Bachelor of Arts in Administration

Requirements (74 units)

Total units required for graduation: 120

Students are encouraged to check that they have met the prerequisite requirements for each course in the Jack H. Brown College of Business and Public Administration in which they are planning to enroll. Prerequisite requirements listed for each course are strictly enforced.

Enrollment in 3000-, 4000- and 5000-level courses in the Jack H. Brown College of Business and Public Administration is restricted to students who have completed at least 60 semester units (i.e., have achieved junior standing). Course prerequisites are strictly enforced.

Students who do not meet the stated requirements may be disenrolled from the course(s).

Requirements for the B.A. in Administration

Lower-division core requirements (23)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 2110</td>
<td>Introductory Accounting I</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 2120</td>
<td>Introductory Accounting II</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 1500</td>
<td>Introduction to Administration</td>
<td>1</td>
</tr>
<tr>
<td>ADMN 2100</td>
<td>Applied Business Statistics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 2201</td>
<td>Principles of Microeconomics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 2202</td>
<td>Principles of Macroeconomics * Satisfies GE category D3</td>
<td>3</td>
</tr>
<tr>
<td>IST 1110</td>
<td>Introduction to Information Technology</td>
<td>1</td>
</tr>
<tr>
<td>MGMT 2300</td>
<td>Legal Environment of Organizations</td>
<td>3</td>
</tr>
</tbody>
</table>

Three units chosen from the following courses:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MATH 1301</td>
<td>Modeling with Functions</td>
<td></td>
</tr>
<tr>
<td>MATH 1401</td>
<td>Accelerated Preparation for Calculus</td>
<td></td>
</tr>
<tr>
<td>MATH 1601</td>
<td>Modeling with Calculus</td>
<td></td>
</tr>
<tr>
<td>MATH 2210</td>
<td>Calculus I</td>
<td></td>
</tr>
</tbody>
</table>

Upper-division core requirements (23)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3001</td>
<td>Finance</td>
<td>3</td>
</tr>
<tr>
<td>IST 3110</td>
<td>Management of Information Technology</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3020</td>
<td>Organizational Behavior</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3500</td>
<td>Applied Communication</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3900</td>
<td>Principles of Strategy</td>
<td>2</td>
</tr>
<tr>
<td>MKTG 3050</td>
<td>Marketing Principles</td>
<td>3</td>
</tr>
<tr>
<td>PA 3150</td>
<td>Society, Business, &amp; Global Governance * Satisfies GE category D4</td>
<td>3</td>
</tr>
<tr>
<td>SCM 3040</td>
<td>Principles of Supply Chain Management</td>
<td>3</td>
</tr>
</tbody>
</table>

Breadth Electives (10)

Nine units chosen from the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTR 3000</td>
<td>Entrepreneurship and Innovation</td>
<td></td>
</tr>
<tr>
<td>FIN 3002</td>
<td>Finance II</td>
<td></td>
</tr>
<tr>
<td>MKTG 3160</td>
<td>Research Methods</td>
<td></td>
</tr>
<tr>
<td>PA 3050</td>
<td>Organizations in Multicultural and Diverse Societies</td>
<td></td>
</tr>
</tbody>
</table>

Concentrations (18 units)

Accounting Concentration (18 units)

(Program Code: ACCT)

A grade of a “C-” or better is required for all Accounting concentration courses.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 3150</td>
<td>Accounting Information Systems and Business Ethics</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3470</td>
<td>Management Accounting and Ethics in Business</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3720</td>
<td>Intermediate Accounting I</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3730</td>
<td>Intermediate Accounting II</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 4260</td>
<td>Introduction to Taxation</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 4400</td>
<td>Financial Statement Auditing</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Units 74

Business Analytics Concentration (18 units)

(Program Code: BSAN)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
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</thead>
<tbody>
<tr>
<td>IST 2510</td>
<td>Big Data Analytics</td>
<td>3</td>
</tr>
<tr>
<td>IST 4510</td>
<td>Advanced Data Analytics</td>
<td>3</td>
</tr>
<tr>
<td>IST 4520</td>
<td>Data Mining</td>
<td>3</td>
</tr>
<tr>
<td>IST 3500</td>
<td>Problem Solving and Decision Making</td>
<td>3</td>
</tr>
<tr>
<td>IST 4120</td>
<td>Information Systems Planning and Policy</td>
<td>3</td>
</tr>
</tbody>
</table>

