberal arts, sciences, engineering, as well as those with degrees in business. The M.B.A. program is accredited by AACSB International, the primary accrediting organization for management education. The program is offered in a face-to-face format at an off-campus location.

The plan of study prescribed for the degree is structured to develop graduates who will have acquired:

1. knowledge of current business practice and management techniques necessary to be effective in managing and leading the day-to-day operations of the organization, as well as scanning the business environment and strategically planning for the future;
2. critical thinking skills to address complex business issues, gather information, identify and evaluate a range of options, and make ethical, thoughtful choices among the alternatives;
3. the ability to use appropriate quantitative and qualitative tools and concepts throughout the problem solving process showing an appreciation for the interrelationships among the various business functions;
4. the ability to effectively participate as a team member, facilitate group processes, and manage team projects;
5. professional written and oral communication skills necessary for effective management.

Admission to the Master of Business Administration program is dependent upon the quality of the applicant's undergraduate record, relevant work experience and academic preparation.

Only graduate courses (course numbers 5000 or above) will apply to a graduate degree, even if the undergraduate course number (4999 or less) is listed. No exceptions will be made.

This program is available on the **non-thesis** option only. Students who enter the program with the undergraduate requirements of a baccalaureate degree will normally require **31 semester hours** to complete the program. Those students who enter the program with an undergraduate degree in an area other than business will be required

College of Business

to complete some pre-MBA courses in business or show that they have completed equivalent courses in previous academic work. **A minimum of 12 hours of 6000-level course work is required.** Candidates for the degree are also required to successfully complete and pass a business capstone experience at the end of their program of study. The result of this experience is reported in a paper and filed in the M.B.A. office.

Students interested in this program must submit a completed Application for Admission to Graduate Study and should refer to their MyUNiverse Student Center To-Do list or contact the College of Business for any other application requirements. Graduate information and application for graduate admission can be found at <https://admissions.uni.edu/application>.

Required

Accounting:		
ACCT 6030	Managerial Accounting	3
Marketing:		
MKTG 6170	Marketing Management	3
Management:		
MGMT 6249	Management Information Systems Concepts	3
MGMT 6250	Business Strategy	3
MGMT 6260	Strategic Management of Human Resources	3
MGMT 6262	Cross-Functional Operations	3
MGMT 6272	Research and Analysis for Management Decisions	3
MGMT 6276 or MGMT 6278	Business Capstone Experience Consulting Capstone Experience	1
Finance:		
FIN 6266	Financial Management and Markets	3
Economics:		
ECON 6520	Managerial Economics	3
Electives:		
Select 3 hours from the following:		3
BUSINESS 6280	Topics in Business	
Or any 5000 or 6000 level course in ACCT, MKTG, MGMT, FIN (excluding FIN 4130/5130), or ECON, with MBA Program Director approval.		
Total Hours		31

Bachelor of Arts Degree Programs Business Teaching Major

The Business Teaching major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements, the Professional Education Requirements, and the following specified major requirements, to complete the minimum of 120 hours.

Required business teaching core

Business Administration, Interdepartmental:		
BUSINESS 1000	Introductory Seminar for Business Professionals	0

BUSINESS 2000	Business Professionals in Training	0
Business:		
BUSTEACH 2091	Introduction to Curriculum and Methods for Business Education	2
BUSTEACH 3117	Field Experience in Business Teaching	1
BUSTEACH 3191	Advanced Curriculum and Methods for Business Education	2
Accounting:		
ACCT 2120	Principles of Financial Accounting	3
ACCT 2130	Principles of Managerial Accounting	3
Marketing:		
MKTG 2110	Principles of Marketing	3
Management:		
MGMT 2080	Introduction to Information Systems	3
MGMT 2113	Business Communication	3
MGMT 3100	Legal and Social Environment of Business	3
MGMT 3965/5965	Organizational Behavior	3
Finance:		
FIN 1040	Financial Skills for Smart Living	3
FIN 3130/5130	Corporate Finance	3
Economics:		
ECON 1011	Statistics for Business Analytics *	3
ECON 2090	Decision Analytics *	3
ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3
Mathematics:		
STAT 1772	Introduction to Statistical Methods	3
Marketing and Entrepreneurship:		
ENTR 3583/5583	Entrepreneurship	3
Total Hours		50

* ECON 1041 or ECON 1031 satisfy the Quantitative Reasoning requirement of the UNIFI/General Education program.

