Department of Management

(Wilson College of Business)

business.uni.edu/management

The Department of Management offers the following programs:

Undergraduate Majors (B.A.)

- Business Analytics (p. 1)
- Human Resource Management (p. 2)
- Management (p. 2)
- Management Information Systems (p. 3)
- Supply Chain Management (p. 4)

Minors

- General Business Concepts (p. 5)
- Organizational Leadership (p. 5)

Note: Students majoring in Management, Management Information Systems (MIS) and Supply Chain Management 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 UNIBusiness Advising in the Wilson 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 one of these areas and be classified as a prospective (pre)major. Pre-Management or Pre-MIS 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.

Management, MIS and Supply Chain Management 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. Management, MIS and Supply Chain Management majors minoring within the Wilson College of Business must select minors designated for business majors. Management majors may not minor in Organizational Leadership. 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. 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 Management Department 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 UNIBusiness Advising (CBB 5) in the Wilson College of Business.

Bachelor of Arts Degree Programs

Business Analytics

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

Required Business Core

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSINESS 1000 Introduction Seminar for Business Professionals</td>
<td>0</td>
</tr>
<tr>
<td>BUSINESS 2000 Business Professionals in Training</td>
<td>0</td>
</tr>
<tr>
<td>Accounting</td>
<td></td>
</tr>
<tr>
<td>ACCT 2120 Principles of Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 2130 Principles of Managerial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>Marketing</td>
<td></td>
</tr>
<tr>
<td>MKTG 2110 Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>Management</td>
<td></td>
</tr>
<tr>
<td>MGMT 2080 Introduction to Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3100 Legal and Social Environment of Business</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3154 Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3965/5965 Organizational Behavior</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 4175 Strategic Management *</td>
<td>3</td>
</tr>
<tr>
<td>Finance</td>
<td></td>
</tr>
<tr>
<td>FIN 3130/5130 Corporate Finance</td>
<td>3</td>
</tr>
<tr>
<td>Economics</td>
<td></td>
</tr>
<tr>
<td>ECON 1011 Statistics for Business Analytics</td>
<td>3</td>
</tr>
</tbody>
</table>

* Strategic Management at the 4000 level.
## Human Resource Management Major

The Human Resource Management major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

### Required Business Core:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 2090</td>
<td>Decision Analytics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 1041</td>
<td>Principles of Macroeconomics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 1051</td>
<td>Principles of Microeconomics</td>
<td>3</td>
</tr>
<tr>
<td>STAT 1772</td>
<td>Introduction to Statistical Methods</td>
<td>3</td>
</tr>
</tbody>
</table>

### Management

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 2032</td>
<td>Business Application Development I</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 2036</td>
<td>Business Analytics Fundamentals</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3120</td>
<td>Database Management and Theory</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3121</td>
<td>Advanced Business Analytics</td>
<td>3</td>
</tr>
</tbody>
</table>

### Marketing

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 3116</td>
<td>Marketing Analytics</td>
<td></td>
</tr>
</tbody>
</table>

### Total Hours: 60

* The rest of the business core must be completed before MGMT 4175 is taken.

## Management Major

The Management major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

### Required Business Core:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSINESS 1000</td>
<td>Introductory Seminar for Business Professionals</td>
<td>0</td>
</tr>
<tr>
<td>BUSINESS 2000</td>
<td>Business Professionals in Training</td>
<td>0</td>
</tr>
</tbody>
</table>

### Accounting

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 2120</td>
<td>Principles of Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 2130</td>
<td>Principles of Managerial Accounting</td>
<td>3</td>
</tr>
</tbody>
</table>

### Marketing

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 2110</td>
<td>Principles of Marketing</td>
<td>3</td>
</tr>
</tbody>
</table>

### Management

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 2080</td>
<td>Introduction to Information Systems</td>
<td>3</td>
</tr>
</tbody>
</table>

### Total Hours: 60

* The rest of the business core must be completed before MGMT 4175 is taken.
Management:
MGMT 2080  Introduction to Information Systems  3
MGMT 3100  Legal and Social Environment of Business  3
MGMT 3154  Operations Management  3
MGMT 3965/5965  Organizational Behavior  3
MGMT 4175  Strategic Management *  3
Finance:
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

Emphasis requirements (choose one area of emphasis)  18

Total Hours  60

* The rest of the business core must be completed before MGMT 4175 is taken.

