

**Indiana University Southeast Business Degree Check Sheet (effective Fall 2009)**  
**Associate of Science in Business (marked as <sup>A</sup>), Bachelor of Science in Business (marked as <sup>B</sup>)**

Name: \_\_\_\_\_ SID#: \_\_\_\_\_ Advisor: \_\_\_\_\_ Date: \_\_\_\_\_

**School of Business Admission Requirements:**

- \_\_\_ Minimum overall GPA of 2.0
- \_\_\_ Minimum GPA of 2.3 in the following set of courses:
  - \_\_\_ ENG-W 131 (minimum: C)                      \_\_\_ CSCI-C 106 or equivalent (minimum: C)
  - \_\_\_ BUS-A 201 (minimum: C-)                      \_\_\_ ECON-E 100 (minimum: C-)

*Note: Students should apply for admission to the School of Business as soon as requirements are met. ASC students will not be allowed to register for core 300-level business courses.*

**<sup>A</sup>To complete an AS Degree:**

- \_\_\_ Complete the required courses as marked by an <sup>A</sup>
- \_\_\_ Complete a total of 63 hours (NOT including developmental courses)
- \_\_\_ Minimum of 2.0 GPA overall
- \_\_\_ Minimum of 2.0 GPA in BUS & ECON courses
- \_\_\_ Last 15 hours must be taken at IUS
- \_\_\_ Apply for degree in School of Business office six months prior to graduation.
- \_\_\_ Complete one of the following tracks:

***AS – Business Administration Track***

- 1) Business Elective (3 hours): One course from ECON-E280, BUS-F260, BUS-A325 or BUS-A328 \_\_\_\_  
(Students pursuing the BS in Business should select ECON-E 280)
- 2) Business Elective (3 hours) One course not from above from any 300 level BUS or ECON \_\_\_\_  
(Students pursuing the B.S. in Business: Select from BUS-F301, BUS-K321, BUS-M301, BUS-P301 or BUS-Z302.)  
(Must have necessary pre-requisites.)

***AS – Accounting Track***

- 1) BUS-F260
- 2) 6 hours of Accounting from the following: BUS-A337, A311, A312, A325, A328, or A339 \_\_\_\_\_

**<sup>B</sup>To complete the BS in Business Degree:**

- \_\_\_ Complete the required courses as marked by a <sup>B</sup>
- \_\_\_ Complete at least 124 hours (NOT including developmental courses)
- \_\_\_ Complete at least 48 hours of 300/400 level coursework
- \_\_\_ Minimum of 2.0 GPA overall
- \_\_\_ Minimum of 2.0 GPA in BUS & ECON courses
- \_\_\_ Last 30 hours must be taken at IUS
- \_\_\_ Half of all required business and economics courses must be taken at IUS
- \_\_\_ Half of all courses required to complete a concentration (9 of the required 18 and 12 of the overall 24) must be taken at IUS
- \_\_\_ Apply for degree in School of Business office six months prior to graduation
- \_\_\_ Complete the requirements for at least one concentration area (see concentration descriptions)
- \_\_\_ Must earn a grade of at least a C- in all Business and Economics courses

**NOTE:** *Students who drop out of the university for longer than one year will automatically move to the most recent course requirements on resuming their studies.*

## Required Courses:

- \_\_\_ <sup>AB</sup> First Year Seminar (1 hr) (D- or better)  
\_\_\_ <sup>AB</sup> MATH-M 122 (C- or better) [or test out]  
\_\_\_ <sup>AB</sup> CSCI-C 106 (C or better) [or test out]

**FOR AS ONLY:** \_\_\_ <sup>A</sup> COAS-W 100 (C- or better) [NOTE: NOT REQUIRED FOR BS DEGREE.]

Must be taken before 56 credit hours. If not, a 300 level BUS or ECON course must be taken in its place to count toward the AS degree.