The Professional Education Requirements for the Business Teaching major include 30 hours in the following courses:

EDPSYCH 2030	Dynamics of Human Development	3
EDPSYCH 3148	Learning and Motivation in Classroom Contexts	3
MEASRES 3150	Classroom Assessment	2
SOCFOUND 3119	Schools and American Society	3

SPED 3150	Meeting the Needs of Diverse Learners in Classrooms	2
TEACHING 2017	Level 1 Field Experience: Exploring Teaching	1
TEACHING 3128	Level 2 Field Experience: Lesson Planning and Instruction	1
TEACHING 3138	Secondary School Teaching	4-12
TEACHING 4170/5170	Human Relations: Awareness and Application	3

Minors

International Business Minor

The interdepartmental minor in International Business is available to College of Business students majoring in Accounting, Business Teaching, Economics - Business Economics emphasis, Finance, Management, Management Information Systems, Marketing, Real Estate, and Supply Chain Management. The International Business minor enhances the common body of knowledge gained through the business core by focusing on international trade and commerce issues/perspectives.

Required

World Affairs: 3

Select one of the following:

Geography:

GEOG 1110 Global Geography

Political Science:

POL INTL 1024 International Relations

International Business core: 12

Marketing:

MKTG 3163 Distribution and Logistics
or MKTG 3176/5170 Global Marketing

Management:

MGMT 3189/5189 International Management

Financial:

FIN 3032/5032 International Financial Management

Economics:

ECON 3249/5249 Economic Development

International Experience: 0

BUSINESS 3169 International Experience **

International Electives

Select one of the following: 2-3

Business, Interdepartmental:

BUSINESS/CAP 3155 Socio-Economic Reality of Central America *

Management:

MGMT 3161 Supply Chain and Purchasing

Political Science:

POL INTL 3119 Politics of the Global Economy

POL INTL 3143 International Law

POL INTL 3145 International Organizations

Sociology/Anthropology:

ANTH 3001 Language and Culture

ANTH 3104/ PSYCH 4608/5608 Gender in Cross-Cultural Perspective

International Internship

Or any additional course listed within the international business core above.

Total Hours 17-18

- * This course fulfills the Liberal Arts Core Capstone requirement. Other global perspective Capstone courses may be approved, by student request, to fulfill the requirements of this elective.
- ** This BUSINESS 3169 course requires the successful completion of an approved study abroad experience, or a departmental internship or cooperative education experience that includes a significant international component. Department internships or cooperative education credits that meet the requirements of the international experience can, by student request, be used to fulfill the elective requirement.

International Business Minor (Non-Business Majors)

The interdepartmental minor in International Business (Non-Business Majors) is available to any non-business major. The purpose of this minor is to allow non-business majors to build a basic body of knowledge concerning business and business operations and expand knowledge with respect to international business, trade, and commerce.

Required

World Affairs 3

Select one of the following:

Geography:

GEOG 1110 Global Geography

Political Science:

POL INTL 1024 International Relations

Business Core 15

Accounting:

ACCT 2120 Principles of Financial Accounting

Marketing:

MKTG 2110 Principles of Marketing

Management:

MGMT 3100 Legal and Social Environment of Business

MGMT 3965/5965 Organizational Behavior

Economics:

ECON 1031 Introduction to Business Economics

International Business core 8-9

Management:

MGMT 3189/5189 International Management

International electives:

Select two from the following:

College of Business

Business, Interdepartmental:

BUSINESS/CAP 3155	Socio-Economic Reality of Central America *	
Marketing:		
MKTG 3163	Distribution and Logistics	
MKTG 3176/5176	Global Marketing	
International Internship		
International Experience		0
BUSINESS 3169	International Experience **	
Total Hours		26-27

* This course fulfills the Liberal Arts Core Capstone requirement. Other global perspective Capstone courses may be approved, by student request, to fulfill the requirements of this elective.