Emphases
Business Administration

Required
MGMT 3163  Creative Problem Solving  3
MGMT 3189/5189  International Management  3

Choose three electives:  9

Management:
MGMT 3101  Business Law
MGMT 2113  Business Communication
MGMT 3145  Information Systems Applications
MGMT 3155  Human Resource Management
MGMT 3185  Project Management
MGMT 3166  Six Sigma and Lean Consulting Methodology
MGMT 3905/5905  Employment and Labor Law
MGMT 3965/5966  Staffing and Employee Development
MGMT 3974/5974  Business, Ethics, and Society
MGMT 3984/5984  Dynamics of Negotiations

Marketing and Entrepreneurship:
ENTR 3583/5583  Entrepreneurship

Choose one other elective:  3

Upper-level (3000/4000-level or ECON 2132 or MGMT 2113) course from Accounting, Economics, Finance, Marketing & Entrepreneurship (exceptions listed below) OR another 3-hour Management elective from above.

Exceptions (the following are NOT approved elective options):
ACCT 3055  VITA: Individual Income Tax Preparation
ACCT 3090  Internship -- Accounting
ACCT 3092/5092  Special Problems -- Accounting
ACCT 3094  Individual Readings
ACCT 3179  Cooperative Education in Accounting
ACCT 4080  FAR Review
ACCT 4084  Auditing Review
ECON 3179  Cooperative Education in Economics
ECON 4380/5380  Directed Research in Economics
FIN 3080  Special Problems
FIN 3179  Cooperative Education in Finance
MKTG 3179  Cooperative Education in Marketing
MKTG 4198  Independent Study
MKTG 4595  Internship-Marketing

Organizational Leadership

Required:
Management:
MGMT 3155  Human Resource Management  3
MGMT 3183  Leadership Skills  3
MGMT 3974/5974  Business, Ethics, and Society  3
MGMT 3984/5984  Dynamics of Negotiations  3

Plus 6 hours to be selected from the following courses:  6
MGMT 3163  Creative Problem Solving
MGMT 3185  Project Management
MGMT 3189/5189  International Management

Marketing and Entrepreneurship:
ENTR 3583/5583  Entrepreneurship

Footnote: Management majors are allowed to double major with either Supply Chain Management, Business Analytics, or Management Information Systems with five additional classes (i.e., only one class is allowed to double count for both majors). A student majoring in Management major cannot double major in Human Resource Management.

Management Information Systems Major

The Management Information Systems major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required business core
Business Administration, Interdepartmental:
BUSINESS 1000  Introductory Seminar for Business Professionals  0
Supply Chain Management Major

The Supply Chain Management major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required Business Core:
Business Administration, Interdepartmental:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 2032</td>
<td>Business Application Development I</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 2034</td>
<td>Business Application Development II</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3112</td>
<td>Systems Analysis and Design</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3120</td>
<td>Database Management and Theory</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3125</td>
<td>Information Systems Development Projects</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3140</td>
<td>Information Systems Management</td>
<td>3</td>
</tr>
</tbody>
</table>

**Required Courses**

Management:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 3161</td>
<td>Supply Chain and Purchasing</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3167</td>
<td>Global Supply Chain Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3168</td>
<td>Supply Chain Modeling and Analytics</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 3163</td>
<td>Distribution and Logistics</td>
<td>3</td>
</tr>
</tbody>
</table>

Electives: Select two of the following:

Management:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 3166</td>
<td>Six Sigma and Lean Consulting Methodology</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3185</td>
<td>Project Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3189</td>
<td>International Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3974</td>
<td>Business, Ethics, and Society</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3984</td>
<td>Dynamics of Negotiations</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Hours 60

* The rest of the business core must be completed before MGMT 4175 is taken.

** These courses have additional prerequisites as follows:
MKTG 2110 has prerequisite of ECON 1031 or ECON 1041.
** The rest of the business core must be completed before MGMT 4175 is taken.

