



JENNINGS A. JONES COLLEGE OF BUSINESS

Student Handbook

Requirements Effective Fall 2017/Summer 2018, Version 15

Departments in the Jones College of Business:

Accounting
Computer Information Systems
Economics and Finance
Management
Marketing

<http://www.mtsu.edu/busadv>

Welcome to the Jones College of Business! This student handbook was developed for business majors to supplement the [University Catalog](#) not replace it. This handbook has an alphabetic (A-Z) arrangement of terminology, academic policies, and procedures and contains advising forms for business majors showing prerequisite courses. Additionally, scheduling tips, course rotation schedules, and testing options are included. If questions arise after reviewing the handbook, feel free to call 615-904-8063 or stop by the Jones College of Business Advising Center. The Advising Center is located in the Business and Aerospace Building at Founders Lane and MTSU Boulevard (BAS N233).

Admission into the Jones College of Business

Students who plan to major in the Jones College are designated “pre-business” in the department of their intended major until they meet the following requirements and are fully admitted. Majoring in business is a two-step process: (1) admission to MTSU; and (2) completion of the following requirements for Jones College admission:

- Complete a minimum of 30 semester hours of degree credits (excluding academic enrichment and high school deficiencies)
- Complete all high school deficiency requirements
- Complete all academic enrichment (prescribed course) requirements
- Complete [Jones College Admission Application](#)
- Meet the following GPA and course requirements for students who entered MTSU in Fall 2012 or after:
 - Have a minimum 2.250 inclusive GPA on all attempted college level coursework
 - Complete the following pre-business courses with a passing grade and with a minimum 2.250 GPA among the four courses:

ECON 2410 Macroeconomics	ECON 2420 Microeconomics
ACTG 2110 Principles of Accounting I	BIA 2610 Statistical Methods

Upon admission to the Jones College, students can register for upper division (3000-4000 level) courses in their major (MAJ). All General Education courses and business core (CORE) courses may be taken before an application is submitted. Registration in the business core does not guarantee admission into the Jones College. Students who entered MTSU between Fall 2007 and Summer 2012 have different criteria for Jones College admission and should consult an academic advisor for admission information.

Students with business minors and others wanting to take upper division business courses outside of the business core must have junior or senior status, a minimum 2.00 overall GPA and complete the [Application to Take Courses in Jones College form](#).

Beta Gamma Sigma

Election to membership in BΓΣ is the highest scholastic honor that a student in a school of business can achieve. Eligibility for membership in BΓΣ places students in a very select group. Membership is restricted to students of high scholarship in institutions with programs accredited by AACSB International— Association to Advance Collegiate Schools of Business. Approximately 5% of all institutions offering degrees in business and management internationally have met the standards required for AACSB accreditation. Beta Gamma Sigma has three purposes: to encourage and reward scholarship, to promote advancement of education in business, and to foster integrity in the conduct of business operations.

Beta Gamma Sigma is open to business majors. To be eligible for membership, a student must rank in the upper seven percent of the junior class, upper ten percent of the graduating senior class, or upper twenty percent of the graduating master's class. Students elected to membership are publicly recognized at an initiation ceremony during the spring semester. Graduating BΓΣ members are invited to wear an “honor cord” as part of their academic regalia at graduation.

BUS 1000

BUS 1000 is a 1-credit hour course designed to familiarize students with the Jones College of Business and can be used to fulfill the 1-credit hour elective requirement. The course emphasizes professional development, major exploration, and career planning. Students who take BUS 1000 become acquainted with major requirements and expectations within the Jones College, identify career options consistent with interests, skills and personality, and engage with members of the Jones College.

Business Elective

Students in the BBA programs will take one or more 3-credit business electives as a part of the curriculum. A business elective is a course containing a business prefix (ACTG, BCED, BIA, BLAW, ECON, ENTR, FIN, INFS, LEAD, MGMT, and MKT). Popular choices at the freshman and sophomore level include BCED 1310, 1400, or 2330, ENTR 2900, FIN 2010 and INFS 2200. Students may choose to save the business elective until their junior/senior year for an alternate minor, an internship, approved study abroad, or a possible change of major.

Career Development Center

The Career Development Center assists students in the Jones College of Business with all aspects of the career decision-making and job search processes. Career Advisors work with students to target a career related to their major through individual guidance then supports the entire proactive job search process from seeking supervised internships to securing full-time, entry-level positions.

The Career Development Center offers walk-in advising during specified times for quick questions or in-person resume review. There are also many online resources available 24/7 at www.mtsu.edu/career. Such resources include online guides for resume and cover letter writing, the Document Drop program, a virtual mock interview program, advice for career fair preparation and interviewing, and *Lightning CareerLink*. *Lightning CareerLink* is MTSU's online database for professional entry-level positions and paid internships that prepare students for professional career fields. *Lightning CareerLink* is the first place employers connect with our students and have continually updated positions. This is a closed database for MTSU students and alumni which provides event information and employer profiles.

Additional networking opportunities are available through departmental activities, professional business student organizations, and Jones College faculty. Since student organizations, departments, and faculty are active in the community through special programs and consulting activities, many businesses call upon Jones College faculty directly with unique career opportunities.

MTSU Career Development Center | KUC 328 | 615-898-2500 | www.mtsu.edu/career

Catalog

The MTSU catalog presents courses, curriculum requirements, academic policies, and other rules and regulations affecting students at MTSU. The University publishes a new catalog every year. Students complete the requirements of the catalog based on the time/semester when they enter MTSU. Students may choose any subsequent catalog during their enrollment period. A catalog is valid for seven (7) years. Areas of particular interest to business majors are the sections of *Academic Regulations*, *Academic Policies and Procedures*, *General Education Requirements*, and *Jennings A. Jones College of Business*. In the latter, students will find the degree requirements for business majors and full descriptions of all business courses offered.

College Level Examination Program (CLEP)

Students may earn college credit by examination for acceptable scores on the CLEP. Students earn semester hours of credit toward graduation based on these computer-based tests, but they do not affect a student's GPA. Passing scores for MATH 1010 are equal to or greater than 45. All other subject exams have a passing score equal to or greater than 50.

Applicants must not have notation of the course on the official transcript for which credit is recommended. If a student has a "W" or "F" in a course or is currently enrolled and cannot drop without a grade, CLEP credit is not allowed. This includes both MTSU and transfer courses. Students must wait three months before retaking a test.

Appointments are required and students must show a government-issued photo ID such as a valid driver's license. Visit [Testing Services](#) in the Keathley University Center (room 107) or by calling 615-898-2863. The costs per test are as follows: **\$85** CLEP fee, a **\$30** MTSU fee, and an additional \$10 fee if an essay is required for an English CLEP. Credit is available for these CLEP examinations.

CLEP Examination	Credit	MTSU Course
<i>College Mathematics</i>	3	<i>MATH 1010</i>
<i>American Government</i>	3	<i>P S 1005</i>
<i>American History I: Early Col. to 1877</i>	3	<i>HIST 2010</i>
<i>American History II: 1865 to Present</i>	3	<i>HIST 2020</i>
<i>Analysis & Interpretation of Literature (Essay)</i>	3	<i>ENGL 2030</i>
<i>Calculus</i>	4	<i>MATH 1910</i>
<i>Pre-calculus</i>	4	<i>MATH 1730</i>
<i>College Algebra</i>	3	<i>MATH 1710</i>
<i>General Biology</i>	4	<i>BIOL 1030/1031</i>
<i>General Chemistry</i>	8	<i>CHEM 1110/1111, 1120/1121</i>
<i>Financial Accounting, Principles of Accounting I</i>	3	<i>ACTG 2110</i>
<i>Introductory Business Law</i>	3	<i>BLAW 3430</i>
<i>Principles of Macroeconomics</i>	3	<i>ECON 2410</i>
<i>Principles of Microeconomics</i>	3	<i>ECON 2420</i>
<i>General Psychology</i>	3	<i>PSY 1410</i>
<i>Introductory Sociology</i>	3	<i>SOC 1010</i>
<i>Principles of Management</i>	3	<i>MGMT 3610</i>
<i>Principles of Marketing</i>	3	<i>MKT 3820</i>
<i>Western Civilization I: Ancient Near East to 1648</i>	3	<i>HIST 1010</i>
<i>Western Civilization II: 1648 to Present</i>	3	<i>HIST 1020</i>

Course Repeat

Students may repeat any course in which a grade of "C" or lower was earned. The last grade earned will stand, even if that grade is lower than the first attempt. The first attempt is always removed from calculation of the grade point average (GPA), but each subsequent attempt is calculated into the overall GPA. No course should be attempted more than twice except upon the advice of an advisor.

Veterans receiving educational assistance benefits may not repeat courses previously passed and receive financial assistance. Students may not repeat a course in which they have previously earned the grade of "A" or "B" without approval from the department that houses the course. **Students may use either ENGL 2020, 2030, 2130, 2230, 2330, or HUM 2610 interchangeably for purposes of repeating a course.**

The system should automatically flag repeats on a transcript once a student registers and completes the course again. However, if this does not occur, an academic advisor needs to complete a Course Repeat Form and submit the form to the Records Office. This form may be needed if the course number has changed, a student transferred courses that equated as lower division electives (ELLD or LD01-LD99) or as upper division electives (ELUD or UD01-UD99), or if a student transferred prior to transfer work being posted to the computer system (prior to Spring 1991).

Students should be aware of courses used in the major and minor GPA calculations. Typically, students with GPA problems in their majors or minors are not aware of the courses used to calculate the GPA.

Students can have a "D" in their major, minor or other classes as long as a 2.0 or higher GPA is maintained in the various categories. The best rule of thumb is if a "D" is earned in a major, minor, or in other classes, make sure a "B" is earned to offset it. This is very important in the major and minor breakdowns because only a few courses are used in these GPA calculations. If another course builds from the course, a student will need to determine if his/her foundation is strong enough to successfully complete the more advanced course.

Exceptions:

- Accounting majors must have a "C" (2.0) or better in all accounting courses. For all upper division ACTG courses, accounting majors under the 16-17 and 17-18 catalogs are limited to maximum of three attempts for a minimum C grade. The grade of W is included in the number of attempts.
- Finance majors must have a "C" (2.0) or better in FIN 3010 Business Finance in order to take FIN 3950 Intermediate Financial Management, FIN 4110 Managerial Finance, FIN 4260 Financial Markets and Institutions, and FIN 4860 International Financial Management.
- When any course requires a "C" or higher as a prerequisite.

Beginning Fall 1995, the grade of "D" is no longer awarded to students in ENGL 1010 and 1020. To receive credit, a student must earn at least a "C-" or higher. The grade of "N" is awarded to students who complete the first attempt of the course but fail to meet minimum standards. The grade of "N" is assigned only once in ENGL 1010 and 1020; in subsequent semesters the student will be assigned a grade of "F" if minimum writing standards are not met. The grade of "N" is not punitive (calculated into GPA hours or quality points). Transfer students who transfer grades of "D" in ENGL 1010 and/or 1020 (taken Fall 1995 and thereafter) will be required to repeat the course(s)

Credit by Special Examination (Undergraduate) or "Challenge Exam"

Any student enrolled in the University who receives departmental approval is eligible to receive credit by special examination for certain MTSU courses. Competence gained through study and/or experience may provide background for students who wish to attempt such examinations. Credit by special examination may be given for undergraduate courses listed in the catalog with the exception of:

1. courses described as directed research or directed independent study;
2. any course from which student has been exempted by placement examination;
3. courses not approved by the department.

A nonrefundable fee of \$20.00 will be charged for each semester hour of credit. Students seeking credit by examination should, on forms provided by the Admissions Office, request approval from the chair of the department or director of the school in which the course is offered. The method for designing, administering, and evaluating the special examination will be determined by the department/school. The examination shall be comparable in scope and difficulty to a comprehensive final examination in that course. The form for approval to post credit by special examination must be received in the Admissions Office no later than two weeks prior to the first day of final exams for a specified semester. No student will be allowed to repeat a special examination in a given course within one year.

The student will receive credit, to be recorded as P (Pass) on the student's transcript, upon passing the examination with a minimum equivalent grade of C (70%). Credit by special examination cannot be used in the determination of the 25 percent credit earned through instruction offered by MTSU.