## General Education Requirements: *For courses in this section, a grade of D- or better is acceptable except where otherwise noted.*

**Written Communication:** \_\_\_ <sup>AB</sup> ENG-W 131 (C or better) or Honors-H 103  
\_\_\_ <sup>B</sup> ENG-W 231 (C- or better)

**Oral Communication:** \_\_\_ <sup>B</sup> SPCH-S 121 or Honors-H 104

**Quantitative Reasoning:** \_\_\_ <sup>B</sup> MATH-M 119 (C- or better) [Must take in 1<sup>st</sup> 80 hrs, P: MATH-M 122]

**Information Technology Fluency:** \_\_\_ <sup>AB</sup> BUS-K 201 (C- or better) [P: See business core]

**Reasoning About Ethical Questions:** \_\_\_ <sup>B</sup> Any approved course (see list): \_\_\_\_\_  
(Recommend PHIL-P 100 or PHIL-P 140)

**Diversity:** \_\_\_ <sup>AB</sup> Any approved course (see list): \_\_\_\_\_  
(If International Business concentration, choose from POLS-Y 107 or POLS-Y 109)

**Arts/Humanities:** \_\_\_ <sup>AB</sup> Any approved arts course (see list): \_\_\_\_\_  
\_\_\_ <sup>AB</sup> Any approved humanities course (see list): \_\_\_\_\_  
(Recommend PHIL-P 100 or PHIL-P 140)

**Natural/Physical Sciences:** \_\_\_ <sup>AB</sup> Any approved 3 hour course (see list): \_\_\_\_\_  
\_\_\_ <sup>B</sup> Any approved 5 hour course&lab – 2<sup>nd</sup> discipline (see list): \_\_\_\_\_

**Social/Behavioral Sciences:** \_\_\_ <sup>AB</sup> Any approved course: [ECON-E 100]  
\_\_\_ <sup>AB</sup> Recommend PSY-P 101 – due to pre-req requirements

**Critical Thinking:** \_\_\_ <sup>AB</sup> Recommend PSY-P 101 – due to pre-req requirements

## Business Core: <sup>A</sup> 18 Hours <sup>B</sup> 44 Hours C- or better required in each of these courses

- \_\_\_ <sup>AB</sup> **E100** Current Economic Topics P: new students must have full admit status or test into Math M117; returning students must have min 2.0 gpa or jr. standing or min math grade (C- in M007/T101 or completion of M117 or higher/T102 or higher).  
*Students who have had either E107 or E108 should take E200.*
- \_\_\_ <sup>AB</sup> **E200** Fundamentals of Economics P: minimum grade of C- in E100 AND minimum math grade (B- in M007/T101; C- in M117/T102/T103; D- in M118 or higher) OR minimum grade of B- in E100
- \_\_\_ <sup>AB</sup> **A201** Introduction to Financial Accounting P: 12 credit hrs & 2.0 gpa
- \_\_\_ <sup>AB</sup> **A202** Intro to Managerial Accounting P: BUS-A 201
- \_\_\_ <sup>AB</sup> **L201** Legal Environment of Business
- \_\_\_ <sup>AB</sup> **K201** Computer in Business P: CSCI-C106 or equivalent and either BUS-A 201 or ECON-E 100
- \_\_\_ <sup>B</sup> **X220** Business Career Perspectives (1 cr hr) **Must be completed in first 60 hours of coursework**
- \_\_\_ <sup>B</sup> **E280** Applied Statistics for Business I P: MATH-M 122 and BUS-K 201 or equivalent Excel skills
- \_\_\_ <sup>B</sup> **E281** Applied Statistics for Business II P: ECON-E 280 and MATH-M 119 (may be taken concurrently if student earned a grade of B in MATH-M 122.) **Must be completed in first 80 hours of coursework**
- \_\_\_ <sup>B</sup> **M301** Introduction to Marketing Management P: ECON-E 200, at least 45 hours completed
- \_\_\_ <sup>B</sup> **F301** Financial Management P: CSCI-C106, ECON-E 100, BUS-A 202, at least 45 hours completed
- \_\_\_ <sup>B</sup> **P301** Operations Management P: ECON-E 280, at least 45 hours completed
- \_\_\_ <sup>B</sup> **K321** Management Information Systems P: BUS-K 201, ECON-E 280, at least 45 hours completed
- \_\_\_ <sup>B</sup> **Z302** Managing and Behavior in Organizations P: SPCH-S 121, PSY-P 101, at least 45 hours completed
- \_\_\_ <sup>B</sup> **X410** Business Career Planning and Placement (1 cr hr)
- \_\_\_ <sup>B</sup> **J401** Administrative Policy P: F301, K321, M301, P301, Z302 and Sr. Stdg. Must be taken last semester before graduation.