Note: Supply Chain Management majors are allowed to double major with Business Analytics, Management Information Systems,
or Management: Organizational Leadership, Management: Business Administration, or Management: Human Resource Management with five additional classes (i.e., only one class is allowed to double count for both majors).

Supply Chain Management Majors are allowed to earn an Organizational Leadership minor with four additional classes (i.e., no classes are allowed to double count for the Supply Chain Management major and the Organizational Leadership minor).

Minors
General Business Concepts Minor

<table>
<thead>
<tr>
<th>Required</th>
<th>ACCT 2120 Principles of Financial Accounting</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG 2110 Principles of Marketing</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>Management</td>
<td>MGMT 2080 Introduction to Information Systems</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>MGMT 3100 Legal and Social Environment of Business</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>MGMT 3965/5965 Organizational Behavior</td>
<td>3</td>
</tr>
<tr>
<td>Economics</td>
<td>ECON 1031 Introduction to Business Economics</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>or equivalent</td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON 1011 Statistics for Business Analytics</td>
<td>3</td>
</tr>
<tr>
<td>Mathematics</td>
<td>STAT 1772 Introduction to Statistical Methods</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Hours 24


Organizational Leadership Minor

This minor is intended for Wilson College of Business students who would like to supplement the specialized education of their major with an intensive program that develops the thinking, communication, and interpersonal skills they need to be successful as managers and leaders during their careers. Program enrollment is limited to students with a Wilson College of Business major other than Management.

<table>
<thead>
<tr>
<th>Required</th>
<th>MGMT 3155 Human Resource Management</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>MGMT 3183 Leadership Skills</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>MGMT 3974/5974 Business, Ethics, and Society</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>MGMT 3984/5984 Dynamics of Negotiations</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Hours 12

Note: A student majoring in the Human Resource Management major can not double major in Management. A student majoring in Human Resource Management can minor in Organizational Leadership.

Business Analytics, B.A.
BA in BUSINESS ANALYTICS

Objective 1: Learners will demonstrate disciplinary content knowledge.

- Outcome 1.1. Learners will demonstrate broad knowledge of the business disciplines.
- Outcome 1.2. Learners will plan and design interactive programs using pseudocode or flow charts using input, process, and output methodology.
- Outcome 1.3. Learners will define and use variables and different data types (such as string, float, and integers) for program data storage.
- Outcome 1.4. Learners will describe and implement decision structures and repetitive structures.
- Outcome 1.5. Learners will create database objects and write simple and complex SQL queries for a relational database.
- Outcome 1.6. Learners will use techniques for descriptive, predictive, and prescriptive analytics.

Objective 2: Learners will display analytical skills to aid in business decision-making.

- Outcome 2.1. Learners will display a broad set of quantitative skills.
- Outcome 2.2. Learners will display appropriate use of relevant technology/software.
- Outcome 2.3. Learners will describe and use different types of mathematical, logical, and relational operators for mathematical computations.

Objective 3: Learners will display strong communication skills.

- Outcome 3.1. Learners will demonstrate strong written communication skills required for a business major.
- Outcome 3.2. Learners will be able to use tools for creating visualizations based on different methodologies; interpret and communicate the essential aspects of data analysis.

Objective 4: Learners will be able to apply critical thinking skills.

- Outcome 4.1. Learners can resolve syntax, run-time, and logic errors.
- Outcome 4.2. Learners will be able to use tools for creating visualizations based on different methodologies; interpret and communicate the essential aspects of data analysis.

Objective 5: Learners will be able to identify and ready to exhibit strong work values in contemporary organizations.

- Outcome 5.1. Learners will identify ethical components in business situations.
- Outcome 5.2. Learners will display strong work values associated with professionalism, collaborative work, and DEI.
Human Resource Management, B.A.
BA in HUMAN RESOURCES MANAGEMENT

Objective 1: Learners will demonstrate disciplinary content knowledge.

Outcome 1.1. Learners will demonstrate broad knowledge of Human Resources Management.

Outcome 1.2. Learners will apply staffing, employee development, compensation, and performance management activities that promote organizational effectiveness.

Objective 2: Learners will display analytical skills to aid in business decision-making.

