The Wilson 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. ) (also listed in Interdisciplinary)

**Program Certificates**
- Business Fundamentals (p. 4) (graduate certificate)
- Business of Health Care Administration for Business Majors (p. 4) (also listed in Department of Economics and Department of Nursing & Public Health)
- Business of Health Care Administration for Non-Business Majors (p. 5) (also listed in Department of Economics and Department of Nursing & Public Health)
- CTE Information Technology-Teaching (p. 6)
- International Business, Culture, and Language (p. 6) (also listed in Department of Languages and Literatures)
- Managerial Analytics (p. 7) (graduate certificate)
- Strategic Leadership and Innovation (p. 8) (graduate certificate)

**Note:** Students majoring in Business Teaching must satisfy the Wilson 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 UNI Business Advising in the Wilson College of Business or at https://business.uni.edu/students/advising/university-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 Wilson College of Business admission requirements and any course prerequisites.

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

All students majoring in business must complete 50% of their major coursework in the Wilson College of Business at UNI. Major coursework would include any undergraduate, credit-bearing, graded course taught in the Wilson College of Business at UNI. Business courses taken at UNI as credit/no credit do not qualify. A minimum of 10 credits must be upper division (3000-4000 level courses). 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 Wilson College of Business limits the number of courses that can be counted towards major specific requirements across the College. The College will allow students to double count one major specific course between majors, with the following exceptions. These exceptions include major combinations which allow two double-counted courses:
- MIS/Business Analytics
- Real Estate/Finance: Financial Management or Investments
- Business Analytics/Economics: Business Economics

This guideline is not applicable to the business core. There are no limitations to the number of courses that can be double-counted towards minors and/or certificates within the College.

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

**Master of Business Administration Degree Program**

Graduate study in business at UNI is designed to qualify people for effective and innovative 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 plan of study prescribed for the degree is structured to develop graduates who will have acquired:

1. knowledge of current business practices 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.

The 10 MBA courses provide the opportunity to earn three stackable certificates: Fundamentals of Management Certificate, Business Analytics Certificate, and Business Leadership and Innovation Certificate.

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 30 semester hours to complete the program. A minimum of 12 hours of 6000-level course work is required.

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 MBA Program Office 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 Accounting for Business Management

Marketing:
MKTG 6170 Marketing Management

Management:
MGMT 6250 Business Strategy
MGMT 6252 Information Systems & Data Visualization
MGMT 6254 Business Intelligence
MGMT 6260 Leading People, Driving Success: Leadership and HR Management
MGMT 6262 Cross-Functional Operations
MGMT 6266 Innovative Thinking & Creative Problem Solving
MGMT 6272 Research and Analysis for Management Decisions

Finance:
FIN 6266 Financial Management and Markets

Total Hours 30

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
BUSINESS 2000 Business Professionals in Training

Business:
BUSTEACH 2091 Introduction to Curriculum and Methods for Business Education
BUSTEACH 3117 Field Experience in Business Teaching
BUSTEACH 3191 Advanced Curriculum and Methods for Business Education

Accounting:
ACCT 2120 Principles of Financial Accounting
ACCT 2130 Principles of Managerial Accounting

Marketing:
MKTG 2110 Principles of Marketing

Management:
MGMT 2080 Introduction to Information Systems
MGMT 2113 Business Communication
MGMT 3100 Legal and Social Environment of Business
MGMT 3965/5965 Organizational Behavior

Finance:
FIN 1040 Financial Skills for Smart Living
FIN 3130/5130 Corporate Finance

Economics:
ECON 1011 Statistics for Business Analytics *
ECON 2090 Decision Analytics *
ECON 1041 Principles of Macroeconomics
ECON 1051 Principles of Microeconomics

Mathematics:
STAT 1772 Introduction to Statistical Methods

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

International Experience:
BUSINESS 3169  International Experience  0

International Electives
Select one of the following:
Management:
MGMT 3161  Supply Chain and Purchasing
Marketing:
MKTG 4595  Internship-Marketing
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
Or any additional course listed within the international business core above.

