

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION  
ACCOUNTING CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

Competencies			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
Distribution Sequences (18-20 credits)			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
Distribution Electives (15 credits)			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
Humanities (Division I)			
_____	_____	_____	_____
_____	_____	_____	_____
Science/Mathematics (Division II)			
*	MAT	108	Finite Mathematics
			OR
*	MAT	208	Business Calculus
_____	_____	_____	_____
Social Sciences (Division III)			
*	SOC	201	Introduction to Sociology
*	ECO	201	Prin. of Macroeconomics
_____	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
		<b>WRITING (W)</b>	_____

**COURSES IN MAJOR (57 credits total)**

**Major Core Courses (33 credits)**

BUS	170	Intro to Business	3 _____
ACC	106	Financial Accounting	3 _____
ACC	202	Managerial Accounting	3 _____
MGT	332	Organizational Behavior	3 _____
MKT	241N	Principles of Marketing	3 _____
BUS	252	Business Law I	3 _____
FIN	322	Financial Management	3 _____
MIS	201	Introduction to Information Systems	3 _____
ODS	362	Quantitative Analysis	3 _____
ODS	433	Operations and Logistics Mgt.	3 _____
BUS	470	Business Policy and Strategy	3 _____

**SUPPORT COURSES (6 credits total)**

ECO	202	Prin. of Microeconomics	3 _____
ITC	_____	_____	_____

**Major Concentration Courses (24 credits)**

ACC	300	Intermediate Accounting I	3 _____
ACC	301	Intermediate Accounting II	3 _____
ACC	304N	Federal Taxation	3 _____
ACC	364	Accounting Informations Systems	3 _____
ACC	400	Advanced Accounting	3 _____
ACC	407	Auditing Theory & Practice	3 _____

**And choose two of these Concentration Electives:**

ECO	302	Intern. Microeconomics	3 _____
ACC	306	Cost Accounting	3 _____
ACC	350	Forensic Accounting	3 _____
ACC	414N	Advanced Federal Taxation	3 _____
ACC	417	Accounting Theory Seminar	3 _____
ACC	418	Law for Accountants	3 _____
ACC	420N	Acctg. for Gov. & Non-Profit Entities	3 _____
+	ACC	485	Accounting Internship

**+ FREE ELECTIVES or MINOR (9 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation.

_____	_____	_____
_____	_____	_____
_____	_____	_____

\* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

+ No more than 55 (57 in Accounting) credits, including free electives and/or minor, may be taken in the School of Business. Courses offered by the Economics Department do not count in this 55 credit limitation.

† Students wishing to register for ACC 485 must obtain the permission of the Department Chairperson.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Effective:9/09

**Salem State College**

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION  
FINANCE CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

Competencies			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
Distribution Sequences (18-20 credits)			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
Distribution Electives (15 credits)			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
Humanities (Division I)			
_____	_____	_____	_____
_____	_____	_____	_____
Science/Mathematics (Division II)			
*	MAT	108	Finite Mathematics
			OR
*	MAT	208	Business Calculus
			3 _____
_____	_____	_____	_____
Social Sciences (Division III)			
*	SOC	201	Introduction to Sociology
*	ECO	201	Prin. of Macroeconomics
			3 _____
			3 _____
_____	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
		<b>WRITING (W)</b>	_____

**COURSES IN MAJOR (54 credits total)**

**Major Core Courses (33 credits)**

BUS	170	Intro to Business	3	_____
ACC	106	Financial Accounting	3	_____
ACC	202	Managerial Accounting	3	_____
MGT	332	Organizational Behavior	3	_____
MKT	241N	Principles of Marketing	3	_____
BUS	252	Business Law I	3	_____
FIN	322	Financial Management	3	_____
MIS	201	Introduction to Information Systems	3	_____
ODS	362	Quantitative Analysis	3	_____
ODS	433	Operations and Logistics Mgt.	3	_____
BUS	470	Business Policy and Strategy	3	_____

**SUPPORT COURSES (6 credits total)**

ECO	202	Prin. of Microeconomics	3	_____
ITC	_____	_____	_____	_____

**Concentration Courses (21 credits)**

FIN	409	Intermediate Financial Mgt.	3	_____
FIN	450	International Finance	3	_____
FIN	466	Investment and Security Analysis	3	_____
FIN	469	Finance Seminar	3	_____

**And choose three of these Concentration Electives**

ECO	301	Interm. Macroeconomics	3	_____	
ECO	302	Interm. Microeconomics	3	_____	
FIN	323A	Financial Institutions Management	3	_____	
FIN	423A	Entrepreneurial Finance	3	_____	
FIN	464	Real Estate	3	_____	
FIN	468	Adv. Financial Analysis	3	_____	
†	FIN	485	Finance Internship	3	_____

**+ FREE ELECTIVES or MINOR (12 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation.

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

\* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

+ No more than 55 (57 in Accounting) credits, including free electives and/or minor, may be taken in the School of Business. Courses offered by the Economics Department do not count in this 55 credit limitation.