** This BUSINESS 3169 course requires the successful completion of an approved study abroad experience, or a departmental internship or cooperative education experience that includes a significant international component. Department internships or cooperative education credits that meet the requirements of the international experience can, by student request, be used to fulfill the elective requirement.

NOT available to majors in: Accounting, Business Teaching, Economics-Business Economics Emphasis, Finance, Management, Management Information Systems, Marketing, Real Estate, and Supply Chain Management.

NOT available to General Business Concepts minors.

Program Certificates

The University of Northern Iowa makes available, in addition to traditional programs, the opportunity for students to earn program certificates. Program certificates provide an alternative to programs leading to a degree, a major, or a minor; they certify that an individual has completed a program approved by the university. For information on the following program certificates, contact the College of Business or the Office of the Registrar, which serves as the centralized registry.

Certificate in Business Administration

This certificate is available to those holding an MSN or concurrently enrolled in an MSN degree program. Courses in business administration supplement an MSN degree's health care leadership courses to prepare an individual for a management role within a health organization.

Required Courses:

MGMT 6250	Business Strategy	3
ACCT 6030	Managerial Accounting	3
MKTG 6170	Marketing Management	3
MGMT 6262	Cross-Functional Operations	3
MGMT 6260	Strategic Management of Human Resources (or elective determined by the MBA Program Director)	3
Total Hours		15

Certificate in Business Of Health Care Administration for Business Majors

The interdisciplinary Health Care Administration certificate for Business Majors includes courses which develop basic business skills for students desiring business careers in health care. Both nonprofit and for-profit health institutions such as clinics, hospitals, insurance companies, medical offices, and long-term care facilities require employees with business skills. Business professionals manage employees, manage finances, raise funds, reduce and manage risk, work with or for insurance companies, and seek ways to provide effective and cost-efficient care. Requires completion of any business major.

Required:

Accounting:		
ACCT 2120	Principles of Financial Accounting	3
Economics:		
ECON 2140	Health Economics	3
Public Health and Education:		
PH 1101	Introduction to Public Health	3
or CAP 3160	Community and Public Health	
PH 3640/5640	Worksite Health Promotion	3
Electives (one of the following):		3
ECON 1001	Economics of Social Issues *	
ECON 2112	Intermediate Microeconomic Theory	
ECON 3217/5217	Economics of Labor Markets	
ECON 3371	Economic and Business Forecasting	
POL AMER 1048	Current and Emerging Issues in Public Administration	
Electives (two of the following):		6
Anthropology:		
ANTH 3102/5102	Culture, Disease, and Healing **	
Capstone courses:		
CAP 3173/ RELS 3510/PHIL 3510	Bio-Medical Ethics	
CAP 3194/ RELS 3110/PHIL 3110	Perspectives on Death and Dying	
Criminology:		
CRIM 3369	Drugs and Society **	
Family Services:		
FAM SERV/GERO 3161	Families, Alzheimer's and Related Dementias	
Finance:		
FIN 3050	Risk Management and Insurance	
Gerontology:		
GERO/FAM SERV 2111	Families and End of Life Issues	

GERO 4170/5170	Long Term Care Administration
Philosophy:	
PHIL/RELS 3110	Perspectives on Death and Dying
Psychology:	
PSYCH 3303/5303	Health Psychology **
Public Health and Education:	
PH 2630	Aging and Health
PH 2620	Stress and Coping
PH 3320/5320	Global Service Mission
PH 2530	Introduction to Women's Health
PH 3330/5330	Minority Health
PH 3340/5340	International Health
PH 3720/5720	Environmental and Occupational Health Regulations
Sociology:	
SOC 3035/5035	Social Gerontology **
SOC 3086/5086	Medical Sociology **
Total Hours	21

* Course can be used to satisfy the Responsibility requirement in the UNIFI/General Education program.