Outcome 2.1. Learners will display a broad set of quantitative skills.

Outcome 2.2. Learners will display appropriate use of relevant technology/software.

Outcome 2.3. Learners will use inductive/deductive reasoning to interpret quantitative data to reach appropriate conclusions accurately.

Objective 3: Learners will display strong communication skills.

Outcome 3.1. Learners will accurately summarize material, both orally and in writing.

Outcome 3.2. Learners will justify or explain a position or claim.

Outcome 3.3. Learners will display appropriate negotiation skills.

Objective 4: Learners will be able to apply critical thinking skills.

Outcome 4.1. Learners will apply critical thinking skills to solve complex people problems at work.

Objective 5: Learners will be able to identify and ready to exhibit strong work values in contemporary organizations.

Outcome 5.1. Learners will identify ethical components in business situations.

Outcome 5.2. Learners will display strong work values associated with professionalism, collaborative work, and DEI.

Management: Business Administration, B.A.
BA in MANAGEMENT: BUSINESS ADMINISTRATION

Objective 1: Learners will demonstrate disciplinary content knowledge.

Outcome 1.1. Learners will demonstrate broad knowledge of the business disciplines.

Outcome 1.2. Learners will apply planning and organizational activities that promote organizational effectiveness.

Outcome 1.3. Learners will apply foundational knowledge for the development of leadership, teamwork, and communication skills.

Objective 2: Learners will display analytical skills to aid in business decision-making.

Outcome 2.1. Learners will display a broad set of quantitative skills.

Outcome 2.2. Learners will display appropriate use of relevant technology/software.

Outcome 2.3. Learners will use inductive/deductive reasoning to interpret quantitative data to reach appropriate conclusions accurately.

Objective 3: Learners will display strong communication skills.

Outcome 3.1. Learners will clearly, politely request information or assistance (i.e., prepare an email to request a testing accommodation).

Outcome 3.2. Learners will justify or explain a position or claim (i.e., orally defend a decision about a short case/situation).

Objective 4: Learners will be able to apply critical thinking skills.

Outcome 4.1. Learners will apply critical thinking skills to solve complex people problems at work.

Objective 5: Learners will be able to identify and ready to exhibit strong work values in contemporary organizations.

Outcome 5.1. Learners will identify ethical components in business situations.

Outcome 5.2. Learners will display strong work values associated with professionalism, collaborative work, and DEI.

Management: Organizational Leadership, B.A.
BA in MANAGEMENT: ORGANIZATIONAL LEADERSHIP

Objective 1: Learners will demonstrate disciplinary content knowledge.

Outcome 1.1. Learners will demonstrate broad knowledge of the business disciplines.

Outcome 1.2. Learners will apply planning and organizational activities that promote organizational effectiveness.

Outcome 1.3. Learners will apply foundational knowledge for the development of leadership, teamwork, and communication skills.
Outcome 3.1. Learners will clearly, politely request information or assistance (i.e., prepare an email to request a testing accommodation).

Outcome 3.2. Learners will justify or explain a position or claim (i.e., orally defend a decision about a short case/situation).

**Objective 4: Learners will be able to apply critical thinking skills.**

Outcome 4.1. Learners will apply critical thinking skills to solve complex people problems at work.

**Objective 5: Learners will be able to identify and ready to exhibit strong work values in contemporary organizations.**

Outcome 5.1. Learners will identify ethical components in business situations.

Outcome 5.2. Learners will display strong work values associated with professionalism, collaborative work, and DEI.

**Management Information Systems, B.A.**

**BA in MANAGEMENT INFORMATION SYSTEMS**

**Objective 1: Learners will demonstrate disciplinary content knowledge.**

Outcome 1.1. Learners will demonstrate broad knowledge of the business disciplines.

Outcome 1.2. Learners will plan and design interactive programs using pseudocode or flow charts using input, process, and output methodology.

Outcome 1.3. Learners will define and use variables and different data types (such as string, float, and integers) for program data storage.

Outcome 1.4. Learners will describe and implement decision structures and repetitive structures.

Outcome 1.5. Learners will create database objects and write simple and complex SQL queries for a relational database.