† Students wishing to register for FIN 485 must obtain the permission of the Department Chairperson.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION  
ACCOUNTING AND FINANCE CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

Competencies			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
Distribution Sequences (18-20 credits)			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
Distribution Electives (15 credits)			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
Humanities (Division I)			
_____	_____	_____	_____
_____	_____	_____	_____
Science/Mathematics (Division II)			
*	MAT	108	Finite Mathematics _____
		OR	
*	MAT	208	Business Calculus 3 _____
_____	_____	_____	_____
Social Sciences (Division III)			
*	SOC	201	Introduction to Sociology 3 _____
*	ECO	201	Prin. of Macroeconomics 3 _____
_____	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
<b>WRITING (W)</b>	_____		_____

**COURSES IN MAJOR (54 credits total)**

**Major Core Courses (33 credits)**

BUS	170	Intro to Business	3 _____
ACC	106	Financial Accounting	3 _____
ACC	202	Managerial Accounting	3 _____
MGT	332	Organizational Behavior	3 _____
MKT	241N	Principles of Marketing	3 _____
BUS	252	Business Law I	3 _____
FIN	322	Financial Management	3 _____
MIS	201	Introduction to Information Systems	3 _____
ODS	362	Quantitative Analysis	3 _____
ODS	433	Operations and Logistics Mgt.	3 _____
BUS	470	Business Policy and Strategy	3 _____

**SUPPORT COURSES (6 credits total)**

ECO	202	Prin. of Microeconomics	3 _____
ITC	_____	_____	_____

**Major Concentration Courses (21 credits total)**

ACC	300	Intermediate Accounting I	3 _____
ACC	301	Intermediate Accounting II	3 _____
FIN	409	Intermediate Financial Mgt.	3 _____
FIN	466	Investment and Security Analysis	3 _____
FIN	468	Advanced Securities Analysis	3 _____

**And choose two of these Concentration Electives:**

ACC	304N	Federal Taxation	3 _____
ACC	350	Forensic Accounting	3 _____
ACC	364	Accounting Informational Systems	3 _____
ACC	414N	Advanced Federal Taxation	3 _____
FIN	423A	Entrepreneurial Finance	3 _____
FIN	450	International Finance	3 _____
FIN	464	Real Estate	3 _____
†	ACC	485	Accounting Internship 3 _____
†	FIN	485	Finance Internship 3 _____

**+ FREE ELECTIVES or MINOR (12 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation.

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

\* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

† Students can take ACC 485 or FIN 485 but not both. Students wishing to register for ACC 485 or FIN 485 must obtain the permission of the Dept. Chairperson.

+ No more than 55 credits (57 in Accounting), including free electives and/or minor, may be taken in the School of Business. Courses offered by the Economics Department do not count in this 55 credit limitation.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Effective:9/09

**Salem State College**

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION  
ENTREPRENEURSHIP CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

<b>Competencies</b>			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
<b>Distribution Sequences (18-20 credits)</b>			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
<b>Distribution Electives (15 credits)</b>			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
<b>Humanities (Division I)</b>			
_____	_____	_____	_____
_____	_____	_____	_____
<b>Science/Mathematics (Division II)</b>			
*	MAT	108	Finite Mathematics
			OR
*	MAT	208	Business Calculus
			3 _____
_____	_____	_____	_____
<b>Social Sciences (Division III)</b>			
*	SOC	201	Intro. to Sociology
*	ECO	201	Principles of Macroeconomics
			3 _____
_____	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
		<b>WRITING (W)</b>	_____