Total Hours  18

* 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. This course may be substituted with any course involving collaboration on cross-border projects subject to approval of the Global Opportunities Coordinator.

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
International Business core:  12
Marketing:
MKTG 3178/5178  Global Trade Practices
or MKTG 3176/5171  Global Marketing
Management:
MGMT 3189/5189  International Management
Financial:
FIN 3032/5032  International Financial Management
Economics:
ECON 3249/5249  Economic Development

International Experience:
BUSINESS 3169  International Experience

International Electives
Select one of the following:
Management:
MGMT 3161  Supply Chain and Purchasing
Marketing:
MKTG 4595  Internship-Marketing
Financial:
FIN 3032/5032  International Financial Management
Economics:
ECON 3249/5249  Economic Development

International Business Minor
The international minor in International Business is available to Wilson College of Business students majoring in Accounting, Business Analytics, Business Teaching, Economics - Business Economics emphasis, Finance, Human Resource Management, 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.

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 3178/5178  Global Trade Practices
or MKTG 3176/5171  Global Marketing
Management:
MGMT 3189/5189  International Management
Financial:
FIN 3032/5032  International Financial Management
Economics:
ECON 3249/5249  Economic Development

International Experience:
BUSINESS 3169  International Experience

International Electives
Select one of the following:
Management:
MGMT 3161  Supply Chain and Purchasing
Marketing:
MKTG 4595  Internship-Marketing
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
Or any additional course listed within the international business core above.

Total Hours  18

* 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. This course may be substituted with any course involving collaboration on cross-border projects subject to approval of the Global Opportunities Coordinator.

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
International Business core:  15
Accounting:
ACCT 2120  Principles of Financial Accounting
Marketing:
MKTG 2110  Principles of Marketing
Management:
Wilson College of Business

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Hours</th>
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</thead>
<tbody>
<tr>
<td>MGMT 3100</td>
<td>Legal and Social Environment of Business</td>
<td></td>
</tr>
<tr>
<td>MGMT 3965/5965</td>
<td>Organizational Behavior</td>
<td></td>
</tr>
<tr>
<td>ECON 1031</td>
<td>Introduction to Business Economics</td>
<td></td>
</tr>
</tbody>
</table>

**International Business core** 9

Management:
- MGMT 3189/5189 International Management

International electives:
Select two from the following:

Marketing:
- MKTG 3163 Distribution and Logistics
- MKTG 3176/5176 Global Marketing
- MKTG 3178/5178 Global Trade Practices
- MKTG 4595 Internship-Marketing *

**International Experience** 0

<table>
<thead>
<tr>
<th>Business 3169</th>
<th>International Experience **</th>
</tr>
</thead>
</table>

**Total Hours** 27

* International section only.
**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. This course may be substituted with any course involving collaboration on cross-border projects subject to approval of the Global Opportunities Coordinator.


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 Wilson College of Business or the Office of the Registrar, which serves as the centralized registry.

**Business Fundamentals (graduate certificate)**

This graduate certificate is available to graduate students interested in fundamentals of management.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Hours</th>
</tr>
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<tbody>
<tr>
<td>FIN 6266</td>
<td>Financial Management and Markets</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 6030</td>
<td>Accounting for Business Management</td>
<td>3</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 6250</td>
<td>Business Strategy</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 6272</td>
<td>Research and Analysis for Management Decisions</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Hours** 12

**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 Community and Public Health 3
- 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 Introduction to Public Administration

**Electives (two of the following):** 6

**Anthropology:**
- ANTH 3102/5102 Culture, Disease, and Healing **

**Capstone courses:**
- CAP 3173/REL 3510/PHIL 3510 Bio-Medical Ethics
- CAP 3194/REL 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:
- GER0/FAM SERV 2111: Families and End of Life Issues
- GER0 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: Health of Vulnerable Populations
- 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
  - or ECON 1051: Principles of Microeconomics
- 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):**
- 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 *