The following are courses available for Credit by Special Examination in the Jones College (see the department chair to inquire about any courses not listed):

ACTG 2120—Principles of Accounting II

Please contact the Department of Accounting at 615-898-2558 (BAS N425A) to make an appointment to take the exam and for suggestions on how to prepare for the exam. Review of any current text covering the appropriate topics.

ACTG 3110 and 3120—Intermediate Accounting I & II

Please contact the Department of Accounting at 615-898-2558 (BAS N425A) to make an appointment to take the exam and for suggestions on how to prepare for the exam. Review of any current text covering the appropriate topics.

ACTG 3310—Cost Accounting

Please contact the Department of Accounting at 615-898-2558 (BAS N425A) to make an appointment to take the exam and for suggestions on how to prepare for the exam. Review of any current text covering the appropriate topics. .

INFS 2200—Introduction to Microcomputing

The exam is true/false and multiple choice. Please contact Carlos Coronel at 615-898-2359 (BAS S137), carlos.coronel@mtsu.edu, for information on how to schedule the exam. Students are required to purchase and access code. Major topics covered on the exam include Microsoft Office software. A suggested way to prepare is to review topics listed in the table of contents of each text and practice each topic on a personal computer. Talk with the instructor for additional insights and suggested texts.

INFS 3100—Principles of Management Information Systems

The exam is multiple choice, true/false, and fill-in-the-blank. Please contact Dr. Jong-Sung Lee at 615-898-5938 (BAS N354), jong-sung.lee@mtsu.edu, to make an appointment to take the exam. Major topics covered on the exam include information systems technology, applications, and development and management. Review your class notes and textbook to prepare for the exam. A suggested text to review is **MIS7**, 7th edition, by Hossein Bidgoli.

Dean’s List

To be eligible for the dean’s list, a student must have completed a full-time schedule (12 hours or more) and have a GPA of at least 3.50 for the semester.

Grade Point Average

Each grade is assigned a numerical equivalent as follows (effective Fall 2000, plus/minus grading was implemented):

A = 4.00	B+ = 3.33	C+ = 2.33	D+ = 1.33	F = 0.00
	B = 3.00	C = 2.00	D = 1.00	FA = 0.00 (FA refers to failure due to lack of attendance)
	B- = 2.67	C- = 1.67	D- = 0.67	

To calculate a GPA, the grade’s numerical equivalent is multiplied by the number of credits a course is worth. The product represents quality points earned by completion of the course.

- Grade of A x 3 hour = 12.00 quality points
- Grade of B+ x 3 hour = 9.99 quality points
- Grade of C- x 4 hour = 6.68 quality points
- Grade of D x 2 hour = 2.00 quality points
- Grade of F x 3 hour = 0.00 quality points

Graduation with Honors

Recognition of honors at the graduation ceremony is made for those students obtaining the required grade point average by the beginning of their final semester of enrollment.

- Cum Laude: 3.500 – 3.749
- Magna Cum Laude: 3.750 – 3.899
- Summa Cum Laude: 3.900 – 4.000

Notation of graduation with honors is entered on the diploma and the transcript and is based on the overall grade point average on all degree credit courses at the end of the final semester. Grade point average is rounded and then truncated after the thousandth position.

High School Deficiencies

Students admitted to MTSU with a United States History high school unit deficiency will be required to remove this deficiency by earning credits from HIST 2010, 2020 or 2030. New freshman students must [remove the deficiency](#) within the first 64 hours of enrollment and transfer students within the first 30 hours of enrollment.

Incomplete (“I”) Grades

If a student receives an “I” for a course, he or she does not re-register or pay fees for the course again. Such students should work only with the course instructor to complete grade requirements. The ‘incomplete’ must be removed during the succeeding semester, excluding summer. Otherwise, the grade of “F” or “FA” is entered. Incomplete grades may negatively affect a student’s Financial Aid Satisfactory Academic Progress, which affects his/her ability to receive financial aid. In addition, incomplete grades will prevent a student from receiving future Lottery Scholarship awards until the grade is changed and continuing eligibility can be determined. If financial aid is affected by an incomplete grade, the student should contact the MT One Stop after the final grade is posted to his/her academic transcript.

Internships

Students who are interested in completing an internship will need to contact the appropriate person listed below to receive internship information/approval. The internship coordinator must approve the internship *before* the actual position begins, especially if course credit is the goal. Students may inquire about internships by speaking with the listed contact person.

Accounting majors	Jeannie Harrington (Jeannie.Harrington@mtsu.edu)
Computer Information Systems majors	Nita Brooks (Nita.Brooks@mtsu.edu)
Economics or Finance majors	Keith Gamble (Keith.Gamble@mtsu.edu)
Management or Entrepreneurship majors	Kristen Shanine (Kristen.Shanine@mtsu.edu)
Marketing or Business Education NT majors	Laura Buckner (Laura.Buckner@mtsu.edu)

Minor

Students majoring in the Jones College of Business must complete one business minor. Each business major has an incorporated minor, which allows for degree completion within 120 credit hours. Students have the option to **select either the incorporated minor or an elective business minor** from the available options as listed on pages 27 and 28 of this handbook. **The selection of an elective business minor should be made in consultation with an academic advisor as it may add credit hours beyond the required 120.**

Students receiving Financial Aid should consult the MT One Stop before committing to an elective business minor other than the incorporated minor.

All business minors carry a 2.0 GPA requirement for graduation. Courses in the major cannot be included in the minor. A second minor is optional, but it cannot be in the Jones College of Business and it may require additional hours for graduation.

No student may double major or double minor in the Jones College of Business.

Probation and Suspension

A student is on academic probation if he/she fails to attain a 2.00 GPA for the current term and does not meet one of the following overall combined GPA requirements:

- 00 - 29.99 GPA hours: 1.50 overall combined GPA
- 30 - 49.99 GPA hours: 1.80 overall combined GPA
- 50 or more GPA hours: 2.00 overall combined GPA

A student on probation who fails to meet the above standards during the next semester of enrollment is suspended. Students previously suspended are not eligible for probationary status. A first suspension requires that the student stay out of school for one semester. Summer terms do not count for this purpose. A second or subsequent suspension results in dismissal from the University for one calendar year.

Request for Overload Form

Eighteen semester hours (excluding courses for audit) is the maximum load for a student during any semester while enrolled only at MTSU or concurrently at another institution. The following are the maximum number of semester hours per summer session:

Session 1 (May)	4 hours
Session 2 (June)	8 hours
Session 3 (July)	8 hours
Session 4 (June/July)	8 hours
Session 5 (May/June)	8 hours

A student can request an [overload](#) from the Advising Center (N233). The Jones College may grant overloads for the following students:

- Students with a 3.50 average on all college work attempted may be permitted to take up to 21 semester hours in a semester
- Students with a 3.00 average may be permitted to take a maximum of 19 hours in a semester provided one hour is Military Science or a Physical Education activity
- Graduating seniors may be permitted to overload with the limits above during the last semester in residence in order to graduate.

Scholarships and Awards

Several scholarship and award opportunities are available in the Jones College of Business:

- **Accounting Alumni Appreciation Day Outstanding Senior Award**
Awarded to the accounting major with senior standing and the highest GPA.
- **Accounting Alumni Appreciation Day Junior Award**
Awarded to the accounting major with junior standing and the highest GPA.
- **Accounting Alumni Appreciation Day Service Award**
Awarded to the Beta Alpha Psi member who has provided the most significant service to the Beta Alpha Psi organization.
- **Accounting Alumni Appreciation Day MAcc Scholarship**
MTSU Accounting majors with a minimum 3.0 GPA, enrolling in the MAcc program during the next academic year.
- **Archer-Johnstone Scholarship**
Management majors who are residents of Tennessee or Mississippi who complete 55 hours with at least a 3.00 GPA and demonstrate leadership abilities are eligible. The \$1,000 award is applied toward tuition.
- **Bhagwat Sarup Aggarwal Memorial Scholarship**
Awarded to a male CIS major with junior standing, at least 12 hours completed in INFS courses, and highest overall GPA. CIS GPA must be a 3.0 or greater. Student must have completed full-time coursework at MTSU for at least two semesters.
- **Bill and Linda Mooningham Scholarship**
Recognizes and provides financial assistance to a current or prospective accounting student, who possesses and demonstrates outstanding leadership qualities with a minimum 2.8 GPA. The \$1,000 award is renewable for seven semesters if the recipient makes continuous progress toward his/her accounting degree.
- **Billy W. Balch Scholarship**
Awarded to an Economics major who has at least a 3.0 GPA.
- **Bobby N. Corcoran Scholarship**
Awarded to an Economics major who has at least a 3.0 GPA.
- **Charles Hodge Scholarship** – Dean's Office
Awarded to a Jones College of Business junior or senior who demonstrates leadership with at least a 3.5 GPA. Student must be admitted to Jones College. The award is \$1,500 per semester for a maximum of 6 semesters and can be extended into graduate study in business at MTSU.
- **Crowe Horwath Scholarship**
Awarded to a junior accounting major who is entering the senior year. Accounting major GPA and overall GPA must be a 3.3 or higher. Student must demonstrate leadership skills and must have graduated from a U.S. high school.
- **Dean's Scholarship**
Three \$1,000 awards are given each year, selected by advisors.
- **Economics and Finance Faculty Scholarship**
Awarded to a senior Economics or Finance major who has at least a 3.5 GPA.
- **Economics and Finance Professor Emeritus Scholarship**
Awarded to a student majoring in either Economics or Finance.
- **Elaine Stepp Parchment Award**
Award is given to the outstanding junior majoring in Business Education. Recipient must be a current, full-time student at MTSU for the last two semesters and completed 60-89 semester hours toward the major.
- **E. W. (Wink) Midgett Scholarship**
Accounting majors are eligible, and the criteria include full-time student, accounting major, completed ACTG 3110, Intermediate Accounting I, at least 3.0 GPA in all accounting courses completed, 2.5 cumulative GPA, and financial need.
- **Fawn W. Ellis Scholarship: Association of Government Accountants (AGA) Nashville Tennessee Chapter**
One \$1500 scholarship awarded to an AGA Nashville area chapter member, member's spouse, or member's child or grandchild with an overall GPA of 2.8 or higher (any school and any major may apply).
- **Grady R. Haynes Scholarship**
Business Education and Marketing majors are eligible. Recipient must have completed 40 semester hours with a minimum GPA of 2.80. Student must have graduated from a Rutherford County high school. Involvement in leadership activities is considered. Renewable on a semester-by-semester basis.
- **Institute of Internal Auditors (Nashville Chapter) Scholarship**
Accounting majors are eligible, and the criteria include full-time undergraduate or graduate Accounting major, a minimum overall GPA of 2.8, and a strong interest in Internal Auditing.
- **Ivey Chance Memorial Scholarship**
Master of Business Education students who have been admitted to candidacy are eligible. The scholarship is a one-time award of \$1,000.

