

# Economics B.A.

## Economics Major

The B.A. Economics 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 Administration, Interdepartmental:		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
BUSINESS 2000	Business Professionals in Training	0
Economics:		
ECON 1041	Principles of Macroeconomics*	3
ECON 1051	Principles of Microeconomics	3
ECON 2112	Intermediate Microeconomic Theory**	3
ECON 2122	Intermediate Macroeconomic Theory**	3
ECON 3373/5373	Introduction to Econometrics	3
Mathematics:		
STAT 1772	Introduction to Statistical Methods*	3
Emphasis requirements (students choose only one area of emphasis)		21-42
<b>Total Hours</b>		<b>39-60</b>

\* Course will also satisfy the Quantitative Reasoning requirement in the UNIFI/General education program.

\*\*It is recommended that either ECON 2112 or ECON 2122 be taken before taking other advanced courses in economics.

### Emphases:

#### 1. General Economics

##### Required

Economics:		
ECON 1011	Statistics for Business Analytics	3
Select one of the following.		
ENGLISH 1005	College Writing and Research	3
ENGLISH 2015	Introduction to Writing Studies	
PHIL 1050	The Art of Critical Thinking and Writing	
UNIV 1010	First-Year Cornerstone: Integrated Communication II	

Economics Electives:		
Elective: 3000/4000-level economics course		3
Electives: 1000/2000/3000/4000-level economics courses (except ECON 1011, ECON 1031, and ECON 2090)		9

Select one of the following		3
Accounting:		
ACCT 2120	Principles of Financial Accounting	
Economics:		
any 1000/2000/3000/4000-level economics course (except ECON 1011, ECON 1031, and ECON 2090)		
Geography:		
GEOG 3110	Economic Geography	
Management:		
MGMT 2080	Introduction to Information Systems	
MGMT 3100	Legal and Social Environment of Business	
MGMT 3101	Business Law	
Marketing:		
MKTG 2110	Principles of Marketing	
Political Science:		
POLSCI 1048	Introduction to Public Administration	
POLSCI 2147	Law, Politics, and Society	
POLSCI 3119	Politics of the Global Economy	
POLSCI 3125	Politics of International Development	
<b>Total Hours</b>		<b>21</b>

#### 2. Quantitative Techniques

##### Required

Mathematics:		
MATH 1420	Calculus I	4
MATH 1421	Calculus II	4
MATH 2422	Calculus III	4
MATH 2500	Linear Algebra for Applications	3
MATH 2900	Discrete and Argumentative Mathematics	3
MATH 3752/5752	Introduction to Probability	3
Economics Electives:		
Elective: 3000/4000-level economics course		3
Electives: 1000/2000/3000/4000-level economics courses (except ECON 1011, ECON 1031, and ECON 2090)		9
Select two of the following		6-7
Accounting:		
ACCT 2120	Principles of Financial Accounting	
Computer Science:		
CS 1510	Introduction to Computing	
Economics:		

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any 1000/2000/3000/4000-level economics course (except ECON 1011, ECON 1031, and ECON 2090)	
English Literature and Language	
ENGLISH 1005	College Writing and Research
Finance	
FIN 3130	Corporate Finance
Management	
MGMT 2080	Introduction to Information Systems
Marketing	
MKTG 2110	Principles of Marketing
Philosophy:	
PHIL 1030	Elementary Logic
PHIL 1050	The Art of Critical Thinking and Writing
<b>Total Hours</b>	<b>39-40</b>

### 3. Business Economics

Students who select this emphasis must satisfy the Wilson College of Business admission requirements before they can officially declare their major. For more information on these policies, check with your advisor in the Office of Professional Distinction in CBB 5. Prior to completion of the admission requirements, students may sign an intent to major in Economics/Business Economics and be classified as a prospective (pre)major. Enrollment in upper division (3000/4000-level) business courses requires satisfactory completion of the Wilson College of Business admission requirements and any course prerequisites.