Three units chosen from the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>IST 2210</td>
<td>Computer Networks and Security</td>
<td></td>
</tr>
<tr>
<td>IST 2310</td>
<td>Applications Development</td>
<td></td>
</tr>
<tr>
<td>IST 2410</td>
<td>Database Management for Business</td>
<td></td>
</tr>
<tr>
<td>IST 2610</td>
<td>Cybersecurity</td>
<td></td>
</tr>
<tr>
<td>IST 3050</td>
<td>Enterprise Resource Planning</td>
<td></td>
</tr>
<tr>
<td>IST 3420</td>
<td>Systems Analysis and Design</td>
<td></td>
</tr>
<tr>
<td>IST 4310</td>
<td>Web Technologies</td>
<td></td>
</tr>
<tr>
<td>IST 4320</td>
<td>Advanced Applications Development</td>
<td></td>
</tr>
<tr>
<td>IST 4410</td>
<td>Advanced Database Management and Information Assurance</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>IST 5050</td>
<td>Advanced Enterprise Resource Planning</td>
<td></td>
</tr>
<tr>
<td>IST 5150</td>
<td>Project Management</td>
<td></td>
</tr>
<tr>
<td>IST 5915</td>
<td>Seminar in Information Systems and Technology</td>
<td></td>
</tr>
<tr>
<td>IST 5930</td>
<td>Seminar in Information Systems and Technology</td>
<td></td>
</tr>
<tr>
<td>IST 5951</td>
<td>Independent Study</td>
<td></td>
</tr>
<tr>
<td>IST 5952</td>
<td>Independent Study</td>
<td></td>
</tr>
<tr>
<td>IST 5953</td>
<td>Independent Study</td>
<td></td>
</tr>
<tr>
<td>ADMN 5753</td>
<td>Internship</td>
<td></td>
</tr>
<tr>
<td>MKTG 4160</td>
<td>Marketing Research</td>
<td></td>
</tr>
</tbody>
</table>

Total Units 18
Entrepreneurship Concentration (18 units)
(Program Code: ENTR)

ENTR 4420  Small Business Management  3
ENTR 5430  Ideation and Creative Problem Solving  3
ENTR 5440  Developing the New Venture  3
ENTR 5450  Resources for the Entrepreneur  3
TA 3141  The Improvisational Mind  3
ENTR 5980  Reflective Essay  0

Three units chosen from the following:  3
  ENTR 5155  Business Consulting
  ENTR 5260  Global Entrepreneurship
  ENTR 5410  Commercializing Entrepreneurial Innovation
  ENTR 5440  Developing the New Venture
  ENTR 5450  Resources for the Entrepreneur
  ENTR 5500  Entrepreneurship in Action: Corporate, Social and
             Family Business Approaches

Any 4000 or 5000 level MGMT, HRM, or MKTG course as approved by the Entrepreneurship program advisor.

All courses taken to satisfy the Entrepreneurship concentration requirements must be completed with a grade of "C" (2.0) or better, including the core course ENTR 3000.

Total Units  18

Finance Concentration (18 units)
(Program Code: FIN_)

FIN 4300  Financial Theory and Practice  3
FIN 4320  Financial Institutions and Capital Market  3
FIN 4330  International Finance  3
FIN 4350  Investment Analysis  3
FIN 4590  Financial Case Studies  3
or FIN 5270  Financial Derivatives

Three units chosen from the following:  3
  FIN 3555  Business and Asian Culture
  FIN 3600  Financial Planning Process and Insurance
  FIN 3800  Principles of Real Estate
  FIN 4200  Entrepreneurial Finance
  FIN 4450  Financial Data Analytics
  FIN 4590  Financial Case Studies (If not taken previously)
  FIN 4600  Retirement Planning
  FIN 5230  Security Trading and Analysis
  FIN 5270  Financial Derivatives (If not taken previously)
  FIN 5460  Student Managed Investment Fund
  FIN 5850  Real Estate Finance
  FIN 5753  Finance Internship