- **J. D. and Marge Vance Scholarship**
Marketing majors are eligible at the end of their freshman year, and the scholarship is renewable for 3 years as long as the student maintains at least a 3.0 GPA. The scholarship is for fall and spring semesters and the amount varies based on availability of funds. The criteria include sophomore status, minimum 3.0 GPA, Tennessee resident, full-time student, and Marketing major. Financial need and leadership qualities are also considered.
- **James C. Douthit Scholarship in Business Administration**
Business Administration majors who are residents of Tennessee who complete 55 hours with at least a 3.00 GPA and demonstrate leadership abilities are eligible. The \$500 award is applied toward tuition.
- **Joe E. Sawyer Business Education Award and NBEA Award of Merit**
Business Education major with a teaching concentration who has completed 90 hours or a Master of Business Education major who is admitted to candidacy and is seeking initial licensure.
- **John and Renee Hawkins Endowed Scholarship**
Awarded to one full-time undergraduate business major.
- **John E. Mayfield Endowed Scholarship**
Awarded to a student from a Cheatham County high school and now attending MTSU. Open to all students, regardless of major.
- **Kailash Wati Memorial Scholarship**
Awarded to a female CIS major with junior standing, at least 12 hours completed in INFS courses, and highest overall GPA. CIS GPA must be a 3.0 or greater. Student must have completed full-time coursework at MTSU for at least two semesters.
- **Kiyoshi Kawahito Award Endowment**
To help fund student travel abroad for Poverty Studies in Developing Countries. Open to all students, with preference given to students in the Jones College of Business.
- **Larry P. Morton Scholarship**
Awarded to a student pursuing an undergraduate degree in Accounting.
- **Martin Chair of Insurance Scholarships**
Insurance majors and minors are eligible. Various resources fund the scholarships and criteria vary based on the scholarship. Typical criteria include GPA and hours earned. Details and applications are available in the Martin Chair of Insurance Office, BAS N330.
- **Michael H. Peters Operations Management Scholarship**
Management majors who are residents of Tennessee who complete 55 hours with at least a 3.00 GPA and demonstrate leadership abilities are eligible. The \$1,000 award is applied toward tuition.
- **Murfreesboro Credit Bureau Scholarship**
Entering freshmen who graduate from a Rutherford County high school majoring in business are eligible. The scholarship is renewable for a maximum of 8 academic semesters. Criteria include Rutherford County resident for at least one year, proven academic record, and good moral character. The scholarship is for \$1,500 to be divided equally between the fall and spring semesters.
- **Nancy Fann Business Education Scholarship**
Need-based scholarship for one student in the Jones College of Business with first preference to be given to a student majoring in Business Education or a Master of Business Education. Undergraduate students must have completed 30 semester hours of credit with at least 15 hours at MTSU and have an overall and major GPA of 3.0 or higher. MBE students who are admitted to candidacy and are seeking initial licensure are eligible. The scholarship is to be awarded and renewed on a semester-by-semester basis.
- **Outstanding Business Administration Junior Award**
Award of \$250 to \$500 based on the availability of funds. The scholarship is a one-time award and is given to the junior Business Administration major with the highest GPA.
- **Outstanding Marketing Junior Award- Bernard Goldstein Scholarship**
Award of \$250 to \$500 based on the availability of funds. The scholarship is a one-time award and is given to the junior Marketing major with the highest GPA.
- **Outstanding Business Administration and Management Senior Awards**
Awards of \$200 to \$400 are given to the graduating senior in each area who has the highest GPA.
- **Outstanding Junior in Computer Information Systems**
Awarded to a CIS major with junior standing, at least 6 hours completed in INFS courses, and highest overall GPA. Student must have completed full-time coursework at MTSU for at least two semesters.
- **Outstanding Junior and Senior and Highest GPA in CIS Awards**
Awards are given based on major in CIS, GPA, and academic performance in the major.
- **Outstanding Management Junior-Fowler Todd Award**
Management majors are eligible in their junior year. The \$250 scholarship is awarded for one year. The scholarship is awarded to the junior Management major with the highest GPA.
- **Outstanding Marketing Senior Award**
Award of \$200 to \$400 is given to the graduation senior who has the highest GPA.
- **Outstanding Senior in Computer Information Systems**
Awarded to a CIS major with senior standing, at least 12 hours completed in INFS courses, and highest overall GPA. Student must have completed full-time coursework at MTSU for at least two semesters.

- **Richard and Emma Hannah Endowed Scholarship**
Awarded to an economics or finance major who has a minimum 3.25 GPA.
- **Robert L. Martin Scholarship**
Awarded to a junior majoring in Economics with a minimum 2.7 GPA who can demonstrate financial need.
- **Sales Scholarship**
Award of \$1000 given to a junior or senior who has an interest in a sales career. Overall and major GPA must be a 3.0 or higher.
- **Sports Marketing Scholarship**
Marketing majors are eligible after completing 72 hours, excluding prescribed courses. Applicant must be a full-time student and have a 3.00 GPA or better.
- **Todd Ravin Accounting Scholarship**
Awarded to an accounting major who completed Principles of Accounting I and II.
- **W. Wallace Robertson Accounting Scholarship**
Accounting majors with a minimum GPA of 3.25, junior standing in the upcoming academic year and have Jones College of Business admission are eligible. Considerations include academic performance, non-academic activities, leadership, and financial need.
- **Weatherford Chair of Finance Scholarships**
Finance majors with Financial Institutions Management emphasis are eligible. Various financial institutions fund the scholarships and criteria vary based on the scholarship. Typical criteria include GPA and hours earned. Details and applications are available in the Weatherford Chair of Finance Office, BAS N330.
- **William R. Snodgrass Scholarship: Association of Government Accountants (AGA) Nashville Tennessee Chapter**
College students with a business-related major such as Accounting, Economics, Finance, Computer Information Systems, Management, or Marketing with an overall GPA of 2.8 or higher from a middle Tennessee college are eligible. One \$1,500 and one \$750 award are given.

Study Abroad Scholarship – Jones College

Study abroad participation allows students to experience another culture first hand, expand their worldviews, and enhance future employment opportunities. To encourage an international educational experience, Jones College provides \$1000 Study Abroad Scholarships to eligible Jones College majors. Application materials and information are available on the [Jones College website](#). Students must meet with the [Education Abroad Office](#) and be formally admitted to the Jones College prior to completing the scholarship application.

Student Organizations

Membership in a number of professional and honorary business organizations is available to students. Organizations open to business majors include the following:

Organization's Name	Sponsor	Who's Eligible	Purpose/Activities
Alpha Kappa Psi	Please contact the department BAS N121, 615-898-2736	Business majors and minors with 2.5 cumulative GPAs or better	The purpose is to promote leadership, take on projects, and develop additional skills needed for the real world. Activities include meetings, professional speakers, business tours, and networking with business people from around the country.
American Marketing Association	Dr. Don Roy BAS N429, 615-904-8564	All majors; currently enrolled MTSU students interested in Marketing	The American Marketing Association has over 30,000 members and 300 collegiate chapters nationwide. The AMA prides itself in being the go-to place for marketing resources and networking opportunities. As a collegiate chapter, we will add value to MTSU students by expanding their marketing knowledge beyond the classroom while helping them bridge the gap between college and career. Activities include monthly meetings, guest speakers, field trips to local businesses, and other chapter events.
Association of Information Technology Professionals (AITP)	Dr. Stoney Brooks BAS N349, 615-898-5765 Michael C. Murphy BAS N335, 615-898-2775	Computer Information Systems and Computer Science majors and minors	The purpose is to assist students in preparing for careers in information systems fields. Activities include professional speakers, leadership workshops, business tours, and job search assistance.
Beta Alpha Psi	Dr. Paula B. Thomas BAS N422, 615-898-5655 Department of Accounting BAS N425A, 615-898-2558	Accounting majors with at least 3.0 GPAs cumulatively and at least 3.0 GPAs in Accounting	The purpose is to introduce students to the professional side of accounting. Activities include meetings with professional speakers, community service projects and site visits to accounting firms and other businesses.
DECA	Dr. Robert B. Blair BAS N436B, 615-898-5284	All business majors	DECA prepares emerging leaders and entrepreneurs for careers in marketing, finance, hospitality and management. The Collegiate Division includes over 15,000 members in 275 colleges and universities.

Economics Club	Dr. Michael Roach BAS N315, 615-494-8914	Anyone interested in Economics	The Economics Club serves all students interested in Economics. Omicron Delta Epsilon (ODE) Kappa Chapter of Tennessee is an international honor society in economics. ODE fosters closer ties between students and economics faculty and promotes the economics profession.
Financial Management Association and Honor Society (FMA)	Dr. Sean Salter BAS N202, 615-898-5117	Anyone interested in Finance. Honor Society requires at least six hours upper-division finance and 3.25 GPA	The purpose is to promote an appreciation of finance as a profession. Affiliate of the International FMA Association. Activities include speakers, field trips, and social activities.
Gamma Iota Sigma	Dr. David Wood BAS N330, 615-898-2813	Insurance majors, minors, and anyone interested in Insurance	Gamma Iota Sigma is a professional fraternity organized to promote, encourage, and sustain interest in insurance as a profession; encourage high moral and scholastic attainments; and facilitate the interaction and cooperation of educational institutions, industry, and professional organizations. Activities include speakers, contact with the insurance industry, scholarship opportunities, and internship and career opportunities.
Global Bridages Business Chapter at MTSU	Dr. Raholanda White BAS N448, 915-898-2034	All majors	The largest student-led health and sustainable development organization with various memberships that spans North American and European universities. As a business brigade, our mission is to increase the capital available in rural communities and to enhance economic growth.
Institute of Internal Auditors	Dr. Audrey Scarlata BAS N401, 615-898-2625	All majors	The purpose is to provide undergraduate and graduate students with an educational and social organization that promotes internal auditing as a career objective. The student chapter meets twice a month and student members are invited to attend monthly meetings of the Nashville Chapter of the IIA for free. Activities include speakers, field trips, networking opportunities, and social activities.
Institute of Management Accountants	Dr. Jeannie Harrington BAS N4205, 615-898-2038	All majors; Business majors and minors are encouraged to participate	The mission is to provide members with personal and professional development opportunities through education, association with business professionals, and certification in management accounting and financial management skills. The chapter meets twice a month and generally has speakers from the accounting or finance departments of corporations in Nashville or Murfreesboro.
National Association of Black Accountants	Dr. Tammy Bahmanziari BAS N420, 615-898-2367	All students interested in bridging the opportunity gap for people of color in the Accounting, Finance, and Business professions	The mission of NABA, Inc. is to address the professional needs of its members and to build leaders who shape the future of the accounting and finance profession with an unfaltering commitment to inspire the same in their successors.
Student Center for Public Trust	Dr. Jill Austin BAS N121, 615-898-2736	Anyone interested in business ethics	The mission is to promote ethical thinking in the developing character and conscience of students while creating networking opportunities and developing professional leadership skills.
Supply Chain Management	Dr. Kimball Bullington BAS N131, 615-904-8420 Dr. Cliff Welborn BAS N101, 615-898-2037	Anyone interested in Supply Chain Management	The purpose is to assist students in learning about careers in supply chain management. Activities include speakers, field trips, and discussions.

Tutoring

The Jones College of Business offers free tutoring and/or help labs for these courses: undergraduate ACTG courses, ECON 2410, 2420, and 3210, FIN 3010, INFS 2400, 2600, 3200, 3400, and 4950, BIA 2610, 3621 (lab) and 4010. Interested students should contact the department that houses the course in which extra help is needed in order to find date and location information. To contact the Accounting Department, please visit BAS N427 or call 898-2558; for the Economics and Finance Department, please visit BAS N331 or call 898-2520; for the Computer Information Systems Department (houses BIA 2610 and BIA 3620/3621), please visit BAS N331 or call 898-2362. For a list of additional free tutoring in other subjects across campus, please visit www.mtsu.edu/studentsuccess/.

University Honors College and Honors Courses

The Business Honors Program is part of the campus-wide University Honors College leading to a business degree with University Honors. It meets the special needs of high-ability students who intend to pursue careers and/or graduate studies in business. The program focuses on small classes offered at convenient hours, excellence of instruction, and personal contact between Honors students and Honors faculty. Honors work is an educational adventure for students who are eager to grow intellectually, to think, to react, to interact, and to develop their potential abilities as fully as possible.

To be eligible to register for Honors courses as an entering freshman, a student must have a minimum ACT composite score of 25 (SAT equivalent 1220) and at least a 3.5 high school GPA. Transfer students with 12 or more credits are eligible to register for Honors courses if they have a cumulative transfer GPA of at least a 3.25. Students meeting admission requirements can register and complete Honors courses without working toward graduation with Honors. When registering, look for an 'H' in the section number. Enrolling in Honors courses does not lock students into completing the Honors program.

To graduate with University Honors, business students should achieve an overall GPA of at least a 3.25 and:

- Complete at least 20 hours of lower-division Honors courses, preferably including ECON 2410 and 2420.
- Complete at least 3 hours of upper-division business Honors courses. (Students can complete an Honors Contract where they take a regular 3000 or 4000 level class and make it Honors by completing an extra course component to enhance their learning. Contract deadlines are a month into the semester to turn the appropriate paperwork into the Honors College; Sept. 30 and Feb. 15.)
- Complete UH 3500 or 4600, Honors Interdisciplinary Seminar, or UH 4010, Institute of Leadership Excellence; 3 hours.
- Complete UH 4900, Honors Thesis Tutorial, 1 hour (obtain CRN from Honors College).
- Complete UH 4950, Honors senior independent research or creative project, 3 hours (obtain CRN from Honors College).
- Complete UH 3000, the Honors College Lecture Series, 1 hour.
- File Intent to Graduate with University Honors (Paul W. Martin Sr. Honors Building 205) no later than the beginning of the semester of graduation.