**COURSES IN MAJOR (54 credits total)**

**Major Core Courses (33 credits)**

BUS	170	Intro to Business	3	_____
ACC	106	Financial Accounting	3	_____
ACC	202	Managerial Accounting	3	_____
MGT	332	Organizational Behavior	3	_____
MKT	241N	Principles of Marketing	3	_____
BUS	252	Business Law I	3	_____
FIN	322	Financial Management	3	_____
MIS	201	Introduction to Information Systems	3	_____
ODS	362	Quantitative Analysis	3	_____
ODS	433	Operations and Logistics Mgt.	3	_____
BUS	470	Business Policy and Strategy	3	_____

**SUPPORT COURSES (6 credits total)**

ECO	202	Principles of Microeconomics	3	_____
ITC	_____	_____	3	_____

**Major Concentration Courses (21 credits)**

**Take one of the following (3 credits):**

MGT	337	Small Business Management	3	_____
MGT	350	Introduction to Entrepreneurship	3	_____

**And take one of the following (3 credits):**

BUS	563	Princ. & Meth. of Bus. Res.	3	_____
MGT	420	Business Plan Development	3	_____

**And take all of the following (9 credits):**

FIN	423A	Entrepreneurial Finance	3	_____
†	MGT	485	Internship in Management	3
MKT	347	Guerrilla Marketing	3	_____

**And choose two of these Concentration Electives:**

BUS	340	Doing Business on the Internet	3	_____
BUS	352	Business Law II	3	_____
BUS	370	International Business	3	_____
COM	350	Introduction to Public Relations	3	_____
FIN	464	Real Estate	3	_____
MGT	330	Human Resource Management	3	_____
MGT	231	Mgmt. Theory and Pract.	3	_____
MGT	335	Family Firm management	3	_____
MGT	349	Management. of Diversity in Organizations	3	_____
MGT	403	Leadership in Management	3	_____
MGT	445	Conflict Res. & Neg Skills for Managers	3	_____
MKT	343	Advertising	3	_____
MKT	344	Retailing	3	_____
MKT	342	Consumer Behavior	3	_____

**+ FREE ELECTIVES or MINOR (12 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation.

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

\* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

+ No more than 55 credits, including free electives and/or minor, may be taken in the School of Business.

† Students wishing to register for MGT 485 must obtain permission of Department Chairperson in terms of course requirements and amount of credit hours to be granted.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Effective:9/09

**Salem State College**

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION  
HOSPITALITY MANAGEMENT CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

<b>Competencies</b>			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
<b>Distribution Sequences (18-20 credits)</b>			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
<b>Distribution Electives (15 credits)</b>			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
<b>Humanities (Division I)</b>			
_____	_____	_____	_____
_____	_____	_____	_____
<b>Science/Mathematics (Division II)</b>			
*	MAT	108	Finite Math OR
*	MAT	208	Business Calculus
_____	_____	_____	_____
<b>Social Sciences (Division III)</b>			
*	SOC	201	Introduction to Sociology
*	ECO	201	Principles of Macroeconomics
_____	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
		<b>WRITING (W)</b>	_____

**COURSES IN MAJOR (54 credits total)**

<b>Major Core Courses (33 credits)</b>			
BUS	170	Intro to Business	3 _____
ACC	106	Financial Accounting	3 _____
ACC	202	Managerial Accounting	3 _____
MGT	332	Organizational Behavior	3 _____
MKT	241N	Principles of Marketing	3 _____
BUS	252	Business Law I	3 _____
FIN	322	Financial Management	3 _____
MIS	201	Introduction to Information Systems	3 _____
ODS	362	Quantitative Analysis	3 _____
ODS	433	Operations and Logistics Mgt.	3 _____
BUS	470	Business Policy and Strategy	3 _____

**SUPPORT COURSES (6 credits total)**

ECO	202	Principles of Microeconomics	3 _____
ITC	_____	_____	3 _____

**Major Concentration Courses (21 credits)**

ACC	275	Accounting for the Hospitality Industry	3 _____
HRI	201	Hotel Operations Management	3 _____
HRI	204	Food and Beverage Management	3 _____
HRI	500	Internship	3 _____
MKT	320	Hospitality Marketing and Sales	3 _____

**And choose two of these Concentration Electives:**

BUS	370	International Business	3 _____
HRI	350	Human Res. Manage. in the Hospitality Indus.	3 _____
HRI	352	Hospitality Law	3 _____
FIN	375	Hospitality Finance & Development	3 _____
HRI	450	Meetings, Conferences & Conventions	3 _____
HRI	475	Casino Operations and Management	3 _____
MGT	337	Small Business Management	3 _____
MGT	420	Business Plan Development	3 _____