Total Units  18

Human Resource Management Concentration (18 units)
(Program Code: HRMG)

HRM 4550  Human Resources Management  3
HRM 4560  Staffing  3
HRM 4570  Industrial and Labor Relations  3
HRM 4580  Employment Law  3
HRM 4600  Compensation and Performance  3

Three units chosen from the following:  3
  HRM 4590  Human Resources Development
  HRM 4700  Strategic Human Resource Management
  HRM 5930  Contemporary Topics in Human Resources Management
  ENTR 4420  Small Business Management
  MGMT 4520  Leadership and Followership

Total Units  18

Hospitality Management Concentration (18 units)
(Program Code: HOSM)

MKTG 5700  Hospitality Operations Management  3
MKTG 5250  Sports, Entertainment, and Hospitality Marketing  3
MKTG 5750  Hospitality Internship I  1
MKTG 5752  Hospitality Internship II  2
HRM 4550  Human Resources Management  3

Six units chosen from the following:  6
  MKTG 4200  Marketing Communications
  MKTG 4300  Professional Selling and Sales Management
  MKTG 5730  Festival and Entertainment Management
  MKTG 5740  Tribal Gaming: Cultural and Political Context
  ACCT 3470  Management Accounting and Ethics in Business
  ENTR 5470  Managing a Growing Business
  HRM 4580  Employment Law
  MGMT 4520  Leadership and Followership

Total Units  18

Financial Planning Concentration (18 units)
(Program Code: FNPL)

FIN 3600  Financial Planning Process and Insurance  3
FIN 4300  Financial Theory and Practice  3
FIN 4600  Retirement Planning  3

ACCT 4260  Introduction to Taxation  3
FIN 4590  Financial Case Studies  3
or FIN 4350  Investment Analysis

Three units chosen from the following:  3
  FIN 3555  Business and Asian Culture
  FIN 3800  Principles of Real Estate
  FIN 4330  International Finance
  FIN 4350  Investment Analysis (If not taken previously)
  FIN 4450  Financial Data Analytics
  FIN 4590  Financial Case Studies (If not taken previously)
  FIN 5850  Real Estate Finance
  ACCT 5560  Estates and Gifts, Ethics and other Specialized Taxation Topics

Total Units  18
ADMN 5753  Internship

Total Units  18

Note: Students concentrating in Human Resources Management may not also concentrate in Management.

Information Security Concentration (18 units)
(Program Code: ISEC)

IST 2210  Computer Networks and Security  3
IST 2610  Cybersecurity  3
IST 4120  Information Systems Planning and Policy  3
IST 4610  Cybersecurity Management  3
Six units chosen from the following:  6
IST 2310  Applications Development
IST 4310  Web Technologies
IST 4620  Penetration Testing and Ethical Hacking
IST 5150  Project Management
IST 5250  Incident Handling and Cyber Investigation
IST 5930  Seminar in Information Systems and Technology
IST 5951  Independent Study
IST 5952  Independent Study
IST 5953  Independent Study
ADMN 5753  Internship

Total Units  18

Information Systems and Technology Concentration (18 units)
(Program Code: INST)

IST 2210  Computer Networks and Security  3
IST 2410  Database Management for Business  3
IST 2610  Cybersecurity  3
IST 4120  Information Systems Planning and Policy  3
IST 4210  Advanced Computer Networks  3
Three units chosen from the following:  3
IST 2310  Applications Development
IST 2510  Big Data Analytics
IST 3420  Systems Analysis and Design
IST 3500  Problem Solving and Decision Making
IST 4310  Web Technologies
IST 4320  Advanced Applications Development
IST 4410  Advanced Database Management and Information Assurance
IST 4510  Advanced Data Analytics
IST 5150  Project Management
IST 5930  Seminar in Information Systems and Technology
IST 5951  Independent Study
IST 5952  Independent Study
IST 5953  Independent Study
ADMN 5753  Internship