## **Concentration Options for the B.S. in Business Degree (24 credit hours)**

**[C– or better required in each of these courses]**

### **ACCOUNTING (Total of 24 credit hours)**

#### **Required courses (18 credit hours):**

BUS-A 337 Computer-Based Accounting Systems P: A201, K201  
BUS-A 311 Intermediate Accounting I P: A202 P or C: A337  
BUS-A 312 Intermediate Accounting II P: A311  
BUS-A 325 Cost Accounting P: A202  
BUS-A 328 Taxation of Individuals P: A201  
BUS-A 424 Auditing P or C: A312

#### **Required electives – select two courses (6 credit hours) from:**

Select from 300/400 level BUS or ECON courses outside of Accounting  
(NOT from BUS-M 300, BUS-A 310 or internships/professional practice)

OR...

BUS-A 339 Advanced Taxation P: A328  
BUS-A 413 Governmental and Not-for-Profit Accounting P: A311  
BUS-A 422 Advanced Financial Reporting P: A311  
BUS-L 303 Commercial Law P: L201

### **BUSINESS ECONOMICS AND PUBLIC POLICY (Total of 24 credit hours)**

#### **Required courses (18 credit hours):**

*Must take the following two courses (6 credit hours):*

ECON-E 321 Intermediate Microeconomic Theory P: E200  
ECON-E 322 Intermediate Macroeconomic Theory P: E200

*Must take 4 additional courses (12 credit hours) from the following list:*

\_\_\_\_\_ ECON-E 323 Urban Economics P: E200  
\_\_\_\_\_ ECON-E 333 International Economics P: E200  
\_\_\_\_\_ ECON-E 340 Labor Economics P: E200  
\_\_\_\_\_ ECON-E 350 Money and Banking P: E200  
\_\_\_\_\_ GEOG-G 438 Advanced Geographic Information Systems P: GEOG-G 338

#### **Required electives – select two courses (6 credit hours) from:**

Select from 300/400 level BUS courses outside of Economics (NOT from internships/professional practice or BUS-M 300).

OR...

GEOG G 438 (If not used to satisfy the 18 credit hours required above. A course cannot double-count in both the 18 BEPP concentration hours and the 6 required elective hours for BEPP.)

GEOG G 439 P: GEOG G 438

### **FINANCE (Total of 24 credit hours)**

#### **Required courses (18 credit hours):**

BUS-A 310 Mgmt Decisions and Financial Reporting P: A202, F301  
\*\*OR BUS-A 311 Intermediate Accounting I P: A202, P or C: A337  
BUS-F 302 Financial Decision Making P: F301, E280  
BUS-F 420 Investments P: F301, E200  
BUS-F 446 Bank and Financial Intermediation P: F301  
BUS-F 494 International Financial Management P: F301  
ECON-E 350 Money and Banking P: E200

#### **Required electives – select two courses (6 credit hours) from:**

Select from 300/400 level BUS or ECON courses outside of Finance (NOT from internships/professional practice or BUS-M 300)

\*\* Students successfully completing BUS-A 311 cannot then take BUS-A 310

## **HUMAN RESOURCES MANAGEMENT (Total of 24 credit hours)**

### **Required courses (18 credit hours):**

*Must take the following 4 courses (12 credit hours):*

BUS-W 301 Management and Organizational Theory P: Jr. Standing

BUS-Z 440 Personnel-Human Resource Management P or C: Z302

BUS-Z 441 Wage and Salary Administration P: Z302, P or C: Z440

BUS-Z 445 Human Resource Selection P: Z302, P or C: Z440

*Must take 1 additional course (3 credit hours) from the following list:*

\_\_\_ BUS-Z 443 Developing Employee Skills P: Z302, P or C: Z440

\_\_\_ BUS-Z 444 Personnel Research and Measurement P: Z302, P or C: Z440

*Must take 1 additional course (3 credit hours) from the following list:*

\_\_\_ The 2<sup>nd</sup> course of BUS-Z 443, BUS-Z 444

\_\_\_ BUS-D 300 International Business P: E200 & Jr. Standing

\_\_\_ BUS-P 330 Project Management P: P301

\_\_\_ BUS-P 430 Total Quality Management P: P301

\_\_\_ BUS-W 430 Organizations and Organizational Change P: Z302,W301

\_\_\_ ECON-E 340 Labor Economics P: E200

### **Required electives – select two courses (6 credit hours) from:**

Select from any 300/400 level BUS or ECON courses outside of HRM[BUS-Z] (NOT from internships/professional practice or BUS-M 300). A course cannot double-count in both the 18 HRM concentration hours and the 6 required elective hours for HRM.

