### GENERAL BUSINESS MAJOR (39-40 units)

#### UPPER DIVISION REQUIREMENTS FOR 2018-2019 MAJOR CATALOG YEAR

<table>
<thead>
<tr>
<th>Business Core</th>
<th>Grade</th>
<th>Prerequisites/Notes</th>
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<tbody>
<tr>
<td>BA 300: Ethical Decision Making in Business (1-unit)</td>
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<tr>
<td>BA 310:* Foundations of Business in a Global Environment (1-unit)</td>
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<td><em>The BA 310 course and prerequisite is waived for students in Catalog Years prior to 2015/2016</em></td>
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<tr>
<td>BA 323: Fundamentals of Finance</td>
<td>Credit or concurrent registration in BA 310*</td>
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<tr>
<td>BA 350: Management &amp; Organizational Behavior</td>
<td>Credit or concurrent registration in BA 310*</td>
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<tr>
<td>BA 360: Introduction to Operations &amp; Supply Chain Management</td>
<td>STAT 119 or ECON 201; recommended: MATH 120; Credit or concurrent registration in BA 310*</td>
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<tr>
<td>BA 370: Marketing</td>
<td>Credit or concurrent registration in BA 310*</td>
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<tr>
<td>BA 404: Small Business Consulting OR BA 405: International Business Strategy &amp; Integration OR BA 458: Management Decision Games</td>
<td>BA 300, 310*, 323, 350, 370, 360 or MIS 301</td>
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**Accountancy - Three Units Selected from the Following:**

- ACCTG 325: Intermediate Managerial Accounting: ACCTG 202

**Finance - Three Units Selected from the Following:**

- FIN 321: Managerial Economics
- FIN 326: Financial Institutions Management: BA 323
- FIN 327: Investments: BA 323
- FIN 328: Entrepreneurial Finance: BA 323
- FIN 329: International Business Finance: BA 323
- FIN 331: Real Estate Principles

**Management - Three Units Selected from the Following:**

- MGT 352: Human Resource Management
- MGT 357: Multinational Business & Comparative Mgt.: BA 350
- MGT 358: Fundamental of Entrepreneurship

**Management Information Systems - Three Units Selected from the Following:**

- MIS 306: Information Systems Analysis: MIS 180
- MIS 315: Business Application Programming: MIS 180
- MIS 380: Data Management Systems: MIS 180

**Marketing - Four Units Selected from the Following:**

- MKTG 371: Consumer Behavior (4-units): Minimum Grade of C in BA 370
- MKTG 372: Retail Marketing Methods (4-units): Minimum Grade of C in BA 370
- MKTG 373: Integrated Marketing Communication (4-units): Minimum Grade of C in BA 370
- MKTG 376: Global Marketing Strategy (4-units): Minimum Grade of C in BA 370
- MKTG 377: Selling Strategy and Practices (4-units): Minimum Grade of C in BA 370

6-7 Units of 400-level and 500-level courses in the Fowler College of Business

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You must have a 2.0 average or better in the courses listed above to graduate. Student must also complete 9 units of upper division General Education (Explorations) and a total of 120 units for the degree. This is an unofficial advising sheet. Official requirements are based upon catalog copy and issued by the Office of Advising and Evaluations.