Total Units  18

International Business Concentration (18 units)
(Program Code: INTB)

MKTG 4700  International Marketing  3
MKTG 4760  Strategic Issues in International Business  3
MGMT 4050  Managing Across Borders  3
Three units of an approved foreign language.  3
Six units chosen from one of the following three regional focus areas:  6
Asia Regional Focus Area:
ANTH 3703R  Asian Cultures
ANTH 3704R  Anthropology of the Middle East
CAL 3750  Exploring the World of Islam through Literature
FIN 3555  Business and Asian Culture
HIST 4350  World War II in the Pacific
CAL 3888  Asian Humanities in a Globalized World
PHIL 3450  Asian Philosophy
PSCI 3050  East Asian Politics
PSCI 3080  Government and Politics of the Middle East
SSCI 3000  Global Issues and Perspectives
Up to six units of study abroad courses visiting countries in Asia.
Any other Asia region focused course approved by the program director.

Europe Regional Focus Area:
HIST 5030  Europe Since 1945
PSCI 3040  East European Political Systems
PSCI 5900  Seminar in International Relations
Up to six units of study abroad courses visiting countries in Europe.
Any other Europe region focused course approved by the program director.

Latin America Regional Focus Area:
ANTH 3701R  Cultures of Mexico and Central America
ANTH 3702R  Anthropology of South America
HIST 4650  Modern Central America
HIST 4660  Foreign Relations of Latin America
HIST 4700  Modern Latin America
Up to six units of study abroad courses visiting countries in Latin America.
Any other Latin America region focused course approved by the program director.

Total Units  18

* This program has a foreign language requirement. Students are required to take three units in a foreign language. Students may select courses in any of the following languages offered at CSUSB: Arabic, Chinese, French, Japanese, Korean, Portuguese, Spanish, American Sign Language, Cahuilla, Luiseño, and Serrano. Additional foreign languages may be approved by the Chair of the Department of Marketing. Courses must not be taught in English. Students wishing to take 3 units in a foreign language not offered at CSUSB may request approval from the Chair of the Department of Marketing."
### Management Concentration (18 units)

(Program Code: MNGT)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 3350</td>
<td>Business, Ethics, and Society</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 4050</td>
<td>Managing Across Borders</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 4520</td>
<td>Leadership and Followership</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 4910</td>
<td>Strategic Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 5980</td>
<td>Baccalaureate Reflective Essay</td>
<td>0</td>
</tr>
</tbody>
</table>

Six units chosen from the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 3300</td>
<td>Legal Environment of Business</td>
</tr>
<tr>
<td>MGMT 4020</td>
<td>Organizational Change and Disruptions</td>
</tr>
<tr>
<td>MGMT 4030</td>
<td>Managing Negotiations</td>
</tr>
<tr>
<td>MGMT 4040</td>
<td>Managing Technological Innovation</td>
</tr>
<tr>
<td>MGMT 4500</td>
<td>Interpersonal Relationships at the Workplace</td>
</tr>
<tr>
<td>MGMT 4590</td>
<td>Teams in Organizations</td>
</tr>
<tr>
<td>MGMT 4920</td>
<td>Future of Work and Management</td>
</tr>
<tr>
<td>MGMT 5930</td>
<td>Contemporary Topics in Management</td>
</tr>
<tr>
<td>MGMT 5951</td>
<td>Independent Study</td>
</tr>
<tr>
<td>MGMT 5952</td>
<td>Independent Study</td>
</tr>
<tr>
<td>MGMT 5953</td>
<td>Independent Study</td>
</tr>
<tr>
<td>ENTR 4420</td>
<td>Small Business Management</td>
</tr>
<tr>
<td>HRM 4550</td>
<td>Human Resources Management</td>
</tr>
<tr>
<td>ADMN 5753</td>
<td>Internship</td>
</tr>
<tr>
<td>ADMN 5910</td>
<td>Seminar in Administration</td>
</tr>
<tr>
<td>ADMN 5920</td>
<td>Seminar in Administration</td>
</tr>
<tr>
<td>ADMN 5930</td>
<td>Seminar in Administration</td>
</tr>
</tbody>
</table>

In addition to the grade point average requirements stated in Program Requirements for a Bachelor's Degree, students must earn a grade of "C" (2.0) or better in all courses required to fulfill the Concentration in Management.