Please check with Honors Advisors for other offered Honors courses. Transfer students may also elect to become an Honors Associate if they do not meet the 20 required lower-division Honors courses upon entering MTSU. For more information, consult with an Honors College Advisor in the Paul W. Martin Sr. Honors Building, Room 205, or 615-898-2152.

Validation Exams

The Jones College permits a lower-division transfer course to satisfy a specific upper-division business course requirement after a student successfully passes an MTSU comprehensive examination for the course under consideration.

The department chair grants approval to take a comprehensive exam based on a review of the educational background of the student to assess the probability that the student has gained enough knowledge from a similar course or courses to be likely to pass the exam. Students must attain a proficiency level of 70 percent or higher to pass such an exam. The department office retains a copy of the exam results. When a student passes such an exam, the department chair will recommend a course substitution using the lower-division transfer course or courses to meet an upper-division course requirement. Students may attempt the test two times provided at least four months have passed since the last test was attempted. Comprehensive exams are available for the following courses:

BLAW 3400—Legal Environment of Business

The exam is 100 multiple-choice questions. Major topics covered on the exam include government regulation of business, law and the legal system, employment discrimination, and torts. The exam is offered Monday through Thursday from 8:00 AM to 3:00 PM in BAS N425. A study sheet is available [online](#) or in the Accounting Department.

BCED 3510—Business Communication

The exam may include multiple choice and essay questions or writing performance assignments. Please contact the Marketing department at 615-898-2902 (BAS N427) for date exam is given each semester. Review your class notes and textbook to prepare for the exam.

BCED 4510—Business Report Writing

The exam may include multiple choice, true/false, and essay questions or writing performance assignments. Please contact the Marketing department at 615-898-2902 (BAS N427) for date exam is given each year. Review your class notes and textbook to prepare for the exam.

ECON 3210—The Financial System and the Economy

The exam may include multiple choice, true/false, and essay questions. Please contact the Economics and Finance Department at 615-898-2520 (BAS N331) to make an appointment to take the exam. Review your class notes and textbook to prepare for the exam.

FIN 3010—Business Finance

The exam may include problems. Please contact the Economics and Finance Department at 615-898-2520 (BAS N331) to make an appointment to take the exam. Review your class notes and textbook to prepare for the exam.

INFS 3100—Principles of Management Information Systems

The exam is multiple choice, true/false, and fill-in-the-blank. Please contact Dr. Jong-Sung Lee at 615-898-5938 (BAS N354), jong-sung.lee@mtsu.edu, to make an appointment to take the exam. Major topics covered on the exam include information systems technology, applications, and development and management. Review your class notes and textbook to prepare for the exam. A suggested text to review is *MIS7*, 7th edition, by Hossein Bidgoli.

MGMT 3610—Principles of Management

The exam may include definition, short answer, and identification questions. Please contact the Management Department at 615-898-2736 (BAS N121) for a review sheet and to make an appointment to take the exam. Review key terms and concepts in any recent principles of management text.

MGMT 3620—Supply Chain Operations

The exam may include definition, short answer, and identification questions. Please contact the Management Department at 615-898-2736 (BAS N121) to make an appointment to take the exam. Review key terms and concepts in any recent supply chain operations text.

MKT 3820—Principles of Marketing

The exam may include definition, identification, and short answer questions. Please contact the Marketing Department at 615-898-2902 (BAS N427) for a review sheet and to make an appointment to take the exam. Review terms and concepts in any recent principles of marketing text.

Withdraw, University

Students finding it necessary to withdraw from the University after having selected classes for a future term should access PipelineMT to drop all classes. A student may also initiate the official withdrawal process by contacting an Enrollment Counselor in the MT One Stop. Once classes have begun for the summer term, withdrawal for that summer term cannot be accomplished via PipelineMT.

Any student who leaves the university without officially withdrawing will receive a grade of “F” or “FA” in all courses in which he/she is registered. **Simply no longer attending classes does not withdraw you from the course or university. You must officially drop the course or withdraw from the university. A student may not officially withdraw from the university after a date in the semester or term that is one week or less prior to the beginning of final exams. It is important to consult the Registration Guide for withdrawal date and fee adjustment information. A withdrawal at any point in the semester could mean a balance owed to the university.**

NOTE: It would be a good idea to access PipelineMT the next day to verify that you have been dropped or withdrawn from class(es). For additional information about withdrawing from the university, please visit <http://www.mtsu.edu/withdraw/>.

MAJORS

Accounting

The mission of the Department of Accounting within the Jones College of Business is to prepare students technically, ethically, and professionally for successful careers in accounting through affordable accounting programs at the undergraduate and graduate levels. The department will strive to cultivate a student-centric learning environment where faculty interact with students as individuals, through innovative and effective pedagogy, as well as produce research and perform service that engages and positively impacts the university, the accounting profession, and the broader community.

The Department of Accounting offers both the Bachelor of Business Administration (BBA) degree and the Master of Accountancy (MAcc) degree. Successful completion of the undergraduate accounting program results in the BBA degree. Students should note that most states require study beyond the bachelor's degree to sit for the CPA (Certified Public Accountant) exam. Specifically, Tennessee requires that students complete 150 semester hours before taking the CPA exam. The Department encourages students to meet this requirement by earning the MAcc degree, which requires 30 semester hours of study beyond the BBA degree and can be completed either on a full- or part-time basis. The requirements to take the CPA exam can also be met by pursuing additional undergraduate coursework beyond that required for the BBA degree. Our graduate curriculum includes both required components and electives to allow students flexibility in tailoring their accounting program to meet personal career interests. A specialty track in taxation is available in the MAcc program.

Students graduating with accounting degrees from MTSU have been quite successful in pursuing careers with CPA firms, large corporations, emerging companies, government entities, consulting firms, and a variety of other companies and institutions. The Accounting degree programs also assist students in pursuing professional certifications, such as CPA (Certified Public Accountant), CMA (Certified Management Accountant), CIA (Certified Internal Auditor), and CISA (Certified Information Systems Auditor).

Marketing

Business Education. The Business Education (Teaching) program prepares students to teach business subjects in high schools, middle schools, career and technical education programs, and private educational institutions. Business education majors will be licensed in the areas of Business Education and Business Technology. Students must pass certain Praxis exams as required by the State of Tennessee. Additional endorsements may be added in related areas such as Economics, Government, Information Technology, and Marketing by meeting additional requirements. Students who seek to graduate without meeting licensure requirements may pursue a non-teaching option: Business Education (Non-Teaching—Corporate Communication Technology). This option integrates a solid business foundation with specialized instruction in business and corporate communication, technology, and elective opportunities to meet your specialized career goals.

Marketing. The Marketing major prepares students for assuming all marketing responsibilities in smaller organizations and specialized marketing activities in larger ones. The program is prepares students for rewarding careers in such fields as sales, sales management, retailing, business-to-business marketing, social media, distribution, advertising/promotion, public relations, product management, and marketing research. Career opportunities are available in business, government, and nonprofit organizations, which includes product and service industries. Typical career titles in marketing include retail manager, retail buyer, sales/marketing representative, sales manager, market research analyst, promotions strategist, logistics coordinator, and advertising account manager.

Computer Information Systems

Computer Information Systems prepares students in the concepts and skills required to perform as business systems analysts, computer programmers, database designers/administrators, data communications managers/specialists, computer marketing representatives and information center specialists and in fields related to business applications of the computer and the processing, storage, retrieval, and reporting of business data. This major allows specialization or generalization by offering elective courses.

The use of the computer by businesses (large and small) has created new career paths for students majoring in Computer Information Systems. There has been and continues to be a growing demand for professionals possessing an understanding of both business and computer information systems. Positions for CIS majors include the following:

Technical IT Roles

Systems Administrator or Systems Engineer - These technical roles specialize in just a few technologies or operating systems. It is common for a systems administrator to have experience with a number of different technologies provided by the same vendor. For example, a Windows systems administrator with Microsoft Exchange server skills.

Server Administrator - Install, configure, support and maintain server infrastructure and server operating systems.

Network Administrator - Support and maintain network infrastructure such as switches, routers, and firewalls.

Database Administrator or DBA - Ensure the proper operation of business systems software concerned with the storage and processing of large quantities of data. Some widely used database software platforms include Oracle, Microsoft SQLServer, and MySQL.

Developer/Programmer - Developers and programmers write software in different languages. Some languages are intrinsically tied with certain technologies. For example, HTML is associated with web developers while other languages such as C# have a more universal use.

Programmer Analyst - Responsible for software development as well as evaluating user requests and identifying business processes and requirements.

Security Administrator - Security roles vary in scope and skills. Some security roles are tied closely with vendor firewall software, patch management, virus scanners, or IPS/IDS while other security roles are policy based and do not have a technical requirement to the role.

Network Engineer - Design and implement network infrastructure.

Network Architect - Provide standards and frameworks that can be used in solutions design.

Process IT Roles

Change Manager- Ensure that IT related changes in an organization are managed in terms of risk, impact, and reporting. Very large IT departments can make hundreds of changes to the production network in a month and the management of these changes falls under the responsibility of the change manager.

Business Analyst- Examine and review business processes and relay that information to technical IT staff in order to assist with improving existing systems.

Consultant- Usually an expert in one field, a consultant works to solve or improve an organization's IT systems or processes.

Enterprise Architect- Considers business process, finance and other key inputs in order to develop a strategy moving forward.

IT Auditor- Conduct and report audit findings making recommendations for improving process, ensuring compliance, improving operations, reducing costs, and mitigating risk.

Governance Roles

CIO or Chief Information Systems Officer - Oversee the management of all Information Technology systems in an organization.

IT Director - Senior taskmaster of Information Technology within a business.

IT Manager/Technical IT Manager - Responsible for the proper operations and maintenance of computer systems in a company.

Operations Manager - Responsible for the ongoing support of corporate networks and services.

Project Manager - Responsible for the delivery of a large body of work to develop, install, or enhance IT systems.

Technical Project Manager - To utilize a technical background in order to organize a team of individuals to accomplish a given objective.

Help Desk Manager - Oversee the daily operations of the help desk or service desk.

Program Manager - Plan, scope, and lead service engagements with clients.

Data Center Manager - Take responsibility for the ongoing support, maintenance, performance, and uptime of corporate data center facilities.

IT General Manager - Provide leadership, strategic vision and direction to the IT infrastructure, customer service, and application development departments.

Service Delivery Manager - Manage the performance and quality of services rendered.

Economics and Finance

Economics. The economics program studies how society allocates scarce resources. It is comprised of two parts: microeconomics and macroeconomics. Microeconomics studies individual firms and consumers and models the decisions they make in various types of markets and other institutional settings. Macroeconomics examines national income, growth, unemployment, and prices that result from the interaction of microeconomic agents. Economics majors may select a concentration in Labor Relations.

Finance. The Finance program provides students with a thorough knowledge of the techniques of financial analysis and their applicability to decision-making in business and governmental units. Students may concentrate in several areas of finance, including business finance, financial institutions, insurance, and real estate. The Business Finance and Financial Institution Management concentrations are for students interested in entering the fields of corporate finance, banking, investment and securities, etc. The Insurance emphasis is for students interested in careers in insurance. Career possibilities include insurance company operations, underwriting, claims adjustment, risk management, sales, estate planning, actuarial science, etc. The Real Estate concentration prepares students for careers in real estate operations, brokerage, mortgage financing, property valuation, investment/estate planning, etc.

Management

Business Administration. Business Administration is a program of study designed for the student who is interested in a business career but who does not prefer a field of study in a specialized business area. The field includes areas of study in management, marketing, economics, finance, and business law. This program is especially beneficial for students with small business ownership career plans. Typical career positions for students who choose Business Administration as a major include owners of small businesses, administrative employees in banks/financial institutions, retail managers, and sales representatives.