** The following courses have additional prerequisites:
 ANTH 3102/5102 has prerequisite of SOC 1000 or ANTH 1002. SOC 1000 can be used to satisfy the Human Condition - Domestic requirement in the UNIFI/General Education program. ANTH 1002 can be used to satisfy the Human Condition - Global requirement in the UNIFI/General Education program.
 CRIM 3369 has prerequisite of SOC 1000 or SOC 1060; CRIM 2025. SOC 1000 can be used to satisfy the Human Condition (Domestic) requirement in the UNIFI/General Education program.
 PSYCH 3303/5303 has prerequisite of PSYCH 1001. PSYCH 1001 can be used to satisfy the Human Condition (Domestic) requirement in the UNIFI/General Education program.
 SOC 3035/5035 and SOC 3086/5086 have prerequisite of SOC 1000 or SOC 1060. SOC 1000 and SOC 1060 can be used to satisfy the Human Condition (Domestic) requirement in the UNIFI/General Education program.

Certificate in Business Of Health Care Administration for Non-Business Majors

The interdisciplinary Health Care Administration certificate for Non-Business majors includes courses which develop basic business skills for students desiring business careers in health care. Both nonprofit and for-profit health institutions such as clinics, hospitals, insurance companies, medical offices, and long-term care facilities require employees with business skills. Business professionals manage employees, manage finances, raise funds, reduce and manage risk, work with or for insurance companies, and seek ways to provide effective and cost-efficient care.

Required:	
Accounting:	
ACCT 2120	Principles of Financial Accounting 3
Economics:	
ECON 1031	Introduction to Business Economics 3
or ECON 1041	Principles of Macroeconomics
ECON 2140	Health Economics 3
Public Health and Education:	
PH 1101	Introduction to Public Health 3
or CAP 3160	Community and Public Health
PH 3640/5640	Worksite Health Promotion 3
Elective(s) from the following (select one if major or minor requires no economics; select two if major or minor requires economics): 3-6	
Anthropology:	
ANTH 3102/5102	Culture, Disease, and Healing *
Capstone courses:	
CAP 3173/RELS 3510/PHIL 3510	Bio-Medical Ethics
CAP 3194/RELS 3110/PHIL 3110	Perspectives on Death and Dying
Criminology:	
CRIM 3369	Drugs and Society *
Family Services:	
FAM SERV/GERO 3161	Families, Alzheimer's and Related Dementias
Finance:	
FIN 3050	Risk Management and Insurance
Gerontology:	
GERO/FAM SERV 2111	Families and End of Life Issues
GERO 4170/5170	Long Term Care Administration
Philosophy:	
PHIL/RELS 3110	Perspectives on Death and Dying
Political Science:	
POL AMER 1048	Current and Emerging Issues in Public Administration
Psychology:	
PSYCH 3303/5303	Health Psychology *
Public Health and Education:	
PH 2630	Aging and Health
PH 2620	Stress and Coping
PH 3320/5320	Global Service Mission
PH 2530	Introduction to Women's Health
PH 3330/5330	Minority Health
PH 3340/5340	International Health

College of Business

PH 3720/5720	Environmental and Occupational Health Regulations
Sociology:	
SOC 3035/5035	Social Gerontology *
SOC 3086/5086	Medical Sociology *
Total Hours	18-21

* The following courses have additional prerequisites: ANTH 3102/5102 has prerequisite of SOC 1000 or ANTH 1002. SOC 1000 or ANTH 1002 can be used to satisfy UNIFI/General Education requirements. CRIM 3369 has prerequisite of SOC 1000 or SOC 1060; CRIM 2025. SOC 1000 can be used to satisfy the Human Condition (Domestic) requirement in the UNIFI/General Education program. PSYCH 3303/5303 has prerequisite of PSYCH 1001. PSYCH 1001 can be used to satisfy the Human Condition (Domestic) requirement in the UNIFI/General Education program. SOC 3035/5035 and SOC 3086/5086 have prerequisite of SOC 1000 or SOC 1060. SOC 1000 or SOC 1060 can be used to satisfy the Human Condition (Domestic) requirement in the UNIFI/General Education program.

Certificate in International Business, Culture, and Language

The Certificate in International Business, Culture, and Language is available to College of Business students majoring in Accounting, Business Teaching, Economics, Finance, Management, Management Information Systems, Marketing, Real Estate, and Supply Chain Management and to students completing the General Business Concepts minor. The purpose of this certificate is to encourage students to seek language and cultural knowledge in order to build a foundation for understanding the global environment in which business operates. For more information students should contact UNIBusiness Advising, CBB 5. To enroll in this program students must declare their intent on a Declaration of Curriculum form. The form may be obtained in CBB 5.