#### Required business core

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 3100	Legal and Social Environment of Business 3
or ACCT 3075	Legal and Ethical Concepts for Accountants
MGMT 3154	Operations Management 3
MGMT 3965/5965	Organizational Behavior 3
MGMT 4175	Strategic Management 3
Finance:	
FIN 3130	Corporate Finance 3
Economics:	
ECON 2090	Decision Analytics 3
ECON 1011	Statistics for Business Analytics 3
<b>Economics Electives:</b>	
Elective: 3000/4000-level economics course	3

Electives: 1000/2000/3000/4000-level economics courses (except ECON 1011, ECON 1031, and ECON 2090)	6
<b>Total Hours</b>	<b>42</b>

### 4. Applied Economic Analysis

REQUIRES COMPLETION OF A MATHEMATICS MAJOR, ANY EMPHASIS

#### Required

Accounting:	
ACCT 2120	Principles of Financial Accounting 3
Management:	
MGMT 2080	Introduction to Information Systems 3
Finance:	
FIN 3130	Corporate Finance 3
FIN 3160	Principles of Investments 3
Select one of the following: 3	
FIN 3050	Risk Management and Insurance
FIN 4065/5065	Fixed Income Analysis
FIN 3135	Intermediate Financial Management
Economics Electives:	
Elective: 3000/4000-level economics course	3
Elective: 1000/2000/3000/4000-level economics course (except ECON 1011, ECON 1031, and ECON 2090)	3
<b>Total Hours</b>	<b>21</b>

## Four-Year Plan

### Economics: General, 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.

Course	Title	Hour
<b>Freshman</b>		
<b>Fall</b>		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
ECON 1041	Principles of Macroeconomics	3
UNIFI/General Education or University Electives		9
ENGLISH 1005, ENGLISH 2015, PHIL 1050, or UNIV 1010		3
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
ECON 1051	Principles of Microeconomics	3
STAT 1772	Introduction to Statistical Methods	3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>15</b>

**Sophomore**

<b>Fall</b>		
ECON 1011	Statistics for Business Analytics	3
ECON 2112	Intermediate Microeconomic Theory	3
UNIFI/General Education or University Electives		12
<b>Hours</b>		<b>18</b>

**Spring**

BUSINESS 2000	Business Professionals in Training	0
ECON 2122	Intermediate Macroeconomic Theory	3
UNIFI/General Education or University Electives		12
<b>Hours</b>		<b>15</b>

**Junior**

<b>Fall</b>		
BUSINESS 3000	Intermediate Professional Skills: (topic)	0
ECON xxxx Economics Elective		3
UNIFI/General Education or University Electives		12
<b>Hours</b>		<b>15</b>

**Spring**

ECON 3373/5373	Introduction to Econometrics	3
ECON xxxx Economics Elective		3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>15</b>

**Senior**

<b>Fall</b>		
ECON xxxx Economics Elective		3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>12</b>

**Spring**

Additional Elective (see major requirements for a list of options)		3
ECON xxxx Economics Elective		3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>15</b>

**Total Hours** 120

**Economics: Quantitative Techniques, 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.

Course	Title	Hour
<b>Freshman</b>		
<b>Fall</b>		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
ENGLISH 1005	College Writing and Research	3
ECON 1041	Principles of Macroeconomics	3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
ECON 1051	Principles of Microeconomics	3

STAT 1772	Introduction to Statistical Methods	3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>15</b>

**Sophomore**

<b>Fall</b>		
ECON 2112	Intermediate Microeconomic Theory	3
MATH 1420	Calculus I	4
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>16</b>

**Spring**

BUSINESS 2000	Business Professionals in Training	0
ECON 2122	Intermediate Macroeconomic Theory	3
MATH 1421	Calculus II	4
MATH 2500	Linear Algebra for Applications	3
UNIFI/General Education or University Electives		5
<b>Hours</b>		<b>15</b>

**Junior**

<b>Fall</b>		
Additional Elective (see major requirements for a list of options)		3
MATH 2422	Calculus III	4
ECON xxxx Economics Elective		3
UNIFI/General Education or University Electives		5
<b>Hours</b>		<b>15</b>

**Spring**

BUSINESS 3000	Intermediate Professional Skills: (topic)	0
ECON 3373/5373	Introduction to Econometrics	3
MATH 3752/5752	Introduction to Probability	3
ECON xxxx Economics Elective		3
MATH 2900	Discrete and Argumentative Mathematics	3
UNIFI/General Education or University Electives		3
<b>Hours</b>		<b>15</b>

**Senior**

<b>Fall</b>		
ECON xxxx Electives in Economics		3
UNIFI/General Education or University Electives		11
<b>Hours</b>		<b>14</b>