Entrepreneurship. The entrepreneurship program prepares individuals for successful venture creation and implementation and provides opportunities for students to acquire the necessary operational entrepreneurial knowledge to start a new enterprise, study the success and failure factors involved in being an entrepreneur, develop a comprehensive business plan for loan acquisition and venture implementation, gain an awareness of the skills and knowledge needed to be a successful entrepreneur and study marketing, management, communication, economics, finance, accounting, and information systems from an entrepreneurial perspective. Small businesses are a major factor in the health of the American economy, making up the majority of all businesses and providing employment for almost half of the nation's labor force. The entrepreneurship curriculum is flexible. Students may tailor the program to fit their specific needs while acquiring the business background needed to pursue entrepreneurial goals. Specialized courses, an internship, and interaction with knowledgeable business leaders will provide students with the experiences needed to start and operate a successful business.

Management. The major in Management offers preparation for specialized careers in human resource management, supply chain management, and general administrative careers in business, government, industry, and nonprofit organizations.

Three areas of specialty/careers are available in this major. First, Human Resource Management includes areas of planning for human resource needs; recruiting, selecting, and training employees; assisting managers in placing employees; and facilitating the rewarding of work performance. Typical career titles in human resource management include the following: training/development manager, human resources recruiter, employer relations specialist, industrial/labor relations specialist, employee selection manager, employee benefits administrator, and compensation specialist. Second, Supply Chain Management includes the areas of designing, operating, and controlling the production of products and/or services through the efficient/effective use of capital, financial resources, employees, and raw materials. Typical career titles in production/operations management include the following: production scheduler, quality control analyst, capacity planning analyst, operations systems analyst, inventory control specialist, materials manager, logistics manager, and quality assurance manager. Third, General Management includes administrative work in management areas of planning, organizing, leading, and controlling work. Typical career positions for students who elect the general management major include administrative positions in human resources management departments, production/operations departments, service organizations, and nonprofit organizations.

Major: Accounting
Incorporated Minor: Business Administration
Advising Form 2017-2018

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH: MATH 1630	3		2 years high school algebra & MATH ACT >25 or MATH 1710	
COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4			
	4			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020; GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
CORE: ECON 2420 Microeconomics	3			
Elective	1			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3			
	3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
	3			
Elective	3			
INFS 2200 Intro to Microcomputing	3			
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	Min C required
CORE: ACTG 2125 Principles of Actg II for Actg Majors	3		ACTG 2110	Min C required
CORE: BIA 2610 Statistical Methods	3		MATH 1630	
Junior Year				
CORE: BIA 3620/3621 Intro Business Analytics	3		BIA 2610, junior standing	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ	3	Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ	3	Junior standing	
CORE: BUS 3000 Dale Carnegie		3	Junior standing	
CORE: BCED 3510 Business Communication		3	Junior standing	
CORE: FIN 3010 Business Finance	Δ	3	Junior standing	
MAJ: ACTG 3110 Intermediate Accounting I	*	3	ACTG 2120 or 2125 with min. C, MATH 1630, Min. 2.00 GPA, junior standing	Min C required
MAJ: ACTG 3120 Intermediate Accounting II		3	ACTG 3110 with min. C, junior standing	Min C required
MAJ: ACTG 3310 Cost Actg		3	ACTG 2120 or 2125 with min. C, MATH 1630 & INFS 2200, junior standing	Min C required
CORE: MKT 3820 Principles of Marketing	Δ	3	Junior standing	
Senior Year				
CORE: BLAW 3400 Legal Env of Bus	Δ	3	Junior standing	
Business Elective		3		
MAJ: ACTG 4510 Accounting Systems		3	ACTG 2120 or 2125 with min. C, INFS 2200, junior standing	Min C required
BLAW 3430 Commercial Law		3	Junior standing	
MAJ: ACTG 4550 Introduction to Federal Income Tax		3	ACTG 3110 with min. C, junior standing	Min C required
MAJ: ACTG 4620 External or 4640 Internal Auditing		3	ACTG 3120 and ACTG 4510 with min. C (4620)/ ACTG 3120 and ACTG 4510 with min. C, BIA 3620/3621 (4640); junior standing	Min C required
MAJ: MAJ: ACTG Elective	++	3	Junior standing & others depending on specific course chosen	Min C required
MAJ: ACTG 4650 Financial Accounting Standards		3	ACTG 3120 with min. C, junior standing	Min C required
Elective		3		
CORE: BUAD 4980 Strategic Management		3	All Δ marked courses	Taken at MTSU Only

Accounting majors are required to have a C (2.00) or higher in all ACTG courses. Maximum of 3 attempts for min. C grade in upper division ACTG courses. The grade of W is required in the attempt count.

Δ Prerequisites to BUAD 4980, which must be taken last semester

MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses

++All upper division ACTG courses can be used except ACTG 3000, 3020 and 4420

*A [departmental readiness exam](#) is required upon enrolling in ACTG 3110 for the first time

Student **cannot** double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

Major: Business Administration
Incorporated Minor: Economics and Finance
Advising Form 2017-2018

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH: MATH 1630 or 1810	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4 4			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
CORE: ECON 2420 Microeconomics	3			
Elective	1			
Elective	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3 3			
HISTORY (2 COURSES): 2010, 2020, 2030	3 3			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020; GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
CORE: BIA 2610 Statistical Methods	3		MATH 1630 or 1810	
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
Elective	3			
Junior Year				
CORE: BIA 3620/3621 Intro Business Analytics	3		BIA 2610, junior standing	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ 3		Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ 3		Junior standing	
CORE (W): MGMT 3620 Supply Chain Ops	Δ 3		Junior standing	
Business Elective	3			
CORE: FIN 3010 Business Finance	Δ 3		Junior standing	
CORE: BLAW 3400 Legal Env of Bus	Δ 3		Junior standing	
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
CORE: MKT 3820 Principles of Marketing	Δ 3		Junior standing	
MAJ: ACTG 3020, 3110, or 3310	3		ACTG 2120 or 2125 (3020)/ACTG 2120 or 2125 with min. C, MATH 1630, Min 2.0 GPA (3110)/ACTG 2120 or 2125 with min. C, MATH 1630, INFS 2200 (3310) & junior standing	
Senior Year				
MAJ: MGMT 3640, 3705, 3710, 3715, 3720, 3725, 3730, 3750, 4700	3		BIA 2610 (3640)/MGMT 3620 co-requisite (3710)/MGMT 3620 (3720,3750,4700); junior standing	
MAJ: MGMT 3630, 3810, or 4680	3		MGMT 3610 (3630 & 4680); junior standing	
MAJ: MKT 3930 or MGMT 3890	3		MKT 3820 (3930)/MGMT 3610 (3890); junior standing	
MAJ: BLAW 3430, 3460, 4470, 4490, or 4500	3		Junior standing	
FIN UD Elective for ECON/FIN minor or UD Bus. Elective for Alt. Bus. Minor	3		Junior standing & depends on specific course chosen	
MAJ: MGMT or MKT 4710 or ECON 4440	3		MGMT 3610, MKT 3820 (4710)/ECON 2410, 2420 (4440); junior standing	
ECON UD Elective for ECON/FIN minor or UD Bus. Elective for Alt. Bus. Minor	3		Junior standing & depends on specific course chosen	
MAJ: MKT (not MKT 3010, 3970/3980 or 4990)	3		MKT 3820 & others depend on specific course chosen	
MAJ: MKT (not MKT 3010, 3970/3980 or 4990)	3		MKT 3820 & others depend on specific course chosen	
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester
MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses
Student **cannot** double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

Major: Business Education Incorporated Minor: Secondary Education Advising Form 2017-2018

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH: MATH 1630 or 1810	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4			
	4			
MAJ: BCED 1400 Introduction to Business	3			
MAJ: INFS 2400: Web Development	3			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020; GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3			
	3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
CORE: ECON 2420 Microeconomics	3			
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
MAJ: BCED 2330 Word Processing Concepts	3			
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
SEM: YOED 2500 Planning & Assessment (See your minor advisor)	3		Completion of 45 hours, admission to Teacher Education	Min B required
Junior Year				
MAJ: INFS 2600: Intro to Software Development & Prog	3			
CORE: BIA 2610 Statistical Methods	3		MATH 1630 or 1810	
SEM: YOED 3000 Classroom Mgmt (See your minor advisor)	3		YOED 2500 with minimum grade of B, admission to Teacher Education, Permission of Instructor	Min B required
CORE: BLAW 3400 Legal Env of Bus	3		Junior standing	
MAJ: BCED 4340 Integrated Admin Tech	3		BCED 2330, junior standing	Spring Only
CORE: MGMT 3610 Principles of Mgmt	3		Junior standing	
MAJ: BCED 4510 Business Report Writing	3		Junior standing	
CORE: MKT 3820 Principles of Marketing	3		Junior standing	
Elective	1			
CORE: BCED 3510 Business Communication	3		Junior standing	
MAJ: BCED 4250 Innovations & Prob in Information Tech	3		BCED 2330 recommended, junior standing	Spring Only
Senior Year				
CORE: FIN 3010 Business Finance	3		Junior standing	
MAJ: BCED 4240 M & M in Business & MKT EDU	3		Junior standing	Fall Only
MAJ: BCED 4710 Hist and Found of BE/ME	3		Junior standing	Fall Only
SEM: YOED 4020 Residency I: Grades K-12 (See your minor advisor)	6		YOED 2500, YOED 3000, 2.75 min. overall GPA and a min. MAJ GPA of 2.50, senior standing, admission to Teacher Education	Min B required
SEM: YOED 4400 Residency II (See your minor advisor)	12		YOED 2500, YOED 3000, YOED 4020, 2.75 min. overall GPA and a min. MAJ GPA of 2.50, senior standing, passing score(s) on the specialty area exam(s) of Praxis II, admission to Teacher Education	

MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses

Student cannot double major or double minor in business

SEM (Secondary Education Minor): Students should consult their minor advisor in the College of Education before registering for secondary education courses. See Dr. Jim Rost, COE 315, 898-5481, Jim.Rost@mtsu.edu for information.

See page 30 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

Major: Business Education (Non-Teaching Option) Incorporated Minor: Business Administration Advising Form 2017-2018

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH: MATH 1630 or 1810	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4 4			
Non-Business Elective	1			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020;GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
BCED 1400 Introduction to Business	3			
BCED 2330 Word Processing Concepts	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3 3 3 3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
CORE: ECON 2420 Microeconomics	3			
CORE: BIA 2610 Statistical Methods	3		MATH 1630 or 1810	
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
Junior Year				
CORE: BCED 3510 Business Communication	3		Junior standing	
MAJ: BCED 4340 Integrated Admin Tech	3		BCED 2330, junior standing	Spring only
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ 3		Junior standing	
CORE: BLAW 3400 Legal Env of Bus	Δ 3		Junior standing	
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ 3		Junior standing	
CORE: FIN 3010 Business Finance	Δ 3		Junior standing	
CORE: MKT 3820 Principles of Marketing	Δ 3		Junior standing	
Elective	3			
MAJ: BCED Elective	3		Depends on specific course chosen	
Senior Year				
MAJ: BCED 4850 Digital Communication	3		BCED 3510, junior standing	Spring Only
MAJ: BCED 4810 Internship or BCED Upper-Division Elective	3		Junior standing (4810) & others depending on specific course chosen	
MAJ: BCED 4660 Corporate Communication	3		BCED 3510 recommended, junior standing	Fall/Summer Only
MAJ: BCED 4510 Business Report Writing	3		BCED 3510 recommended, junior standing	
MAJ: BCED UD Elective	3		Depends on specific course chosen	
MAJ: BCED UD Elective	3		Depends on specific course chosen	
Elective	3			
Elective	3			
Elective	3			
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester

MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses

Student cannot double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

Major: Economics (Labor Relations Concentration Available)
Incorporated Minor: Business Administration
Advising Form 2017-2018