**+ FREE ELECTIVES or MINOR (12 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation.

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

\* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

+ No more than 55 credits, including free electives and/or minor, may be taken in the School of Business.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Effective: 9/09

**Salem State College**

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION**

**HUMAN RESOURCE MANAGEMENT CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

Competencies			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
Distribution Sequences (18-20 credits)			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
Distribution Electives (15 credits)			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
Humanities (Division I)			
_____	_____	_____	_____
_____	_____	_____	_____
Science/Mathematics (Division II)			
*	MAT	108	Finite Mathematics
			OR
*	MAT	208	Business Calculus
_____	_____	_____	_____
Social Sciences (Division III)			
*	SOC	201	Intro. to Sociology
*	ECO	201	Principles of Macroeconomics
_____	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
		<b>WRITING (W)</b>	_____

**COURSES IN MAJOR (54 credits total)**

**Major Core Courses (33 credits)**

BUS	170	Intro to Business	3 _____
ACC	106	Financial Accounting	3 _____
ACC	202	Managerial Accounting	3 _____
MGT	332	Organizational Behavior	3 _____
MKT	241N	Principles of Marketing	3 _____
BUS	252	Business Law I	3 _____
FIN	322	Financial Management	3 _____
MIS	201	Introduction to Information Systems	3 _____
ODS	362	Quantitative Analysis	3 _____
ODS	433	Operations and Logistics Mgt.	3 _____
BUS	470	Business Policy and Strategy	3 _____

**SUPPORT COURSES (6 credits total)**

ECO	202	Principles of Microeconomics	3 _____
ITC	_____	_____	_____

**Major Concentration Courses (21 credits)**

BUS	370	International Business	3 _____
MGT	301	Employment Law for Business	3 _____
MGT	330	Human Resource Management	3 _____
MGT	231	Mgmt. Theory and Practice	3 _____
MGT	442	Labor/Management Relations	3 _____

**And choose two of these Concentration Electives:**

BUS	563	Princ. & Methods of Bus. Res.	3 _____
MGT	333	Compensation & Benefits Management	3 _____
MGT	345	International Human Resource Management	3 _____
MGT	349	Management of Diversity in Organizations	3 _____
MGT	403	Leadership in Management	3 _____
MGT	415	Employee Training/Develop in Organizations	3 _____
MGT	445	Conflict Resolution and Management	3 _____
MGT	472	International Management	3 _____
MGT	473	Adv. Topics in Hum. Res. Mgt.	3 _____
MGT	475	Interpersonal Rel. for Managers	3 _____
†	MGT	485	Internship in Management
	PSY	326	Industrial/Organizational Psychology
	SOC	352	Sociology of Organizations
	SPC	215	Intercultural Communication

**+ FREE ELECTIVES or MINOR (12 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation.

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

9 These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

+ No more than 55 credits, including free electives and/or minor, may be taken in the School of Business.

† Students wishing to register for MGT 485 must obtain permission of Department Chairperson in terms of course requirements and amount of credit hours to be granted.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Effective:9/09

**Salem State College**

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION**

**INTERNATIONAL BUSINESS CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

**COURSES IN MAJOR (51 credits total)**

Competencies			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
Distribution Sequences (18-20 credits)			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
Distribution Electives (15 credits)			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
Humanities (Division I)			
_____	_____	_____	_____
_____	_____	_____	_____
Science/Mathematics (Division II)			
*	MAT	108	Finite Mathematics
		OR	
*	MAT	208	Business Calculus
	_____	_____	3 _____
	_____	_____	_____
Social Sciences (Division III)			
*	SOC	201	Intro. to Sociology
*	ECO	201	Principles of Macroeconomics
	_____	_____	3 _____
	_____	_____	3 _____
	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
		<b>WRITING (W)</b>	_____

**Major Core Courses (33 credits)**

BUS	170	Intro to Business	3	_____
ACC	106	Financial Accounting	3	_____
ACC	202	Managerial Accounting	3	_____
MGT	332	Organizational Behavior	3	_____
MKT	241N	Principles of Marketing	3	_____
BUS	252	Business Law I	3	_____
FIN	322	Financial Management	3	_____
MIS	201	Introduction to Information Systems	3	_____
ODS	362	Quantitative Analysis	3	_____
ODS	433	Operations and Logistics Mgt.	3	_____
BUS	470	Business Policy and Strategy	3	_____