#### Economics:
- ECON 1001: Economics of Social Issues

#### Family Services:
- FAM SERV/GERO 3161: Families, Alzheimer's and Related Dementias

#### Finance:
- FIN 3050: Risk Management and Insurance

#### Gerontology:
- GER0/FAM SERV 2111: Families and End of Life Issues
- GER0 4170/5170: Long Term Care Administration

#### Philosophy:
- PHIL/RELS 3110: Perspectives on Death and Dying

#### Political Science:
- POL AMER 1048: Introduction to 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  Health of Vulnerable Populations  
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 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 CTE Information Technology-Teaching  
The Career and Technical Education (CTE) Information Technology endorsement is required for educators that teach computer science (and other related computer fields) and use this course in a Perkins program of study.  
This certificate is available to secondary teaching majors. The CTE coursework is not required if the educator holds another career and technical endorsement.  
Completion of this certificate leads to endorsement 279 - 5-12 CTE Information Technology.  
Required:  
CS ED 1320  Fundamentals of Programming 3  
CS ED 2310  Foundational Concepts in Computer Science 3  
CS ED 3310/5310  Teaching and Learning Programming 3  
CS ED 3320/5320  Data Structures and Algorithms 3  
CS ED 4330/5330  Methods for Teaching Computer Science 3  
CTE 4110/5110  Methods for Career and Technical Education 2  
CTE 4140/5140  Foundations of Career and Technical Education 2  
CTE 4130/5130  Curriculum Design for Career and Technical Education 2  
Total Hours 21  

Certificate in International Business, Culture, and Language  
The Certificate in International Business, Culture, and Language is available to Wilson College of Business students majoring in Accounting, Business Analytics, Business Teaching, Economics, Finance, Human Resource Management, 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 Wilson College of Business 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  Hinduism and Buddhism 3  
RELS 2110  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)
<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>FREN 1001</td>
<td>Introduction to French Language and Culture I **</td>
<td>3</td>
</tr>
<tr>
<td>FREN 1002</td>
<td>Introduction to French Language and Culture II **</td>
<td>3</td>
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</table>

Select two of the following:

<table>
<thead>
<tr>
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<th>Course Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>FREN 2001</td>
<td>Intermediate French Language and Culture</td>
<td>3</td>
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<tr>
<td>FREN 2002</td>
<td>Composition</td>
<td>3</td>
</tr>
<tr>
<td>FREN 2012</td>
<td>Advanced Topics in French Conversation: ____</td>
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**German (12 hours)**

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<th>Course Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>GER 1001</td>
<td>German Language and Culture I **</td>
<td>3</td>
</tr>
<tr>
<td>GER 1002</td>
<td>German Language and Culture II **</td>
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Select two of the following:

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<tr>
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<th>Course Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>ENGLISH/CAP 3148</td>
<td>The Holocaust in Literature and Film</td>
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<tr>
<td>HIST 4460/5460</td>
<td>History of Germany to 1648</td>
<td>3</td>
</tr>
<tr>
<td>HIST 4630/5630</td>
<td>History of Germany Since 1648</td>
<td>3</td>
</tr>
</tbody>
</table>

**Spanish (12 hours)**

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<tr>
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<th>Course Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>SPAN 1001</td>
<td>Elementary Spanish I **</td>
<td>3</td>
</tr>
<tr>
<td>SPAN 1002</td>
<td>Elementary Spanish II **</td>
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Select two of the following:

<table>
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<tbody>
<tr>
<td>HUM 3123</td>
<td>Latin America *</td>
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<tr>
<td>SPAN 2001</td>
<td>Intermediate Spanish</td>
<td>3</td>
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<tr>
<td>SPAN 2002</td>
<td>Oral and Written Spanish</td>
<td>3</td>
</tr>
<tr>
<td>SPAN 2053</td>
<td>Spanish for Special Purposes: ____</td>
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<th>Credit Hours</th>
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</thead>
<tbody>
<tr>
<td>SPAN 3001</td>
<td>Advanced Writing ***</td>
<td>3</td>
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<tr>
<td>SPAN 3006</td>
<td>Spanish for Heritage Speakers **</td>
<td>3</td>
</tr>
<tr>
<td>SPAN 3020</td>
<td>Latin American Culture and Civilization</td>
<td>3</td>
</tr>
<tr>
<td>SPAN 3050/5050</td>
<td>Written Communication ***</td>
<td>3</td>
</tr>
<tr>
<td>SPAN 3052/5052</td>
<td>Contemporary Hispanic Culture</td>
<td>3-5</td>
</tr>
<tr>
<td>HIST 4720/5720</td>
<td>Modern Latin American History</td>
<td>3</td>
</tr>
<tr>
<td>POL COMP 3167</td>
<td>Latin American Politics</td>
<td>3</td>
</tr>
</tbody>
</table>

**English (9 hours)****

Select one of the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>HIST 1023</td>
<td>History of the United States</td>
<td>3</td>
</tr>
<tr>
<td>POL AMER 1014</td>
<td>Power &amp; Politics in the U.S. *</td>
<td>3</td>
</tr>
</tbody>
</table>

Select two of the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGLISH 2520</td>
<td>Multicultural Literature</td>
<td>3</td>
</tr>
<tr>
<td>ENGLISH 2340</td>
<td>Survey of English Literature II: Romantics to Post-Colonialism</td>
<td>3</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGLISH 2420</td>
<td>Survey of American Literature ^</td>
<td>3</td>
</tr>
<tr>
<td>ENGLISH 4410/ RELS 4230/5230</td>
<td>Early American Literature ^</td>
<td>3</td>
</tr>
<tr>
<td>ENGLISH 4420/5420</td>
<td>The American Renaissance ^</td>
<td>3</td>
</tr>
<tr>
<td>ENGLISH 4445/5445</td>
<td>American Novel Since 1900 ^</td>
<td>3</td>
</tr>
<tr>
<td>HIST 4235/5235</td>
<td>Popular Culture in the United States</td>
<td>3</td>
</tr>
<tr>
<td>HIST 4275/5275</td>
<td>United States Constitutional History</td>
<td>3</td>
</tr>
<tr>
<td>HIST 4240/5240</td>
<td>History of American Thought</td>
<td>3</td>
</tr>
<tr>
<td>HIST 4250/5250</td>
<td>Religion in America</td>
<td>3</td>
</tr>
<tr>
<td>RELS 3180</td>
<td>Religion and Politics: (Topics)</td>
<td>3</td>
</tr>
</tbody>
</table>

Note: + 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

**Managerial Analytics (graduate certificate)**

This graduate certificate is available to graduate students interested in managerial analytics.

Required:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 6252</td>
<td>Information Systems &amp; Data Visualization</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 6254</td>
<td>Business Intelligence</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 6262</td>
<td>Cross-Functional Operations</td>
<td>3</td>
</tr>
</tbody>
</table>
Strategic Leadership and Innovation (graduate certificate)
This graduate certificate is available to graduate students interested in people management.

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 6170</td>
<td>Marketing Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 6250</td>
<td>Business Strategy</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 6260</td>
<td>Leading People, Driving Success: Leadership and HR Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 6266</td>
<td>Innovative Thinking &amp; Creative Problem Solving</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Hours: 12

Expanded Career Option for Secondary Teacher Licensure
(Available to non-teaching business majors only.)

Majors in Accounting, Business Analytics, Economics: Business Economics, Finance, Human Resource Management, Management, Management Information Systems, Marketing, Real Estate, and Supply Chain Management in the Wilson 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 Wilson College of Business.

Other Licensure Options
Additional vocational licensure is available in multi-occupations.