**Spring**

ECON xxxx Economics Elective		3
Additional Elective (see major requirements for a list of options)		3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>15</b>
<b>Total Hours</b>		<b>120</b>

**Economics: Business Economics, 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.

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Course	Title	Hour
<b>Freshman</b>		
<b>Fall</b>		
ENGLISH 1005	College Writing and Research	3
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		6
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
ECON 1011	Statistics for Business Analytics	3
ECON 1051	Principles of Microeconomics	3
UNIFI/General Education or University Electives		9
<b>Hours</b>		<b>15</b>
<b>Sophomore</b>		
<b>Fall</b>		
ECON 2112	Intermediate Microeconomic Theory	3
ACCT 2120	Principles of Financial Accounting	3
MGMT 2080	Introduction to Information Systems	3
UNIFI/General Education or University Electives		6
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
BUSINESS 2000	Business Professionals in Training	0
ECON 2090	Decision Analytics	3
ECON 2122	Intermediate Macroeconomic Theory	3
ACCT 2130	Principles of Managerial Accounting	3
UNIFI/General Education or University Electives		6
<b>Hours</b>		<b>15</b>
<b>Junior</b>		
<b>Fall</b>		
FIN 3130	Corporate Finance	3
ECON xxxx Economics Elective		3
MGMT 3965/5965	Organizational Behavior	3
MGMT 3154	Operations Management	3
UNIFI/General Education or University Electives		3
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
MKTG 2110	Principles of Marketing	3
MGMT 3100	Legal and Social Environment of Business	3
ECON 3373/5373	Introduction to Econometrics	3
UNIFI/General Education or University Electives		6
<b>Hours</b>		<b>15</b>
<b>Senior</b>		
<b>Fall</b>		
ECON xxxx Economics Elective		3
UNIFI/General Education or University Electives		12
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
MGMT 4175	Strategic Management	3
ECON xxxx Economics Elective		3

UNIFI/General Education or University Electives	9
<b>Hours</b>	<b>15</b>
<b>Total Hours</b>	<b>120</b>

## Economics: Applied Economics Analysis, B.A.

REQUIRES COMPLETION OF A MATHEMATICS MAJOR, ANY EMPHASIS

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
<b>Freshman</b>		
<b>Fall</b>		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
ENGLISH 1005	College Writing and Research	3
STAT 1772	Introduction to Statistical Methods	3
ECON 1041	Principles of Macroeconomics	3
UNIFI/General Education or Required Courses for Mathematics Major/Electives		6
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
ECON 1051	Principles of Microeconomics	3
MGMT 2080	Introduction to Information Systems	3
UNIFI/General Education or Required Courses for Mathematics Major/Electives		9
<b>Hours</b>		<b>15</b>
<b>Sophomore</b>		
<b>Fall</b>		
ECON 2112	Intermediate Microeconomic Theory	3
ACCT 2120	Principles of Financial Accounting	3
UNIFI/General Education or Required Courses for Mathematics Major/Electives		9
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
BUSINESS 2000	Business Professionals in Training	0
ECON 2122	Intermediate Macroeconomic Theory	3
UNIFI/General Education or Required Courses for Mathematics Major/Electives		12
<b>Hours</b>		<b>15</b>
<b>Junior</b>		
<b>Fall</b>		
FIN 3130	Corporate Finance	3
ECON xxxx Economics Elective		3
UNIFI/General Education or Required Courses for Mathematics Major/Electives		9
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
FIN 3160	Principles of Investments	3
ECON 3373/5373	Introduction to Econometrics	3

UNIFI/General Education or Required Courses for Mathematics Major/Electives		9
<b>Hours</b>		<b>15</b>
<b>Senior</b>		
<b>Fall</b>		
ECON xxxx Economics Elective		3
UNIFI/General Education or Required Courses for Mathematics Major/Electives		12
<b>Hours</b>		<b>15</b>
<b>Spring</b>		
BUSINESS 3000	Intermediate Professional Skills: (topic)	0
Finance Elective: FIN 3050 (160:162), FIN 3065 (160:157g), or FIN 3135 (160:161)		3
UNIFI/General Education or Required Courses for Mathematics Major/Electives		12
<b>Hours</b>		<b>15</b>
<b>Total Hours</b>		<b>120</b>