Outcome 1.6. Learners will describe and implement tools and methods used in the development of information systems.

**Objective 2: Learners will display analytical skills to aid in business decision-making.**

Outcome 2.1. Learners will display a broad set of quantitative skills.

Outcome 2.2. Learners will display appropriate use of relevant technology/software.

**Objective 3: Learners will display strong communication skills.**

Outcome 3.1. Learners will use tools for creating visualizations based on different methodologies; interpret and communicate the essential aspects of data analysis.

**Objective 4: Learners will be able to apply critical thinking skills.**

Outcome 4.1. Learners can resolve syntax, run-time, and logic errors.

**Objective 5: Learners will be able to identify and ready to exhibit strong work values in contemporary organizations.**

Outcome 5.1. Learners will identify ethical components in business situations.

Outcome 5.2. Learners will display strong work values associated with professionalism, collaborative work, and DEI.

**Supply Chain Management, B.A.**

**BA in SUPPLY CHAIN MANAGEMENT**

**Objective 1: Learners will demonstrate disciplinary content knowledge.**

Outcome 1.1. Learners will demonstrate broad knowledge of the business disciplines.

Outcome 1.2. Learners will deploy SCM tools to support organizations.

Outcome 1.3. Learners will explain, perform, and manage the process of product and service development.

**Objective 2: Learners will display analytical skills to aid in business decision-making.**

Outcome 2.1. Learners will display a broad set of quantitative skills.

Outcome 2.2. Learners will display appropriate use of relevant technology/software.

**Objective 3: Learners will display strong communication skills.**

Outcome 3.1. Learners will demonstrate the professional writing skills needed for the management of internal and external stakeholders.

Outcome 3.2. Learners will use professional language for communicating with supply chain clients.

**Objective 4: Learners will be able to apply critical thinking skills.**

Outcome 4.1. Learners will apply critical thinking skills to solve complex supply chain, operations, and project management problem.

**Objective 5: Learners will be able to identify and ready to exhibit strong work values in contemporary organizations.**

Outcome 5.1. Learners will identify ethical components in business situations.

Outcome 5.2. Learners will display strong work values associated with professionalism, collaborative work, and DEI.

**Business Analytics, B.A.**

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.
Department of Management

### Freshman

#### Fall
- **BUSINESS 1000** Introductory Seminar for Business Professionals 0
- **ECON 1041** Principles of Macroeconomics 3
- **STAT 1772** Introduction to Statistical Methods 3
- **UNIFI/General Education or University Electives** 9

#### Hours 15

#### Spring
- **ENGLISH 1005** College Writing and Research 3
- **ECON 1051** Principles of Microeconomics 3
- **ECON 1011** Statistics for Business Analytics 3
- **UNIFI/General Education or University Electives** 6

#### Hours 15

### Sophomore

#### Fall
- **MGMT 2080** Introduction to Information Systems 3
- **ACCT 2120** Principles of Financial Accounting 3
- **BUSINESS 2000** Business Professionals in Training 0
- **UNIFI/General Education or University Electives** 9

#### Hours 15

#### Spring
- **ACCT 2130** Principles of Managerial Accounting 3
- **ECON 2090** Decision Analytics 3
- **MKTG 2110** Principles of Marketing 3
- **UNIFI/General Education or University Electives** 6

#### Hours 15

### Junior

#### Fall
- **MGMT 2032** Business Application Development I 3
- **MGMT 3965/5965** Organizational Behavior 3
- **MGMT 3100** Legal and Social Environment of Business 3
- **UNIFI/General Education or University Electives** 6

#### Hours 15

#### Spring
- **FIN 3130/5130** Corporate Finance 3
- **MGMT 2036** Business Analytics Fundamentals 3
- **MGMT 3154** Operations Management 3
- **UNIFI/General Education or University Electives** 6

#### Hours 15

### Senior

#### Fall
- **MGMT 3121** Advanced Business Analytics 3
- **MGMT 3120** Database Management and Theory 3
- **UNIFI/General Education or University Electives** 9

#### Hours 15

#### Spring
- **ECON 3371** Economic and Business Forecasting 3

#### Hours 3