Total Units: 18

**Note:** Students concentrating in Management may not also concentrate in Human Resources Management.

### Marketing Concentration (18 units)

(Program Code: MKTG)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 4100</td>
<td>Consumer Behavior</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 4160</td>
<td>Marketing Research</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 4200</td>
<td>Marketing Communications</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 4300</td>
<td>Professional Selling and Sales Management</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 4960</td>
<td>Strategic Marketing Planning</td>
<td>3</td>
</tr>
<tr>
<td>or MKTG 4760</td>
<td>Strategic Issues in International Business</td>
<td></td>
</tr>
</tbody>
</table>

Three units chosen from the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 4460</td>
<td>Integrated Marketing Communications</td>
</tr>
<tr>
<td>MKTG 4600</td>
<td>Retailing and Ecommerce</td>
</tr>
<tr>
<td>MKTG 4700</td>
<td>International Marketing</td>
</tr>
<tr>
<td>MKTG 4750</td>
<td>Digital Marketing</td>
</tr>
<tr>
<td>MKTG 4760</td>
<td>Strategic Issues in International Business (If not taken above)</td>
</tr>
<tr>
<td>MKTG 4960</td>
<td>Strategic Marketing Planning (If not taken above)</td>
</tr>
<tr>
<td>MKTG 5160</td>
<td>Marketing Data Analytics</td>
</tr>
<tr>
<td>MKTG 5250</td>
<td>Sports, Entertainment, and Hospitality Marketing</td>
</tr>
<tr>
<td>MKTG 5600</td>
<td>Experiential Marketing</td>
</tr>
<tr>
<td>MKTG 5730</td>
<td>Festival and Entertainment Management</td>
</tr>
<tr>
<td>MKTG 5930</td>
<td>Seminar in Marketing</td>
</tr>
<tr>
<td>MKTG 5951</td>
<td>Independent Study</td>
</tr>
<tr>
<td>MKTG 5952</td>
<td>Independent Study</td>
</tr>
<tr>
<td>MKTG 5953</td>
<td>Independent Study</td>
</tr>
<tr>
<td>ADMN 5753</td>
<td>Internship</td>
</tr>
</tbody>
</table>

Total Units: 18

### Public Administration Concentration (18 units)

(Program Code: PA__)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>PA 3800</td>
<td>Introduction to Public Administration</td>
<td>3</td>
</tr>
<tr>
<td>PA 4620</td>
<td>Managing Human Resources in the Public Sector</td>
<td>3</td>
</tr>
<tr>
<td>PA 4630</td>
<td>Governmental Budgeting</td>
<td>3</td>
</tr>
<tr>
<td>PA 4700</td>
<td>Public Policy and Administration</td>
<td>3</td>
</tr>
</tbody>
</table>

Six units chosen from the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>PA 3070</td>
<td>Public Relations in the Public Sector</td>
</tr>
<tr>
<td>PA 5010</td>
<td>Administrative Leadership</td>
</tr>
<tr>
<td>PA 5140</td>
<td>Nonprofit Management and Leadership</td>
</tr>
<tr>
<td>PA 5150</td>
<td>Executive Nonprofit Leadership</td>
</tr>
<tr>
<td>PA 5170</td>
<td>Nonprofit Fundraising and Grantwriting</td>
</tr>
<tr>
<td>PA 5190</td>
<td>Managing Diversity in Organizations</td>
</tr>
<tr>
<td>PA 5210</td>
<td>Urban Growth and Planning</td>
</tr>
<tr>
<td>PA 5280</td>
<td>Intergovernmental Relations and Policy Networks</td>
</tr>
<tr>
<td>PA 5570</td>
<td>Public Sector Labor Relations</td>
</tr>
<tr>
<td>PA 5640</td>
<td>Local Public Administration</td>
</tr>
<tr>
<td>PA 5730</td>
<td>Public Transportation Systems</td>
</tr>
<tr>
<td>PA 5753</td>
<td>Internship in Public Administration</td>
</tr>
<tr>
<td>PA 5900</td>
<td>Special Topics in Public Administration</td>
</tr>
<tr>
<td>PA 5951</td>
<td>Independent Study</td>
</tr>
<tr>
<td>PA 5952</td>
<td>Independent Study</td>
</tr>
<tr>
<td>PA 5953</td>
<td>Independent Study</td>
</tr>
</tbody>
</table>