## Learning Outcomes

### ECONOMICS: GENERAL, B.A.

- **Objective 1: Students will demonstrate disciplinary content knowledge**
  - 1.1 Learners will demonstrate broad knowledge of the business disciplines.
  - 1.2 Learners will calculate the opportunity cost of an action.
  - 1.3 Learners will evaluate the effects of changes in supply and/or demand on market equilibrium price and quantity.
- **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 test hypotheses, interpret the results, and apply the results in making decisions.
  - 2.3 Learners will test for, analyze, and interpret the relationship between two or more variables.
- **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 accurately summarize material, both orally and in writing.
- **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 construct a conclusion, or solution, following appropriate reasoning and evaluation of 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.

### ECONOMICS: APPLIED ECONOMICS ANALYSIS, B.A.

- **Objective 1: Students will demonstrate disciplinary content knowledge**
  - 1.1 Learners will demonstrate broad knowledge of the business disciplines.
  - 1.2 Learners will calculate the opportunity cost of an action.
  - 1.3 Learners will evaluate the effects of changes in supply and/or demand on market equilibrium price and quantity.
- **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 test hypotheses, interpret the results, and apply the results in making decisions.
  - 2.3 Learners will test for, analyze, and interpret the relationship between two or more variables.
- **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 accurately summarize material, both orally and in writing.
- **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 construct a conclusion, or solution, following appropriate reasoning and evaluation of 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.

### ECONOMICS: BUSINESS ECONOMICS, B.A.

- **Objective 1: Students will demonstrate disciplinary content knowledge.**
  - 1.1 Learners will demonstrate broad knowledge of the business disciplines.
  - 1.2 Learners will calculate the opportunity cost of an action.
  - 1.3 Learners will evaluate the effects of changes in supply and/or demand on market equilibrium price and quantity.
- **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 test hypotheses, interpret the results, and apply the results in making decisions.
  - 2.3 Learners will test for, analyze, and interpret the relationship between two or more variables.
- **Objective 3: Students will display communication skills**

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- **3.1** Learners will demonstrate strong written communication skills as required for a business major.
- **3.2** Learners will accurately summarize material, both orally and in writing.
- **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 construct a conclusion, or solution, following appropriate reasoning and evaluation of 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.

## ECONOMICS: QUANTITATIVE TECHNIQUES, B.A.

- **Objective 1: Students will demonstrate disciplinary content knowledge**
  - **1.1** Learners will demonstrate broad knowledge of the business disciplines.
  - **1.2** Learners will calculate the opportunity cost of an action.
  - **1.3** Learners will evaluate the effects of changes in supply and/or demand on market equilibrium price and quantity.
- **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 test hypotheses, interpret the results, and apply the results in making decisions.
  - **2.3** Learners will test for, analyze, and interpret the relationship between two or more variables.
- **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 accurately summarize material, both orally and in writing.
- **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 construct a conclusion, or solution, following appropriate reasoning and evaluation of 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.

## Policies

1. A student must complete ECON 1041, ECON 1051, ECON 2112, and ECON 2122 with at least a C- in each course whether taken at UNI or an institution from which transfer credit for these courses is accepted; must earn a 2.20 cumulative grade point average at UNI; must earn an overall 2.20 grade point average in business designated courses taken at UNI.
2. ECON 1011 may not be used toward Economics major or minor elective credit.
3. ECON 2090 counts toward an Economics major **only** in the Business Economics emphasis and does not count toward the minor.
4. ECON 1031 does not count toward the Economics major or minor.
5. ECON 1041 and ECON 1051 are minimum prerequisites for all 2000/3000/4000-level courses, except ECON 2090, ECON 2140, ECON 3125, ECON 3217/5217, ECON 3231/5231, and ECON 3371.
6. It is recommended that ECON 2112 and ECON 2122 be taken before other advanced courses in Economics.
7. Not more than one emphasis may be declared in economics.
8. 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). Economics: General Economics, Quantitative Techniques, and Applied Economics are excluded from these guidelines.

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.

Enrollment in upper division (3000/4000-level) business courses requires satisfactory completion of the Wilson College of Business admission requirements and any course prerequisites. A copy of the Wilson College Policies may be obtained at <https://business.uni.edu/students/advising/uni-college-business-policies>.

## Related Programs

- Management B.A.
- Mathematics B.A.