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH 1630	3		2 years high school algebra & MATH ACT >25 or MATH 1710	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4			
	4			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
MATH 1810 Applied Calculus I or 1910 Calculus I	3		Eligibility to take MATH 1710 (1810)/ Math 1730 (min C) or equivalent (1910)	
Elective	1			
CORE: ECON 2420 Microeconomics	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3			
	3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
	3			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020; GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
Elective	3			
CORE: BIA 2610 Statistical Methods	3		MATH 1630 or 1810	
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
Junior Year				
CORE: BIA 3620/3621 Intro to Business Analytics	3		BIA 2610, junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ	3	Junior standing	
MAJ: ECON Upper-Division Elective	3		Junior standing & others depending on specific course chosen	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
CORE: FIN 3010 Business Finance	Δ	3	Junior standing	
MAJ: ECON 3510 Intermediate Macroeconomic Theory	3		ECON 2410, junior standing	Check course rotation
CORE: BLAW 3400 Legal Env of Bus	Δ	3	Junior standing	
MAJ: ECON 3520 Intermediate Microeconomic Theory	3		ECON 2410 and 2420, junior standing	Check course rotation
CORE: MKT 3820 Principles of Marketing	Δ	3	Junior standing	
Senior Year				
Elective§	3			
MAJ: ECON 4440 Intl Econ	3		ECON 2410 & 2420, junior standing	Check course rotation
Business Elective	3			
MAJ: ECON Upper-Division Elective	3		Junior standing & others depending on specific course chosen	
MAJ: ECON Upper-Division Elective	3		Junior standing & others depending on specific course chosen	
MAJ: ECON Upper-Division Elective	3		Junior standing & others depending on specific course chosen	
MAJ: ECON Upper-Division Elective	3		Junior standing & others depending on specific course chosen	
Business Elective	3			
CORE/MAJ (W): ECON 4620 Econometrics	Δ	3	ECON 2410, 2420, & MATH 1810 or 1910 (4620), junior standing	Check course rotation
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester

MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses

§ Elective may need to be upper-division to meet graduation requirements; see page 30

Student **cannot** double major or double minor in business

Students pursuing a concentration in Labor Relations must choose 9 hours of ECON elective from ECON 4390, 4420, 4490, and 4510.

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

**Major: Entrepreneurship
Incorporated Minor: Business Administration
Advising Form 2017-2018**

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH: MATH 1630 or 1810	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4 4			
Elective	3			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020;GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
MAJ: ENTR 2900 Entrepreneurship	3		BCEN 1400 recommended	
Elective	1			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3 3			
HISTORY (2 COURSES): 2010, 2020, 2030	3 3			
CORE: BIA 2610 Statistical Methods	3		MATH 1630 or 1810	
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
CORE: ECON 2420 Microeconomics	3			
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
Junior Year				
CORE: BIA 3620/3621 Intro Business Analytics	3		BIA 2610, junior standing	
CORE: FIN 3010 Business Finance	Δ 3		Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ 3		Junior standing	
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
CORE (W): MGMT 3620 Supply Chain Ops	3		Junior standing	
MAJ: ENTR 3600 Innovation Acceleration	3		Junior standing	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ 3		Junior standing	
CORE: MKT 3820 Principles of Marketing	Δ 3		Junior standing	
CORE: BLAW 3400 Legal Env of Bus	Δ 3		Junior standing	
MAJ: ENTR 3650 New Venture Creation	3		ENTR 2900 or MGMT 3610, junior standing	
Senior Year				
MAJ: MKT 3200 Marketing for Entrepreneurs	3		ENTR 2900, junior standing	
MAJ: FIN 3040 Finance for Entrepreneurs	3		ENTR 2900, junior standing	
MAJ: ENTR 4620 Business Plan Development	3		ENTR 2900, ENTR 3650, junior standing	
MAJ: ENTR 4100, ENTR 4255, or MGMT 3730	3		MGMT 3610 (4100); MGMT 3620 (3730); junior standing	
MAJ: ENTR 4920 Small Business Management	3		MGMT 3610 or FIN 3040, junior standing	
MAJ: MGMT 4950 Internship	3		Consent of Department Chair, senior standing	
MAJ: ENTR, MGMT, or MKT Upper-Division Elective ++	3		Junior standing & others depend on specific course chosen	See approved list
Business Elective	3			
Elective	3			
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester

MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses

++ See approved list in the Jones College Advising Center or the MGMT department

Student **cannot** double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

Major: Finance—Business Finance
Incorporated Minor: Business Administration
Advising Form 2017-2018

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH 1630 or 1810 or 1910	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)/ Math 1730 (min C) or equivalent (1910)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4			
	4			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
Elective	3			
Elective	1			
Elective	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3			
	3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
	3			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020;GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
CORE: ECON 2420 Microeconomics	3			
CORE: BIA 2610 Statistical Methods	3		MATH 1630 or 1810	
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
Junior Year				
CORE: BIA 3620/3621 Intro Business Analytics	3		BIA 2610, junior standing	
CORE: BLAW 3400 Legal Env of Bus	Δ	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ	3	Junior standing	
CORE: BCED 3510 Business Communication	3		Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ	3	Junior standing	
CORE: FIN 3010 Business Finance	Δ	3	Junior standing	Min C required
MAJ: FIN 3810 Investments	3		FIN 3010, junior standing	
CORE: MKT 3820 Principles of Marketing	Δ	3	Junior standing	
MAJ: FIN 3910 Financial Modeling	3		FIN 3010, junior standing	
Senior Year				
Business Elective	3			
MAJ: FIN 3950 Corporate Finance	3		*FIN 3010 with minimum grade of C* , junior/senior standing	
MAJ: FIN 4800 Microfinance/ FIN 4860 Intl Fin Mgmt or FIN 4910 Options, Futures, and Other Derivatives	3		*FIN 3010 with minimum grade of C* and junior/senior standing (4800)/ *FIN 3010 with minimum grade of C* and senior standing (4860)/ FIN 3010 (4910)	
MAJ: FIN Upper-Division Elective	3		Depends on specific course chosen	
ACTG 3020 Managerial Accounting	3		ACTG 2120, junior standing	
MAJ: FIN 4110 Cases in Finance	3		*FIN 3010, FIN 3910, FIN 3950, with minimum grade of C* , junior/senior standing	
MAJ: FIN Elective	++	3	Depends on specific course chosen	
MAJ: FIN Elective	++	3	Depends on specific course chosen	
MAJ: FIN Elective	++	3	Depends on specific course chosen	
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester

MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses

++ FIN 2010 is not an allowable FIN Elective if taken Fall 2013 and beyond

++ FIN 3000 cannot be used as a FIN elective for business majors

*** Finance majors must earn a C (2.00) or better in Finance 3010 to progress in this concentration**

Student **cannot** double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

**Major: Finance—Financial Institution Management
Incorporated Minor: Business Administration
Advising Form 2017-2018**

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH 1630 or 1810 or 1910	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)/ Math 1730 (min C) or equivalent (1910)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4			
	4			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
Elective	3			
Elective	1			
Elective	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3			
	3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
	3			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020;GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
CORE: ECON 2420 Microeconomics	3			
CORE: BIA 2610 Statistical Methods	3		MATH 1630 or 1810	
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
Junior Year				
CORE: BIA 3620/3621 Intro Business Analytics	3		BIA 2610, junior standing	
CORE: BLAW 3400 Legal Env of Bus	Δ	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ	3	Junior standing	
CORE: FIN 3010 Business Finance	Δ	3	Junior standing	Min C required
CORE: BCED 3510 Business Communication	3		Junior standing	
MAJ: FIN 3610 Gen Insurance	3		Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ	3	Junior standing	
MAJ: FIN 3810 Investments	3		FIN 3010, junior standing	
MAJ: FIN 3910 Financial Modeling	3		FIN 3010, junior standing	
Senior Year				
Business Elective	3			
CORE: MKT 3820 Principles of Marketing	Δ	3	Junior standing	
MAJ: FIN 4810 Portfolio Theory and Mgmt	3		FIN 3810, senior standing	
MAJ: FIN 4360 Mgmt of Fin Institutions	3		Junior standing	Spring Only
ACTG 3020 Managerial Accounting	3		ACTG 2120, junior standing	
MAJ: FIN 4800 Microfinance/ FIN 4860 Intl Fin Mgmt or FIN 4910 Options, Futures, and Other Derivatives	3		*FIN 3010 with minimum grade of C* and junior/senior standing (4800)/ *FIN 3010 with minimum grade of C* and senior standing (4860)/ FIN 3010 (4910)	
MAJ: FIN 4260 Fin Mkts and Institutions	3		Junior standing, *FIN 3010 with minimum grade of C*	Fall Only
MAJ: FIN Elective	++	3	Depends on specific course chosen	
MAJ: FIN 4440 Real Estate Fin	3		Junior standing, **FIN 3030 and 3010 strongly recommended	Fall Only
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester

MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses

++ FIN 2010 is not an allowable FIN Elective if taken Fall 2013 and beyond

++ FIN 3000 cannot be used as a FIN elective for business majors

***Finance majors must earn a C (2.00) or better in Finance 3010 to progress in this concentration**

Student cannot double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

Major: Finance—Insurance
Incorporated Minor: Business Administration
Advising Form 2017-2018

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH 1630 or 1810 or 1910	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)/ Math 1730 (min C) or equivalent (1910)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4			
	4			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
Elective	3			
Elective	1			
Elective	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3			
	3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
	3			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020;GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
CORE: ECON 2420 Microeconomics	3			
CORE: BIA 2610 Statistical Methods	3		MATH 1630 or 1810	
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
Junior Year				
CORE: BIA 3620/3621 Intro Business Analytics	3		BIA 2610, junior standing	
CORE: BLAW 3400 Legal Env of Bus	Δ	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ	3	Junior standing	
CORE: BCED 3510 Business Communication	3		Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ	3	Junior standing	
MAJ: FIN 3610 Gen Insurance	3		Junior standing	
CORE: FIN 3010 Business Finance	Δ	3	Junior standing	Min C required
CORE: MKT 3820 Principles of Marketing	Δ	3	Junior standing	
MAJ: FIN 3910 Financial Modeling	3		FIN 3010, junior standing	
Senior Year				
Business Elective	3			
MAJ: FIN 4750 Risk Management	3		FIN 3610, junior standing	
MAJ: FIN 4110 Cases in Finance	3		*FIN 3010, FIN 3910, FIN 3950, with minimum grade of C*, junior/senior standing	See Advisor
MAJ: Choose any two (2): FIN 3660 Life & Health, 3710 Prop & Casualty, FIN 4710 Estate Plan or 4730 Ins Operations	3		Junior standing (3660 & 3710); FIN 3610 (4710 & 4730), junior standing	See Dept. for course rotation
	3		Junior standing (3660 & 3710); FIN 3610 (4710 & 4730), junior standing	See Dept. for course rotation
MAJ: FIN Elective	++	3	Depends on specific course chosen	
MAJ: FIN Insurance Elective	3		Junior standing & others depending on specific course chosen	
Business Elective	3			
MAJ: FIN Elective	++	3	Depends on specific course chosen	
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester
MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses
++ FIN 2010 is not an allowable FIN Elective if taken Fall 2013 and beyond
++ FIN 3000 cannot be used as a FIN elective for business majors
FIN electives may require a C (2.00) or better in FIN 3010.
CLU take FIN 3660 + 4710; CPCU take 3710 + 4730
Student **cannot** double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

Major: Finance—Real Estate
Incorporated Minor: Business Administration
Advising Form 2017-2018

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH 1630 or 1810 or 1910	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)/ Math 1730 (min C) or equivalent (1910)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4			
	4			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
Elective	3			
Elective	1			
Elective	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3			
	3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
	3			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020; GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
CORE: ECON 2420 Microeconomics	3			
CORE: BIA 2610 Statistical Methods			MATH 1630 or 1810	
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
Junior Year				
CORE: BIA 3620/3621 Intro Business Analytics	3		BIA 2610, junior standing	
CORE: BLAW 3400 Legal Env of Bus	Δ	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ	3	Junior standing	
CORE: BCED 3510 Business Communication	3		Junior standing	
CORE: FIN 3010 Business Finance	Δ	3	Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ	3	Junior standing	
Business Elective	3			
MAJ: FIN 3030 Prin of Real Estate	3		Junior standing	
MAJ: FIN 3910 Financial Modeling	3		FIN 3010, junior standing	
Senior Year				
CORE: MKT 3820 Principles of Marketing	Δ	3	Junior standing	
MAJ: FIN 4470 Real Property Law for Commerce and Agriculture or 4710 Estate Plan	3		Junior standing (4470)/ FIN 3610 and junior standing (4710)	Spring Only (4470 & 4710)
MAJ: FIN 4440 Real Estate Finance	3		Junior standing, FIN 3030 and 3010 strongly recommended	Fall Only
ECON 4500 Urban and Regional Econ	3		ECON 2410, 2420 and junior standing	Spring Only
MAJ: FIN 4430 Real Property Valuation	3		**FIN 3030, junior standing, 3010 strongly recommended	Fall Only
MAJ: FIN 4550 Real Estate Investment Analysis	3		**FIN 3030, 3010, junior standing	Spring Only
MAJ: FIN 3810 Investments	3		FIN 3010, junior standing	
MAJ: FIN Elective	++	3	Depends on specific course chosen	
MAJ: FIN Elective	++	3	Depends on specific course chosen	
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester

MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses

++ FIN 2010 is not an allowable FIN Elective if taken Fall 2013 and beyond

++ FIN 3000 cannot be used as a FIN elective for business majors

FIN electives may require a C (2.00) or better in FIN 3010.