Total Units: 18

### Real Estate Concentration (18 units)

(Program Code: RLST)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3800</td>
<td>Principles of Real Estate</td>
<td>3</td>
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<tr>
<td>FIN 4800</td>
<td>Real Estate Appraisal</td>
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<tr>
<td>FIN 4810</td>
<td>Real Estate Practice</td>
<td>3</td>
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<tr>
<td>FIN 5850</td>
<td>Real Estate Finance</td>
<td>3</td>
</tr>
<tr>
<td>FIN 4590</td>
<td>Financial Case Studies</td>
<td>3</td>
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<tr>
<td>or FIN 4350</td>
<td>Investment Analysis</td>
<td></td>
</tr>
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Three units chosen from the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>FIN 3555</td>
<td>Business and Asian Culture</td>
</tr>
<tr>
<td>FIN 3600</td>
<td>Financial Planning Process and Insurance</td>
</tr>
<tr>
<td>FIN 3850</td>
<td>Real Estate Accounting</td>
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<tr>
<td>FIN 4300</td>
<td>Financial Theory and Practice</td>
</tr>
<tr>
<td>FIN 4320</td>
<td>Financial Institutions and Capital Market</td>
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<tr>
<td>FIN 4330</td>
<td>International Finance</td>
</tr>
<tr>
<td>FIN 4350</td>
<td>Investment Analysis (If not taken previously)</td>
</tr>
</tbody>
</table>
FIN 4450 Financial Data Analytics
FIN 4590 Financial Case Studies (If not taken previously)
FIN 4600 Retirement Planning
FIN 4820 Real Estate Development
FIN 4850 Legal Aspects of Real Estate
FIN 5230 Security Trading and Analysis
FIN 5460 Student Managed Investment Fund
FIN 5860 Computer Applications in Real Estate
FIN 5880 Real Estate Office Administration
FIN 5753 Finance Internship

Total Units 18

Sports and Entertainment Marketing Concentration (18 units)
(Program Code: SPEN)

MKTG 4160 Marketing Research 3
MKTG 4300 Professional Selling and Sales Management 3
MKTG 5250 Sports, Entertainment, and Hospitality Marketing 3
MKTG 5500 Advanced Sports Marketing Planning and Strategy 3
MKTG 5550 Advanced Entertainment Marketing Planning and Strategy 3

Three units chosen from the following: 3

MKTG 4100 Consumer Behavior
MKTG 4200 Marketing Communications
MKTG 4750 Digital Marketing
MKTG 5160 Marketing Data Analytics
MKTG 5600 Experiential Marketing
MKTG 5730 Festival and Entertainment Management
MKTG 5930 Seminar in Marketing
MKTG 5951 Independent Study
MKTG 5952 Independent Study
MKTG 5953 Independent Study
ADMN 5753 Internship

Total Units 18

Supply Chain Management Concentration (18 units)
(Program Code: SCM_)

SCM 3050 Enterprise Resource Planning 3
SCM 4400 Transportation Systems Management 3
SCM 4700 Advanced Supply Chain and Logistics Management 3
SCM 4750 Supply Chain Business Analytics 3
SCM 5150 Project Management 3

Three units chosen from the following: 3

SCM 3500 Problem Solving and Decision Making
SCM 4450 International Logistics
SCM 4800 Quality Management
SCM 5050 Advanced Enterprise Resource Planning
GEOG 5303 Advanced Topics in GIS and Spatial Techniques
ADMN 5753 Internship

Total Units 18