**SUPPORT COURSES (6 credits total)**

ECO	202	Principles of Microeconomics	3	_____
ITC	_____	_____	_____	_____

**Major Concentration Courses (18 credits)**

BUS	370	International Business	3	_____
BUS	473	Export/Import Management	3	_____
MGT	472	International Management	3	_____

**And choose three of these Concentration Electives:**

BUS	400	Business Institute	3	_____
BUS	563	Princ. and Methods of Business Research	3	_____
COM	335	Writing for Corporations	3	_____
ECO	301	Intermediate Macroeconomics	3	_____
ECO	306	Comparative Economic Studies	3	_____
ECO	312	International Trade	3	_____
ECO	313	Economic Development	3	_____
ENG	402	Business Writing	3	_____
FIN	450	International Finance	3	_____
GPH	110	World Regions	3	_____
GPH	251	Cultural Geography	3	_____
GPH	360	Globalization-Geographies of Global Change	3	_____
MGT	345	International Human Resource Management	3	_____
MGT	337	Small Business Management	3	_____
MGT	349	Management. of Diversity in Organizations	3	_____
MGT	445	Conflict Resolution and Management	3	_____
MGT	420	Business Plan Development	3	_____
MKT	445	International Marketing	3	_____
†	MGT	485	Internship in Management	_____
ODS	470	Global Operations Management	3	_____
POL	251	International Politics	3	_____
POL	271	Intro. to Comparative Politics	3	_____
POL	354	International Organizations	3	_____
POL	360	International Political Economy	3	_____
POL	379	Pol and Modernization of Develop Countries	3	_____
SPC	215	Intercultural Communications	3	_____
‡	_____	_____	_____	_____
‡	_____	_____	_____	_____
‡	_____	_____	_____	_____

\* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

+ No more than 55 credits, including free electives and/or minor, may be taken in the School of Business.

‡ Up to 9 credits of Foreign Language.

† Students wishing to register for MGT 485 must obtain permission of Department Chairperson in terms of course requirements and amount of credit hours to be granted.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION  
MANAGEMENT CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

Competencies			
<input type="checkbox"/>		Basic College Math	
<input type="checkbox"/>		Reading Comprehension	
<input type="checkbox"/>		Computer Literacy	
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
<b>Distribution Sequences (18-20 credits)</b>			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
<b>Distribution Electives (15 credits)</b>			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
<b>Humanities (Division I)</b>			
_____	_____	_____	_____
_____	_____	_____	_____
<b>Science/Mathematics (Division II)</b>			
*	MAT	108	Finite Mathematics
		OR	
*	MAT	208	Business Calculus
			3 _____
<b>Social Sciences (Division III)</b>			
*	SOC	201	Intro. to Sociology
*	ECO	201	Principles of Macroeconomics
			3 _____
			3 _____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
		<b>WRITING (W)</b>	_____

**COURSES IN MAJOR (54 credits total)**

**Major Core Courses (33 credits)**

BUS	170	Intro to Business	3 _____
ACC	106	Financial Accounting	3 _____
ACC	202	Managerial Accounting	3 _____
MGT	332	Organizational Behavior	3 _____
MKT	241N	Principles of Marketing	3 _____
BUS	252	Business Law I	3 _____
FIN	322	Financial Management	3 _____
MIS	201	Introduction to Information Systems	3 _____
ODS	362	Quantitative Analysis	3 _____
ODS	433	Operations and Logistics Mgt.	3 _____
BUS	470	Business Policy and Strategy	3 _____

**SUPPORT COURSES (6 credits total)**

ECO	202	Prin. of Microeconomics	3 _____
ITC	_____	_____	3 _____

**Major Concentration Courses (21 credits)**

BUS	370	International Business	3 _____
MGT	231	Mgmt. Theory and Pract.	3 _____
MGT	330	Human Resource Management	3 _____

**And choose four of these Concentration Electives:**

BUS	340	Doing Business on the Internet	3 _____
BUS	352	Business Law II	3 _____
BUS	400	Business Institute	3 _____
BUS	473	Export & Import Management	3 _____
BUS	563	Prin. & Meth. of Bus. Research	3 _____
FIN	464	Real Estate	3 _____
MGT	301	Employment Law for Business	3 _____
MGT	337	Small Business Management	3 _____
MGT	345	International Human Resource Mgt.	3 _____
MGT	349	Management. of Diversity in Organizations	3 _____
MGT	375	Corporate Social Responsibility	3 _____
MGT	445	Conflict Resolution and Management	3 _____
MGT	403	Leadership in Mgt.	3 _____
MGT	420	Business Plan Development.	3 _____
MGT	442	Labor/Mgt. Relations	3 _____
MGT	471	Management Seminar	3 _____
MGT	472	International Management	3 _____
MGT	473	Advanced Topics/Human Resources Mgt.	3 _____
MGT	475	Interpers. Rel. for Mgrs.	3 _____
MGT	480	Hosp/Health Care Administration	3 _____
†	MGT	485	Internship in Management
	POL	315	Public Administration
			3 _____