International Business

MGMT 3189/5189	International Management	3
----------------	--------------------------	---

Cultural and Political Perspectives

Select one of the following:		3
------------------------------	--	---

Political Science:

POL INTL 1024	International Relations *
---------------	---------------------------

Geography:

GEOG 1110	Global Geography *
-----------	--------------------

Sociology:

SOC 1000	Introduction to Sociology *
----------	-----------------------------

Anthropology:

ANTH 1002	Introduction to Cultural Anthropology *
-----------	---

Philosophy and World Religions:

RELS 1020	Religions of the World *
-----------	--------------------------

RELS/PHIL 1540	Ethics in Business
----------------	--------------------

Foreign Language and History ⁺

Select one of the language options below: 9-15

Chinese (14-15 hours)

CHIN 1001	Elementary Chinese I **	4
CHIN 1002	Elementary Chinese II **	4

Select two of the following:

CHIN 1011	Intermediate Chinese I	4-5
RELS 2100	Great Living Religions: Hinduism and Buddhism	3
RELS 2110	Great Living Religions: Confucianism, Daoism, and Zen	3
HUM 3124	China *	3
POL COMP 3162	Politics of East Asia	3
HIST 4850/5850	Pre-Modern Chinese History	3
HIST 4860/5860	Modern Chinese History	3

French (12 hours)

FREN 1001	Introduction to French Language and Culture I **	3
-----------	--	---

FREN 1002	Introduction to French Language and Culture II **	3
-----------	---	---

Select two of the following:

FREN 2001	Intermediate French Language and Culture	3
FREN 2002	Composition	3
FREN 2012	Advanced Topics in French Conversation: _____	3

German (12 hours)

GER 1001	German Language and Culture I **	3
----------	----------------------------------	---

GER 1002	German Language and Culture II **	3
----------	-----------------------------------	---

Select two of the following:

ENGLISH/CAP 3148	The Holocaust in Literature and Film	3
HIST 4460/5460	History of Germany to 1648	3
HIST 4630/5630	History of Germany Since 1648	3

Spanish (12 hours)

SPAN 1001	Elementary Spanish I **	3
-----------	-------------------------	---

SPAN 1002	Elementary Spanish II **	3
-----------	--------------------------	---

Select two of the following:

HUM 3123	Latin America *	3
SPAN 2001	Intermediate Spanish	3
SPAN 2002	Oral and Written Spanish	3
SPAN 2053	Spanish for Special Purposes: _____	3
SPAN 3001	Advanced Writing ***	3
SPAN 3006	Spanish for Heritage Speakers ***	3

SPAN 3020	Latin American Culture and Civilization [^]	3
SPAN 3050/5050	Written Communication ***	3
SPAN 3052/5052	Contemporary Hispanic Culture	3-5
HIST 4720/5720	Modern Latin American History	3
POL COMP 3167	Latin American Politics	3

English (9 hours)****

Select one of the following: 3

HIST 1023	History of the United States	
POL AMER 1014	Power & Politics in the U.S. *	

Select two of the following:

ENGLISH 2520	Multicultural Literature	3
ENGLISH 2340	Survey of English Literature II: Romanticism to Post-Colonialism [^]	3
ENGLISH 2420	Survey of American Literature [^]	3
ENGLISH 4410/ RELS 4230/5230	Early American Literature [^]	3
ENGLISH 4420/5420	The American Renaissance [^]	3
ENGLISH 4445/5445	American Novel Since 1900 [^]	3
HIST 4235/5235	Popular Culture in the United States	3
HIST 4275/5275	United States Constitutional History	3
HIST 4240/5240	History of American Thought	3
HIST 4250/5250	Religion in America	3
RELS 3180	Religion and Politics: (Topics)	3

+ A student's native language cannot be used to meet the language requirement of the certificate.

* Credit hours in these UNIFI/General Education courses may be applied toward the completion of the UNIFI/General Education requirement and the completion of this certificate program.

** Students who received credit toward the foreign language competency requirement for UNI graduation from satisfactory performance in high school language courses or students who can pass an equivalency examination do not need to take these courses.