OR...

SPCH-C 325 Interviewing Principles and Practices

SPCH-S 322 Advanced Interpersonal Communication

SPCH-S 440 Organizational Communication

SPCH-S 450 Gender and Communication

PSY-B 378 Introduction to Industrial Psychology

OLS 331 Occupational Safety and Health

POLS-Y 404/SPEA-V 373 Political Issues in Public Personnel Management

## **INFORMATION AND OPERATIONS MANAGEMENT (Total of 24 credit hours)**

### **Required courses (18 credit hours):**

*Must take the following 5 courses (15 credit hours):*

BUS-K 330 Contemporary Topics in Info Technology P: K321

BUS-K 335 Information Systems Analysis and Design P: K321

BUS-K 400 Information for Op Control and Data Mgmt P: K335

BUS-P 330 Project Management P: P301

BUS-P 430 Total Quality Management P: P301

*Must take 1 additional course (3 credit hours) from the following list:*

\_\_\_ BUS-A 337 Computer-Based Accounting Systems P: A201, K201

\_\_\_ BUS-D 300 International Business P: E200 & Jr. Standing

\_\_\_ BUS-F 302 Financial Decision Making P: F301, E280

\_\_\_ BUS-M 303 Marketing Research P: M301 & E280

\_\_\_ BUS-W 430 Organizations and Organizational Change P: Z302, W301

\_\_\_ \*\*CSCI-A 201 Introduction to Programming or \*\*CSCI-C 201 Computer Programming (4 cr.)

\_\_\_ \*\*CSCI-A 247 Network Technologies and Administration

### **Required electives – select two courses (6 credit hours) from:**

Select from 300/400 level BUS or ECON courses outside of IOM (NOT from internships/professional practice or BUS-M 300).

A course cannot double-count in both the 18 IOM concentration hours and the 6 required elective hours for IOM.

OR...\*\*\*

CSCI-A 346 User-Interface Programming

CSCI-A 348 Mastering the World Wide Web

CSCI-B 438 Fundamentals of Computer Networks

CSCI-B 481 Interactive Graphics (4 cr.)

\*\*CSCI-C 202 Computer Programming (4 cr.)

\*\*CSCI-C 237 Operating Systems Concepts (4 cr.)

\*\*CSCI-C 251 Foundations of Digital Computing (4 cr.)

CSCI-C 311 Programming Languages (4 cr.)

CSCI-C 320 Advanced COBOL

CSCI-C 335 Computer Structures (4 cr.)

CSCI-C 343 Data Structures (4 cr.)

CSCI-C 421 Computer Organization (4 cr.)

CSCI-C 422 Advanced Computer Organization

CSCI-C 431 - 432 Assemblers and Compilers I-II (3-3 cr.)

CSCI-C 435 - 436 Operating Systems I-II (3-3 cr.)

CSCI-C 455 Analysis of Algorithms (4 cr.)

CSCI-C 463 Artificial Intelligence I

CSCI-C 464 Artificial Intelligence II

CSCI-N 341 Introduction to Client-side Web Programming

CSCI-N 342 Server-side Programming for the Web

CSCI-P 436 Introduction to Operating Systems (4 cr.)

*\*\* Reminder: Students choosing 200 level courses still must have at least 48 hours of 300/400 level coursework to graduate.*

*\*\*\* Check prerequisite requirements for CSCI courses.*

**INTERNATIONAL BUSINESS (Total of 24 credit hours)**

Must take one course from:

- \_\_\_ POLS-Y 109 Introduction to International Politics (*preferred*)
- \_\_\_ POLS-Y 107 Introduction to Comparative Politics (*allowed*)

Must choose a Region of emphasis:            Europe      Latin America      Asia      Africa

Must take first two years (14 credit hours) of a foreign language:

Europe: may choose either French, German or Spanish

Latin America: Spanish

Asia: Japanese or Chinese

Africa: French

\_\_\_\_\_ (4)            \_\_\_\_\_ (4)            \_\_\_\_\_ (3)            \_\_\_\_\_ (3)