**+ FREE ELECTIVES or MINOR (12 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation

\_\_\_\_\_

\* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

+ No more than 55 credits, including free electives and/or minor, may be taken in the School of Business.

† Students wishing to register for MGT 485 must obtain permission of Department Chairperson in terms of course requirements and amount of credit hours to be granted.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Effective:9/09

**Salem State College**

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
FIRE SCIENCE ADMINISTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

Competencies			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
Distribution Sequences (18-20 credits)			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
Distribution Electives (15 credits)			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
Humanities (Division I)			
_____	_____	_____	_____
_____	_____	_____	_____
Science/Mathematics (Division II)			
*	MAT	108 Finite Mathematics	_____
		OR	
*	MAT	208 Business Calculus	3 _____
_____	_____	_____	_____
Social Sciences (Division III)			
*	ECO	200 Princ. & Prob. of Economics	3 _____
*	SOC	201 Intro. to Sociology	3 _____
_____	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b> _____ <b>DIVERSITY (V)</b> _____ <b>WRITING (W)</b> _____			

**COURSES IN MAJOR (39 credits total)**

Freshman/Sophomore Transfer credits 21 \_\_\_\_\_

**Junior/Senior Major Core Courses (24 credits)**

FSC	300	Fire Science Admin.	3 _____
FSC	350	Arson Detection & Preven.	3 _____
FSC	360	Fire Service Law	3 _____
FSC	370	Managing. Community. Based Fire Prevention	3 _____
FSC	380	Managing the Emergency Scene	3 _____
FSC	520	Internship in Fire Science	3 _____
MGT	403	Leadership in Management	3 _____
MGT	442	Labor/Management Relations	3 _____

**SUPPORT COURSES (12 credits total)**

MGT	231	Management Theory and Practice	3 _____
ECO	317	Government Finance	3 _____
ITC	_____	_____	3 _____
_____	_____	African-American or Minority Course	3 _____

**+ FREE ELECTIVES or MINOR (15 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

\* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

+ No more than 55 credits, including free electives and/or minor, may be taken in the School of Business.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS  LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS  LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Effective: 9/09

**Salem State College**

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION**

**MANAGEMENT INFORMATION SYSTEMS CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

Competencies			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
Distribution Sequences (18-20 credits)			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
Distribution Electives (15 credits)			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
Humanities (Division I)			
_____	_____	_____	_____
_____	_____	_____	_____
Science/Mathematics (Division II)			
*	MAT	108	Finite Math
			OR
*	MAT	208	Business Calculus
			3 _____
_____	_____	_____	_____
Social Sciences (Division III)			
*	ECO	201	Principles of Macroeconomics
*	SOC	201	Intro. to Sociology
			3 _____
_____	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
		<b>WRITING (W)</b>	_____

**COURSES IN MAJOR (54-56 credits total)**

**Major Core Courses (33 credits)**

BUS	170	Intro. to Business	3	_____
ACC	106	Financial Accounting	3	_____
ACC	202	Managerial Accounting	3	_____
MGT	332	Organizational Behavior	3	_____
MKT	241N	Principles of Marketing	3	_____
BUS	252	Business Law I	3	_____
FIN	322	Financial Management	3	_____
MIS	201	Introduction to Information Systems	3	_____
ODS	362	Quantitative Analysis	3	_____
ODS	433	Operations and Logistics Mgt.	3	_____
BUS	470	Bus. Policy & Strategy	3	_____

**SUPPORT COURSES (6 credits total)**

ECO	202	Prin. of Microeconomics	3	_____
ITC	_____	_____	_____	_____

**Major Concentration Courses (21-23 credits)**

MIS	301	Principles of Information Systems	3	_____
MIS	310	Project Management Methods	3	_____
MIS	410	Database Management	3	_____
MIS	420	Principle of Networking Technologies	3	_____