*** Students may choose only one of the following courses as an elective: SPAN 3001, SPAN 3006, or SPAN 3050/5050

**** Available only for students who are non-native English speakers.

[^] The following courses have additional prerequisites: SPAN 3020 has prerequisite of SPAN 3001 or SPAN 3006 or SPAN 3050/5050 or equivalent.

ENGLISH 2340 and ENGLISH 2420 have prerequisite or corequisite ENGLISH 2120.

ENGLISH 4410/5410, ENGLISH 4420/5420, and ENGLISH 4445/5445, have prerequisites ENGLISH 2120 or consent of instructor, and junior standing.

Summary

1. International Business	3
2. Cultural and Political Perspectives	3
3. Foreign Language and History *	9-15
Chinese: 14-15 hours	
French: 12 hours	
German: 12 hours	
Spanish: 12 hours	
English: 9 hours	
Total Hours	15-21

Expanded Career Option for Secondary Teacher Licensure

(Available to non-teaching business majors only.)

Majors in Accounting, Economics: Business Economics, Finance, Management, Management Information Systems, Marketing, Real Estate, and Supply Chain Management in the College of Business have the option of receiving secondary teaching licensure to teach Business All 5-12. A student may complete this option by taking the required licensing courses as general university electives. The total number of hours required for licensure will be 44. This will expand the student's program beyond the normal eight semesters. Specific licensure requirements and information about this expanded career option may be obtained from the College of Business.

Other Licensure Options

Additional vocational licensure is available in multi-occupations.

Business Teaching Major, B.A.

BA in Business Common Core

Objective 1: Students will demonstrate disciplinary content knowledge

1.1 Learners will demonstrate broad knowledge of the business disciplines

1.2 Learners will utilize a variety of instructional strategies to develop a deeper understanding of business content

1.3 Learners will plan instruction that supports every student in meeting rigorous learning goals

Objective 2: Students will use quantitative skills to aid business decision making

2.1 Learners will display a broad set of quantitative skills as applied to business decision making across a wide range of business disciplines

2.2 Learners will recognize when to apply linear programming, marginality, or decision theory models

Objective 3: Students will display communication skills

3.1 Learners will demonstrate strong written communication skills as required for a business major

3.2 Learners will demonstrate professional writing and oral skills needed for Business Teachers

College of Business

Objective 4: Students will be able to apply critical thinking skills

4.1 Learners will apply basic critical thinking skills as expected for all business majors

4.2 Learners will recognize tensions among alternative theses, differences of opinion, or alternative solutions to problems typically faced by Business Teachers

4.3 Learners will justify a position related to business teaching using context-specific rules/procedures of inquiry, and resulting evidence

Objective 5: Students will understand the work value expectations of contemporary organizations

5.1 Learners will identify ethical components in business situations

5.2 Learners will display other work values such as professional demeanor, quality of effort, dependability, attitude, and initiative

Master of Business Administration

Student Learning Objective 1: Professional Knowledge and Skills Graduates will demonstrate knowledge of current business practice and management techniques necessary to be effective in managing and leading the day-to-day operations of the organization, as well as scanning the business environment and strategically planning for the future.

Competency 1.1. Applies fundamentals of accounting, finance and economics

Competency 1.2. Applies fundamentals for managing business operations

Competency 1.3. Applies fundamentals of marketing management

Competency 1.4. Applies fundamentals of managing human resources

Competency 1.5. Applies fundamentals of data management and analysis for the organization

Competency 1.6. Applies strategic planning for the organization

Student Learning Objective 2: Critical Thinking Skills Graduates will demonstrate the critical thinking skills to address complex business issues, gather information, identify and evaluate a range of options, and make ethical, thoughtful choices among the alternatives.

Competency 2.1. Problem Identification—Identifies, summarizes (and appropriately reformulates) the key issues/ problem(s)/ work assignment

Competency 2.2. Comprehensive Approach - Integrates comprehensive and unbiased issue analysis using different perspectives, including multiple stakeholder perspectives and positions

Competency 2.3. Identifies and considers appropriate data, contexts, and assumptions relevant to the situation

Competency 2.4. Assesses and analyzes appropriate data/evidence using a set of appropriate of tools and methods

Competency 2.5. Identifies, assesses and evaluates alternate options

Competency 2.6. Identifies and assesses conclusions, implications, and consequences

Student Learning Objective 3: Problem Solving Skills Graduates will demonstrate the ability to use appropriate quantitative and qualitative tools and concepts throughout the problem solving process showing an appreciation for the interrelationships among the various business functions.