**Required courses (18 credit hours):**

BUS-D 300 International Business Administration P: E200 and Jr Standing

BUS-F 494 International Finance P: F301

ECON-E 333 International Economics P: E200

POLS-Y 376 International Political Economy R: Y109 (or Y107) and E200

Two 300-400 level courses from the chosen Region's list of courses in Group A, Group B or Group C of the International Studies

Major (see Bulletin for lists). *NOTE: The two courses must be from different Groups.* \_\_\_\_\_

**Required electives – select two courses (6 credit hours) from:**

Select from 300/400 level BUS or ECON courses outside of International Business  
(NOT from internships/professional practice or BUS-M 300)

**MANAGEMENT (Total of 24 credit hours)**

**Required courses (18 credit hours):**

Must take the following 4 courses (12 credit hours):

BUS-D 300 International Business P: E200 & Jr. Standing

BUS-W 301 Management and Organizational Theory P: Jr. Standing

BUS-W 430 Organizations and Organizational Change P: Z302, W301

BUS-Z 440 Personnel-Human Resource Management P or C: Z302

Must take 1 course (3 credit hours) from the following list:

\_\_\_ BUS-W 311 Small Business Entrepreneurship P:A201, E100, Junior Standing, P or C: M301 or M300

\_\_\_ BUS-W 320 Leadership and Ethics P: Junior Standing

Must take 1 additional course (3 credit hours) from the following list:

\_\_\_\_\_ The 2<sup>nd</sup> course of BUS-W 311 or BUS-W 320

\_\_\_\_\_ BUS-M 405 Buyer Behavior P: M301 & Jr. Standing

\_\_\_\_\_ BUS-P 330 Project Management P: P301

\_\_\_\_\_ BUS-P 430 Total Quality Management P: P301

\_\_\_\_\_ BUS-A 310 Mgmt Decisions and Financial Reporting P: A202, F301

\_\_\_\_\_ BUS-K 330 Contemporary Topics in Info Technology P: K321

**Required electives – select two courses (6 credit hours) from:**

Select from any 300/400 level BUS or ECON courses outside of Management [BUS-W] (NOT from internships/professional practice or BUS-M 300). A course cannot double-count in both the 18 Mgmt concentration hours and the 6 required elective hours for Mgmt.

**MARKETING (Total of 24 credit hours)**

**Required courses (18 credit hours):**

Must take the following 4 courses (12 credit hours):

BUS-D 300 International Business P: E200 & Jr. Standing

BUS-M 303 Marketing Research P: M301 & E280

BUS-M 405 Buyer Behavior P: M301 & Jr. Standing

BUS-M 450 Marketing Strategy and Policy P: M303 & M405

Must take 1 course (3 credit hours) from the following list:

\_\_\_ BUS-M 330 Personal Persuasion Strategies and Customer Relationship Management P: M301

\_\_\_ BUS-M 415 Advertising and Promotion Management P: M301

Must take 1 additional course (3 credit hours) from the following list:

\_\_\_ The 2<sup>nd</sup> course of BUS-M 415 or BUS-M-330

\_\_\_ Select from 300/400 level BUS or ECON courses outside of Marketing [BUS-M](NOT from internships/professional practice).

**Required electives – select two courses (6 credit hours) from:**

Select from 300/400 level BUS or ECON courses outside of Marketing [BUS-M] (NOT from internships/professional practice.)

A course cannot double-count in both the 18 Marketing concentration hours and the 6 required elective hours for Marketing.

OR...

JOUR-J 320 Principles of Creative Advertising

TEL-R 440 Advertising Strategies P: SPCH-S 205, JOUR-J 320

**GENERAL BUSINESS (Total of 24 credit hours)**

**(NOTE: Students choosing this concentration cannot double-concentrate)**

Choose a combination of 8 BUS or ECON concentration courses (NOTE: elective courses like BUS-L 303 can be taken). No more than 2 courses can come from a particular concentration's set of 18 required hours. For an individual course that is required in more than one concentration, the student must designate the concentration that course will represent. (Example: BUS-D 300 is required in the Management, Marketing and International Business concentrations. The General Business Concentration student taking D300 can select which one of those concentrations it represents.)

Not from internships/professional practice or BUS-M 300.

Course	Concentration
1) _____	_____
2) _____	_____
3) _____	_____
4) _____	_____
5) _____	_____
6) _____	_____
7) _____	_____
8) _____	_____