Student cannot double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

**Major: Information Systems
Incorporated Minor: Business Administration
Advising Form 2017-2018**

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH: MATH 1630 or 1810	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4			
	4			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
CORE: ECON 2420 Microeconomics	3			
Elective	1			
Elective	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3			
	3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
	3			
MAJ: INFS 2400 Web Development	3			
MAJ: INFS 2600 Intro to Software Dev & Prog	3			
CORE: BIA 2610 Statistical Methods			MATH 1630 or 1810	
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
Junior Year				
CORE: BIA 3620/3621 Intro Business Analytics	3		BIA 2610, junior standing	
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020; GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
CORE: BLAW 3400 Legal Env of Bus	Δ	3	Junior standing	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ	3	Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ	3	Junior standing	
MAJ: INFS 3200 Business Application Development	3		Junior standing	*
CORE: MKT 3820 Principles of Marketing	Δ	3	Junior standing	
CORE: FIN 3010 Business Finance	Δ	3	Junior standing	
MAJ: INFS 3400 Objected Oriented Programming with C#.Net	3		INFS 2600, junior standing	
MAJ: INFS 3800 Info Sys Analysis & Design	3		Junior standing	
Senior Year				
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
CORE: BCED 3510 Bus Comm	3		Junior standing	
MAJ: INFS 4900 Bus Data Comm	3		Junior standing, 6 hours of INFS recommended	
MAJ: INFS Elective	++	3	Depends on specific course chosen	
MAJ: INFS 4790 Data Base Design & Dev	3		INFS 3200, junior standing	
MAJ: INFS Elective	++	3	Depends on specific course chosen	
Business Elective		3		
BIA 4010 Business Analytics & Visualization	3		BIA 3620/3621, junior standing	
MAJ: INFS 4950 Adv Web-Enabled Application Development	3		INFS 2400, 3400, and 3800, junior standing	
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester

MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses

++ Choose from: INFS 3450, 3500, 4300, 4310, 4420, 4740, 4830, 4840 and 3990 or 4990

*Under the future 18-19 catalog, INFS 4300 will become a requirement and 3200 will become an elective AND BIA/INFS 3470 will be an INFS elective option.

Student **cannot** double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

**Major: Management
Incorporated Minor: Business Administration
Advising Form 2017-2018**

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH: MATH 1630 or 1810	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4			
	4			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
CORE: ECON 2420 Microeconomics	3			
Elective or MGMT 1500 First-Year Seminar	1			
Elective	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3			
	3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
	3			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020;GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		MATH 1630 or 1810	
Elective	3			
Junior Year				
CORE: BIA 3620/3621 Intro Business Analytics	3		BIA 2610, junior standing	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ 3		Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ 3		Junior standing	
CORE (W): MGMT 3620 Supply Chain Ops	Δ 3		Junior standing	
CORE: MKT 3820 Principles of Marketing	Δ 3		Junior standing	
CORE: FIN 3010 Business Finance	Δ 3		Junior standing	
CORE: BLAW 3400 Legal Env of Bus	Δ 3		Junior standing	
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
MAJ: MGMT 3810 Human Resource Mgmt	3		Junior standing	
MAJ: MGMT 3940 Business Ethics	3		MGMT 3610, Junior standing	
Senior Year				
Business Elective	3			
MAJ: MGMT 3640 Intro to Management Science	3		BIA 2610 and MGMT 3620, junior standing	
MAJ: MGMT 4710 International Business	3		MGMT 3610, MKT 3820, junior standing	
ACTG 3020 Managerial	3		ACTG 2120, junior standing	
MAJ: MGMT Upper-Division Elective	3		Junior standing & others depending on specific course chosen	
MAJ: MGMT Upper-Division Elective	3		Junior standing & others depending on specific course chosen	
MAJ: MGMT Upper-Division Elective	3		Junior standing & others depending on specific course chosen	
MAJ: MGMT 4680 Organization Behavior	3		MGMT 3610, junior standing	
MAJ: MGMT Upper-Division Elective	3		Junior standing & others depending on specific course chosen	
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester
MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses
Student **cannot** double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

Major: Marketing
Incorporated Minor: Business Administration
Advising Form 2017-2018

Required Courses	Hrs.	Grade	Prerequisites	Notes
Freshman Year				
COMM: ENGL 1010	3			Min C- required
COMM: ENGL 1020	3		ENGL 1010 with min C-	Min C- required
MATH: MATH 1630 or 1810	3		2 years high school algebra & MATH ACT >25 or MATH 1710(1630)/ eligibility to take MATH 1710 (1810)	
COMM: COMM 2200	3			
SCI (2 RUBRICS): ASTR 1030/31; BIOL 1030/31, 1110/1111, 2010/11, 2020/21; CHEM 1010/11, 1030/31, 1110/11; GEOL 1030/31, 1040/41; PGEO 1030; PHYS 1110, 2010/11, 2110/11; PSCI 1030/31, 1130/1131	4			
	4			
SOC/BEH/CORE: ECON 2410 Macroeconomics	3			
CORE: ECON 2420 Microeconomics	3			
Elective	1			
Elective	3			
Sophomore Year				
ENGL 2020 OR 2030; HUM 2610	3		ENGL 1010 & 1020 with min C-	
HUM/FA (2 RUBRICS): ANTH 2210; ART 1030, 1920; DANC 1000; HIST 1010, 1020, 1110, 1120; MUS 1030; PHIL 1030; THEA 1030	3			
	3			
HISTORY (2 COURSES): 2010, 2020, 2030	3			
	3			
SOC/BEH: AAS 2100; ANTH 2010; EMC/JOUR/RIM1020; GEOG 2000; GS 2010; HLTH 1530/1531; PS 1005, 1010; PSY 1410; RS 2030; SOC 1010, 2010; WGST 2100	3			
CORE: ACTG 2110 Principles of Actg I	3		ENGL 1010, sophomore standing & a college-level math course	
CORE: ACTG 2120 Principles of Actg II	3		ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		MATH 1630 or 1810	
Elective	3			
Junior Year				
MKT 3010 Professional Prep in MKT	3		Junior standing	
CORE: BIA 3620/3621 Intro Business Analytics	3		BIA 2610, junior standing	
CORE: INFS 3100 Prin of Mgmt Information Systems	Δ	3	Junior standing	
CORE: MGMT 3610 Principles of Mgmt	Δ	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3		Junior standing	
CORE: FIN 3010 Business Finance	Δ	3	Junior standing	
CORE: BLAW 3400 Legal Env of Bus	Δ	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	Δ	3	Junior standing	
MAJ: MKT 3910 Consumer Behavior	3		MKT 3820, junior standing	
MAJ: MKT 3930 Marketing Research	3		BIA 2610, MKT 3820, junior standing	
Senior Year				
Business Elective	3			
MAJ: MKT 4510 International Marketing			MKT 3820, junior standing	
MAJ: MKT 3825 Measuring MKT Performance	3		MATH 1630 or 1810, MKT 3820, BIA 2610, junior standing	
CORE/MAJ (W): MKT 4890 Marketing Management	3		MKT 3930, senior standing, 6 additional hours of MKT recommended, must be a declared MKT major	
MAJ: MKT 3840 Professional Selling	3		MKT 3820, junior standing	
MAJ: MKT Upper-Division Elective	3		MKT 3820, junior standing & others depending on specific course chosen	
MAJ: MKT Upper-Division Elective	3		MKT 3820, junior standing & others depending on specific course chosen	
MAJ: MKT Upper-Division Elective	3		MKT 3820, junior standing & others depending on specific course chosen	
Business Elective	3			
CORE: BUAD 4980 Strategic Management	3		All Δ marked courses	Taken at MTSU Only

Δ Prerequisites to BUAD 4980, which must be taken last semester

MAJ courses calculated in major GPA; Students must be admitted to the Jones College of Business prior to enrolling in upper division MAJ courses

*Only upper division auxiliary course where Jones College of Business Admission is not required for registration

Student **cannot** double major or double minor in business

See page 29 for the GPA and residency requirements required for graduation from MTSU and for courses that make up the incorporated minor

Business Minors for Business Majors

The following are minors available in the Jones College of Business. Requirements are from the 2017-2018 Undergraduate Catalog. *Revised 8/17/17.*

Instructions:

1. Obtain an upper-division form from your major department or advisor.
2. See the department or Jones College Advising Center; list required courses for minor as shown in the appropriate section of the upper-division form; have minor advisor sign and date. **Limit one business minor per student.**
3. File completed upper-division form with the Graduation Analyst for your college.

Accounting

Department: Accounting, BAS N425A, 898-2558

Course	Title	Hours	Grade
ACTG 2110 +	Principles of Accounting I	3	
ACTG 2120 or 2125 +	Principles of Accounting II	3	
ACTG 3110	Intermediate Accounting I	3	
ACTG (Upper Division)		3	
ACTG (Upper Division)		3	
GPA ≥ 2.0		15	
NOTE: At least 9 upper-division hours at MTSU. May not use ACTG 3000 as part of the minor. May not use both ACTG 3000 and ACTG 2110 & 2120/2125; and both ACTG 3310 and 3020.			

Business Administration

Department: Management, BAS N121A, 898-2736

Course	Title	Hours	Grade
INFS 3100 +	Principles of MIS	3	
ACTG 2110 & 2120 or 2125 +	Principles of Accounting I & II	6	
FIN 3010 +	Business Finance	3	
BLAW 3400 +	Legal Environment of Business	3	
MGMT 3610 +	Principles of Management	3	
MKT 3820 +	Principles of Marketing	3	
GPA ≥ 2.0		21	
NOTE: At least 3 upper-division hours at MTSU.			

Business Communication

Department: Marketing, BAS N429A, 898-2902

Course	Title	Hours	Grade
BCED 3510	Business Communication	3	
BCED 4510	Business Report Writing	3	
BCED 4660	Corporate Communication (fall/summer only)	3	
BCED		3	
BCED		3	
GPA ≥ 2.0		15	
NOTE: At least 9 hours at MTSU; 3 hours must be upper-division. Choose hours from the following courses: BCED 2330, 4670, 4850 and 4900. Minor not available to BUED NT majors.			

Business Law

Department: Accounting, BAS N425A, (615) 898-2558.

Course	Title	Hrs	Gr
BLAW 3400 +	Legal Environment of Bus	3	
BLAW 3430	Commercial Law	3	
BLAW		3	
BLAW		3	
BLAW		3	
GPA ≥ 2.0		15	
NOTE: Must take at least 9 upper-division hours at MTSU.			

Corporate Communication

Department: Marketing, BAS N429A, 898-2902

Course	Title	Hrs	Gr
BCED 3510	Business Communication	3	
BCED 4660	Corporate Comm (fall only)	3	
BCED 4850	Digital Communication	3	
PSY 2210, MKT 3820 +, PR 4720, ORCO 3500, ORCO 3650 – Choose 2	Psy of Soc Beh; Prin of Mkt; Crisis Comm in PR; Strategic Comm; Conflict & Org	6	
GPA ≥ 2.0		15	
NOTE: At least 9 hours at MTSU; 3 hours must be upper-division. Minor not available to BUED NT majors.			