**And choose three of these Concentration Electives:**

CSC	200A	Survey of Computer Science I	3	_____
CSC	201J	Software Design and Programming I	4	_____
CSC	202J	Software Design and Programming II	4	_____
GPH	340	Geographic Information Systems	3	_____
†	MIS	485	Internship in MIS	3
ODS	467	App. Forecast. Methods for Management	3	_____
ODS	485	Advanced Quant. Models I	3	_____
ODS	440	Principles of Quality Management	3	_____
ODS	470	Global Operations and Logistics Mgt	3	_____
ODS	487	Advanced Quant. Models II	3	_____
ODS	486	Management Information Systems II	3	_____
ODS	484N	Management Information Systems I	3	_____

**+ FREE ELECTIVES or MINOR (10 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

\* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

+ No more than 55 credits, including free electives and/or minor, may be taken in the School of Business.

† Students wishing to register for MIS 485 must obtain permission of Department Chairperson in terms of course requirements and amount of credit hours to be granted.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Effective: 9/09

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION**

**MARKETING CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

Competencies			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
Distribution Sequences (18-20 credits)			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
Distribution Electives (15 credits)			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
Humanities (Division I)			
_____	_____	_____	_____
_____	_____	_____	_____
Science/Mathematics (Division II)			
*	MAT	108	Finite Mathematics 3 _____
		OR	
*	MAT	208	Business Calculus 3 _____
_____	_____	_____	_____
Social Sciences (Division III)			
*	SOC	201	Intro. to Sociology 3 _____
*	ECO	201	Principles of Macroeconomics 3 _____
_____	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
		<b>WRITING (W)</b>	_____

**COURSES IN MAJOR (54 credits total)**

**Major Core Courses (33 credits)**

BUS	170	Intro. to Business	3	_____
ACC	106	Financial Accounting	3	_____
ACC	202	Managerial Accounting	3	_____
MGT	332	Organizational Behavior	3	_____
MKT	241N	Principles of Marketing	3	_____
BUS	252	Business Law I	3	_____
FIN	322	Financial Management	3	_____
MIS	201	Introduction to Information Systems	3	_____
ODS	362	Quantitative Analysis	3	_____
ODS	433	Operations and Logistics Mgt.	3	_____
BUS	470	Business Policy and Strategy	3	_____

**SUPPORT COURSES (6 CREDITS TOTAL)**

ECO	202	Prin. of Microeconomics	3	_____
ITC	_____	_____	_____	_____

**Major Concentration Courses (21 credits)**

MKT	342	Consumer Behavior	3	_____
MKT	444N	Marketing Management & Strategy	3	_____
MKT	445	International Marketing	3	_____
MKT	543	Marketing Research	3	_____

**And choose three of these Concentration Electives:**

MKT	320	Hospitality Marketing and Sales	3	_____	
MKT	343	Advertising	3	_____	
MKT	344	Retailing	3	_____	
MKT	345	Sales Management	3	_____	
MKT	347	Guerrilla Marketing	3	_____	
MKT	351N	Business Marketing	3	_____	
ODS	467	App. Forecasting Methods for Management	3	_____	
ECO	301	Interm. Macroeconomics	3	_____	
MKT	346	Sports Marketing	3	_____	
MKT	305	Marketing of Services	3	_____	
MKT	360	Nonprofit Marketing	3	_____	
MKT	365	Professional Services Marketing	3	_____	
MKT	466	Special Topics in Marketing	3	_____	
+	MKT	485	Internship in Marketing	3	_____

**+ FREE ELECTIVES or MINOR (12 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

\* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.

Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.

† Students wishing to register for MKT 485 must obtain permission of Department Chairperson.

+ No more than 55 credits, including free electives and/or minor, may be taken in the School of Business.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Effective:9/09