Competency 3.1. Identifies relevant business functional perspectives

Competency 3.2. Selects and applies appropriate tools

Competency 3.3. Interprets output

Competency 3.4. Recognizes limitations of tools used in analysis

Student Learning Objective 4: Teamwork Skills Graduates will demonstrate the ability to effectively participate as a team member, facilitate group processes, and manage team projects.

Individual Competencies:

Competency 4.1. Communication skills and task-related behaviors that support team participation

Competency 4.2. Facilitates group processes

Overall Team Competencies:

Competency 4.3. Efficiency in Team Project Management

Student Learning Objective 5: Communication Skills Graduates will demonstrate the professional written and oral communication skills necessary for effective management.

SLO 5A Written communication:

Competency 5.A.1. Focus of Work

Competency 5.A.2. Organization of work

Competency 5.A.3. Content Development

Competency 5.A.4. Language Style and Tone

Competency 5.A.5. Document design

Competency 5.A.6. Written language mechanics

SLO 5B Oral Communication:

Competency 5.B.1. Verbal and non-verbal delivery

Competency 5.B.2. Responsiveness to audience

Competency 5.B.3. Professional attire

Competency 5.B.4. Organization of the presentation

Competency 5.B.5. Use of presentation software and handouts.

Business Teaching Major, B.A. (College of Business, Interdepartmental)

This is a sample plan of study with a suggested sequencing of classes for the major. University electives may be applied to earn additional academic majors, minors, or certificates. Students should regularly meet with their academic advisor to plan their specific semester

schedule to include UNIFI/General Education program and/or university elective hours required.

Course	Title	Hour
Freshman		
Fall		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
STAT 1772	Introduction to Statistical Methods	3
ECON 1041	Principles of Macroeconomics	3
UNIFI/General Education or University Electives		9
Hours		15
Spring		
ECON 1051	Principles of Microeconomics	3
ECON 1011	Statistics for Business Analytics	3
UNIFI/General Education or University Electives		9
Hours		15
Sophomore		
Fall		
BUSINESS 2000	Business Professionals in Training	0
ACCT 2120	Principles of Financial Accounting	3
TEACHING 2017	Level 1 Field Experience: Exploring Teaching	1
EDPSYCH 2030	Dynamics of Human Development	3
ECON 2090	Decision Analytics	3
UNIFI/General Education or University Electives		6
Hours		16
Spring		
ACCT 2130	Principles of Managerial Accounting	3
MKTG 2110	Principles of Marketing	3
MGMT 2080	Introduction to Information Systems	3
SPED 3150	Meeting the Needs of Diverse Learners in Classrooms	2
UNIFI/General Education or University Electives		4
Hours		15
Junior		
Fall		
FIN 3130/5130	Corporate Finance	3
MGMT 3100	Legal and Social Environment of Business	3
BUSTEACH 2091	Introduction to Curriculum and Methods for Business Education	2
TEACHING 3128	Level 2 Field Experience: Lesson Planning and Instruction	1
EDPSYCH 3148	Learning and Motivation in Classroom Contexts	3
MEASRES 3150	Classroom Assessment	2
UNIFI/General Education or University Electives		2
Hours		16
Spring		
ENTR 3583/5583	Entrepreneurship	3
BUSTEACH 3191	Advanced Curriculum and Methods for Business Education	2

MGMT 3965/5965	Organizational Behavior	3
BUSTEACH 3117	Field Experience in Business Teaching	1
FIN 1040	Financial Skills for Smart Living	3
UNIFI/General Education or University Electives		5
Hours		17
Senior		
Fall		
SOCFOUND 3119	Schools and American Society	3
TEACHING 4170/5170	Human Relations: Awareness and Application	3
MGMT 2113	Business Communication	3
UNIFI/General Education or University Electives		5
Hours		14
Spring		
TEACHING 3138	Secondary School Teaching	12
Hours		12
Total Hours		120