Economics

Department: Economics & Finance, BAS N329A, 898-2520

Course	Title	Hours	Grade
ECON 2410 +	Prin of Econ, Macroeconomics	3	
ECON 2420 +	Prin of Econ, Microeconomics	3	
ECON (Upper Division)		3	
ECON (Upper Division)		3	
ECON (Upper Division)		3	
GPA ≥ 2.0		15	
NOTE: Must take at least 3 upper-division hours at MTSU.			

Economics/Finance

Department: Economics & Finance, BAS N329A, 898-2520

Course	Title	Hours	Grade
ECON 2410 +	Prin of Econ, Macroeconomics	3	
ECON 2420 +	Prin of Econ, Microeconomics	3	
ECON (Upper Division)		3	
FIN 3010 +		3	
FIN (Upper Division)		3	
GPA ≥ 2.0		15	
NOTE: At least 3 upper-division hours at MTSU. Minor not available to BBA or BS ECON or FIN majors. May not use both FIN 3000 & 3010.			

Entrepreneurship

Department: Management, BAS N121A, 898-2736

Course	Title	Hours	Grade
ENTR 2900	Entrepreneurship	3	
MKT 3200	Marketing for Entrepreneurs	3	
FIN 3040	Finance for Entrepreneurs	3	
ENTR/MGMT 4920	Small Business Management	3	
Approved Elective*		3	
GPA ≥ 2.0 *See dept. or Advising Center for a list.		15	
NOTE: At least 9 hours at MTSU; 3 hours must be upper-division.			

Finance

Department: Economics & Finance, BAS N329A, 898-2520

Course	Title	Hours	Grade
FIN 3010 +	Business Finance	3	
FIN (Upper Division)		3	
FIN (Upper Division)		3	
FIN (Upper Division)		3	
FIN (Upper Division)		3	
GPA ≥ 2.0		15	
NOTE: At least 3 upper-division hours at MTSU.			

Industrial Relations

Department: Economics & Finance, BAS N329A, 898-2520

Course	Title	Hours	Grade
ECON 4420*	Labor and HR Economics	3	
ECON 4510*	Unions and Collective Bargaining	3	
MGMT 3810	HR Management	3	
ECON 4390* or 4490*	Employee Benefits or Ind Rel Leg	3	
MGMT 4660 or 4690	Compensation Sys or Prob in HRM	3	
GPA ≥ 2.0 *See department for course rotation		15	
NOTE: Must take at least 3 upper-division hours at MTSU.			

Information Systems

Department: Computer Information Systems, BAS N333A, 898-2362

Course	Title	Hours	Grade
INFS 3100 +	Prin of Management Info Sys	3	
INFS (Upper Division)		3	
INFS		3	
INFS		3	
INFS		3	
GPA ≥ 2.0		15	

NOTE: At least 9 hours at MTSU; 3 hours must be upper-division.

Insurance

Department: Economics & Finance, BAS N329A, 898-2520

Course	Title	Hours	Grade
FIN 3610	General Insurance	3	
FIN (Insurance)		3	
FIN (Insurance)		3	
FIN (Insurance)		3	
FIN (Insurance)		3	
GPA ≥ 2.0		15	

NOTE: At least 3 upper-division hours at MTSU.

Leadership Studies

Department: Management, BAS N121A, 898-2736

Course	Title	Hrs	Grade
LEAD 3010	Leadership Theories & Practices	3	
EXL 3020	Practicum in Leadership Studies	2	
LEAD 4001	Seminar in Leadership Studies	1	

Electives (9 hrs): At least one course from each of the following areas

Leadership and Communication

COMM 3220; ORCO 3240; ORCO 3245; ORCO 3500	Sm Gp Comm; Intro to Org Comm; Wmn, Ldr & Comm; Comm in Org	3	
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Leadership and Organizations/Groups

MGMT 3610 +; PS 3250; PSY 4360; PSY 4380; SOC 3950	Prin of Mgmt; Public Admin; Org Psychology; Group Dynamics; Social Org & Institutions	3	
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Leadership and Personal Development

LEAD/MGMT 4125; MGMT 3890; MGMT 3940; MGMT 4680; PHIL 3150; PSY 4390; UH/UNIV 4010;	Leadership Development for Women; Managerial Decision Making; Bus Ethics; Org Behavior; Ethics; Persuasion; Institute of Leadership Excellence	3	
GPA ≥ 2.0		15	

NOTE: At least 3 upper-division hours at MTSU.

Management

Department: Management, BAS N121A, 898-2736

Course	Title	Hours	Grade
MGMT 3610 +	Principles of Management	3	
MGMT 3620	Supply Chain Operations	3	
MGMT (Upper Division)		3	
MGMT (Upper Division)		3	
MGMT (Upper Division)		3	
GPA ≥ 2.0		15	

NOTE: At least 6 hours at MTSU.

Marketing

Department: Marketing, BAS N121A, 898-2902

Course	Title	Hours	Grade
MKT 3820 +	Principles of Marketing	3	
MKT (Upper Division)		3	
MKT (Upper Division)		3	
MKT (Upper Division)		3	
MKT (Upper Division)		3	
GPA ≥ 2.0		15	

NOTE: At least 9 hours in MKT at MTSU. MKT 3010, 3930, and 4950 cannot be used in the MKT minor.

Not-for-Profit Management

Department: Management, BAS N121A, 898-2736

Course	Title	Hours	Grade
MGMT 3610 +	Principles of Management	3	
MGMT 4000	Not-for-Profit Management	3	
MGMT 4030	Not-for-Profit Strategic Dec. Making & Program Evaluation	3	
ACTG 2110 + or FIN 3010 +	Principles of Accounting I or Business Finance	3	
LEAD 3010 or MGMT 4200	Leadership Theories & Practices or Leadership in Organizations	3	
GPA ≥ 2.0		15	

NOTE: At least 3 upper-division hours at MTSU.

Real Estate

Department: Economics & Finance, BAS N329A, 898-2520

Course	Title	Hours	Grade
FIN 3030	Principles of Real Estate	3	
FIN 3010 +	Business Finance	3	
FIN/BLAW 4470	Real Property Law for Commerce & Agriculture	3	
FIN (Real Estate)		3	
FIN (Real Estate)		3	
GPA ≥ 2.0		15	

NOTE: At least 3 upper-division hours at MTSU.

Real Estate/Insurance

Department: Economics & Finance, BAS N329A, 898-2520

Course	Title	Hours	Grade
FIN 3030	Principles of Real Estate	3	
FIN 3610	General Insurance	3	
MKT 3820 +	Principles of Marketing	3	
FIN/BLAW 4470	Real Property Law for Commerce & Agriculture	3	
FIN (Insurance)		3	
FIN (Real Estate)		3	
GPA ≥ 2.0		18	

NOTE: At least 3 upper-division hours at MTSU. Minor not available to Real Estate or Insurance majors.

****Read the following information carefully about business minors****

All business majors must have one business minor

Minor selection should be made in consultation with an advisor

Courses in the major (MAJ) cannot be included in the minor; however, core (CORE) business courses may be used

Students must complete all business core requirements, regardless of the minor selection

Pay close attention to residency requirements, which are specific to each minor

Major and minor requirements must be from the same catalog year

Check with the department for course availability

+ Designates common business core required for ALL BBA majors

Graduation Requirements for Business Majors

2.00 GPA Minimum Cumulative Hours
2.00 GPA Minimum 42 Hours Upper Division
2.00 GPA Minimum Major (Courses with MAJ)
2.00 GPA Minimum All Minors in the Jones College (<i>No Minimum GPA Required Secondary Education Minors</i>)
2.00 GPA Minimum in Jones College Core (Courses with CORE)
120 Semester Hours Minimum
30 MTSU Upper-Division Hours Minimum
50% MTSU Upper-Division Hours in Major Minimum
3 MTSU Upper-Division Hours in Minor(s) Minimum
60 Senior College Hours Minimum
12 of Last 18 Hours from MTSU
50% Required Business Hours Taken at MTSU

Incorporated Minors

Incorporated minor for Accounting, Business Education (Non – Teaching Options), Economics, Entrepreneurship, Finance (all concentrations), Information Systems, Management, Marketing					Incorporated minor for Business Administration major:				
Minor: Business Administration					Minor: Economics and Finance				
Course			Hrs	Grade	Course			Hrs	Grade
ACTG	2110	Principles of Accounting I	3		ECON	2410	Macroeconomics Principles	3	
ACTG	2120	Principles of Accounting II	3		ECON	2420	Microeconomics Principles	3	
BLAW	3400	Legal Environment of Bus	3		ECON	UD	ECON Upper-Division Elective	3	
FIN	3010	Business Finance	3		FIN	3010	Business Finance	3	
INFS	3100	Principles of MIS	3		FIN	UD	FIN Upper-Division Elective	3	
MGMT	3610	Principles of Management	3						
MKT	3820	Principles of Marketing	3		GPA (2.00 Min):			Total	15
GPA (2.00 Min):			Total	21					

NOTE: A second minor is optional only if it is outside the Jones College of Business

Incorporated minor for Business Education Teaching major:				
<i>Students should consult their minor advisor before registering for secondary education courses.</i>				
Minor: Secondary Education				
Course			Hrs	Grade
YOED	2500	Planning & Assessment	3	
YOED	3000	Classroom Management	3	
YOED	4020	Residency I: Grades K-12	6	
YOED	4400	Residency II	12	
GPA (No Min):			Total	24

NOTE: Approval needed by minor advisor in the College of Education
 For additional information on Teacher Licensure see Dr. Jim Rost, COE 315, 898-5481, Jim.Rost@mtsu.edu

DEPARTMENT	MAJORS	DEPARTMENT LOCATION / PHONE	COURSES TAUGHT
Accounting	Accounting	BAS N427 615-898-2558	ACTG & BLAW
Computer Information Systems	Information Systems	BAS N331 615-898-2362	INFS & BIA
Economics and Finance	Economics Finance Business Finance Financial Institution Management Insurance Real Estate	BAS N331 615-898-2520	ECON & FIN
Management	Business Administration Entrepreneurship Management	BAS N121 615-898-2736	BUAD, ENTR, LEAD, MGMT
Marketing	Business Education (Teaching and Non-Teaching Options) Marketing	BAS N427 615-898-2902	BCED, MKT

Jones College of Business Mission and Guiding Principles

MISSION STATEMENT

The mission of the Jennings A. Jones College of Business is to:

- **Foster student success** in a large business school with a small school feeling; created by caring, professional faculty interacting with students as individuals, in relatively small classes; through proactive student organizations; and in a broad range of other settings, with students' needs constantly of prime consideration;
- **Capitalize on its extensive alumni network**—80 percent of Jones College graduates live and work in Middle Tennessee—to provide career opportunities to its students;
- **Cultivate a global understanding** and perspective among students that enables them to succeed in the international business community;
- **Build the base of knowledge** about business-related theory and practice through basic/discovery scholarship; integration/application scholarship; and teaching/learning scholarship;
- **Participate in impactful service** activities that better the university, the broader profession, and the greater community; and
- **Produce graduates** from its bachelor's, master's, doctoral, and executive/continuing education programs who are well prepared for challenges and advancements in their chosen careers.

GUIDING PRINCIPLES

Accessibility. Jones College will offer a broad range of programs and delivery alternatives to meet the needs of its various student constituencies.

Diversity. Jones College will actively encourage an open and safe environment, appreciating the values, skills and abilities of everyone involved, recognizing and incorporating the multiplicity of backgrounds, voices and perspectives in thought and action.

Ethical Conduct. Jones College personnel will pursue their professional responsibilities with diligence, integrity and authenticity, continually improve their professional knowledge and skills, and demonstrate concern for the interests and well-being of those affected by their actions.

Middle Tennessee State University, in its educational programs and activities involving students and employees, does not discriminate on the basis of race, color, religion, creed, ethnic or national origin, sex, sexual orientation, gender identity/expression, disability, age (as applicable), status as a covered veteran or genetic information. For more information see Middle Tennessee State University.