Advisor: \_\_\_\_\_

Name: \_\_\_\_\_

Date admitted into Major: \_\_\_\_\_

Transfer credits: \_\_\_\_\_

**BACHELOR OF SCIENCE  
IN BUSINESS ADMINISTRATION  
OPERATIONS & DECISION SCIENCES CONCENTRATION**

**GENERAL EDUCATION CORE REQUIREMENTS**

Competencies			
<input type="checkbox"/>	Basic College Math		
<input type="checkbox"/>	Reading Comprehension		
<input type="checkbox"/>	Computer Literacy		
ENG	101	Composition I	3 _____
ENG	102	Composition II	3 _____
SPC	101	(Public Speaking)	3 _____
SMS	_____	(Health)	3 _____
SMS	_____	(Activity)	.5 _____
SMS	_____	(Activity)	.5 _____
Distribution Sequences (18-20 credits)			
_____	_____	(Lab Science I)	3-4 _____
_____	_____	(Lab Science II)	3-4 _____
HIS	101	World History I	3 _____
HIS	102	World History II	3 _____
_____	_____	(Literature I)	3 _____
_____	_____	(Literature II)	3 _____
Distribution Electives (15 credits)			
Among the distribution electives, the student must earn at least 3 but no more than 9 additional semester hours in each of the three divisions.			
Humanities (Division I)			
_____	_____	_____	_____
_____	_____	_____	_____
Science/Mathematics (Division II)			
*	MAT	108	Finite Mathematics 3 _____
		OR	
*	MAT	208	Business Calculus 3 _____
_____	_____	_____	_____
Social Sciences (Division III)			
*	ECO	201	Principles of Macroeconomics 3 _____
*	SOC	201	Intro. to Sociology 3 _____
_____	_____	_____	_____
(Note: Courses allowable as distribution electives are marked DI, DII, or DIII in the College Catalog.)			
<b>QUANTITATIVE (Q)</b>	_____	<b>DIVERSITY (V)</b>	_____
		<b>WRITING (W)</b>	_____

**COURSES IN MAJOR (54-56 credits total)**

**Major Core Courses (33 credits)**

BUS	170	Intro. to Business	3	_____
ACC	106	Financial Accounting	3	_____
ACC	202	Managerial Accounting	3	_____
MGT	332	Organizational Behavior	3	_____
MKT	241N	Principles of Marketing	3	_____
BUS	252	Business Law I	3	_____
FIN	322	Financial Management	3	_____
MIS	201	Introduction to Information Systems	3	_____
ODS	362	Quantitative Analysis	3	_____
ODS	433	Operations and Logistics Mgt.	3	_____
BUS	470	Bus. Policy & Strategy	3	_____

**SUPPORT COURSES (6 credits total)**

ECO	202	Prin. of Microeconomics	3	_____
ITC	_____	_____	_____	_____

**Major Concentration Courses (21-23 credits)**

ODS	440	Principles of Quality Management	3	_____
ODS	467	App. Forecast. Methods for Management	3	_____
ODS	470	Global Operations Management	3	_____
ODS	485	Advanced Quantitative Models I	3	_____

**And choose three of these Concentration Electives:**

BUS	400	Business Institute	3	_____	
CSC	200A	Survey of Computer Science I	3	_____	
CSC	201J	Software Design and Programming I	4	_____	
CSC	202J	Software Design and Programming II	4	_____	
ECO	301	Interm. Macroeconomics	3	_____	
ECO	400	Econometrics	3	_____	
FIN	468	Adv. Financial Analysis	3	_____	
GPH	340	Geographic Information Systems	3	_____	
MIS	301	Principles of Information Systems	3	_____	
MIS	310	Project Management Methods	3	_____	
MIS	410	Database Management	3	_____	
MIS	420	Principles of Networking Technologies	3	_____	
ODS	484N	Mgt. Information Systems	3	_____	
ODS	486	Management Information Systems II	3	_____	
ODS	487	Advanced Quant. Models II	3	_____	
†	ODS	495	Internship in ODS	3	_____

**+ FREE ELECTIVES or MINOR (10 credits minimum)**

May be necessary to take additional credits to attain the minimum 120 credits required for graduation

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

- \* These are **required** support courses which may also be used to satisfy the indicated Distribution requirements. A student may choose to fulfill Distribution requirements with courses other than the ones listed, but these listed courses must still be taken.
- Note: If a course is used to satisfy two or more requirements, (for example, a support course and a distribution elective), the credits are counted in only one place. Using a course to satisfy more than one requirement does **not** reduce the total credits required for graduation.
- † Students wishing to register for ODS 495 must obtain permission of Department Chairperson.
- + No more than 55 credits, including free electives and/or minor, may be taken in the School of Business.

LEVEL I TO BE COMPLETED IN THE FIRST 30 CREDITS     LEVEL II TO BE COMPLETED IN THE FIRST 53 CREDITS     LEVEL III TO BE COMPLETED BEFORE GRADUATION

Exceptions in the timing of courses will be made for transfer students.

**Total minimum credits for graduation: 120**

Effective:9/09

**Salem State College**