

SCHOOL OF BUSINESS

Robert D. Gulbro, D.B.A.

Dean

Founders Hall

Athens State University, through its School of Business, is nationally accredited by the Association of Collegiate Business Schools and Programs to offer the following business degree:

The Bachelor of Business Administration (B.B.A.)

with majors in:

- Accounting
- Management
- Human Resource Management
- Management of Technology

MAJORS and MINORS	B.B.A.	Minor	Certificate	NOTES
MAJORS:				
Accounting	*			
Management	*			
Management of Technology	*			
Human Resource Management	*			
MINORS:				
Business Administration		*		Open to non-business majors only
General Business		*		Open to Management majors only
Human Resource Management		*		Open to all majors
International Business		*		Open to all majors
Marketing		*	*	Open to all majors
Procurement		*	*	Open to all majors
Small Business/Entrepreneurship		*		Open to all majors

The School of Business coordinates the

Bachelor of Science Applied Technology (B.S.)

A multidisciplinary program developed to articulate with the Associate of Applied Science and Associate of Applied Technology degrees offered at various community and technical colleges. The Bachelor of Science degree with a major in Applied Technology is offered in three technical concentrations: Manufacturing, Information Systems, and Electronics/Instrumentation

MAJOR	B.S.	NOTES
Applied Technology Manufacturing Option Information Systems Option Electronics/Instrumentation Option	*	Open to students who have completed an A.A.S. or A.A.T. degree, or to students with five years work experience or certification of industrial technical competency (subject to assessment).

SCHOOL OF BUSINESS

The mission of the School of Business is to offer programs of study to students that will prepare them for positions in business, finance, or government; enhance the professional development of those already employed, and provide an academic framework for graduate study leading to professional positions. The purpose of the School of Business is to provide quality education for all students, teaching them to think independently, to communicate, to make decisions, to solve problems, and to be lifelong learners. To carry out its mission and support its purpose, the School of Business has established the following seven goals:

1. Provide for continuous improvement of the programs within the School of Business in keeping with the standards set by Athens State University.
2. Place excellence in teaching as the number one priority for serving students and for evaluating faculty.
3. Offer academic advising services to students to ensure that they complete their degree programs in a timely manner.
4. Support faculty development by providing funding for attending seminars and workshops and for presentation of research.
5. Encourage growth and diversity in the faculty and student body.
6. Seek community and business relationships for advice and support of student and curriculum needs.
7. Maintain cooperative working relationships with other educational institutions to facilitate student transfer, maximize resource utilization and provide quality programs.

Athens State University, through its School of Business, is nationally accredited by the Association of Collegiate Business Schools and Programs (ACBSP) to offer the Bachelor of Business Administration (B.B.A.) degree with majors in accounting, human resource management, management, and management of technology. Instruction offered by the School of Business is designed to assist in the preparation of competent and effective professionals in the areas of accounting and management. Students completing a degree program offered by the School of Business will possess the following skills and competencies:

1. Knowledge of accounting and economic concepts.
2. Knowledge of management and marketing concepts.
3. An ability to effectively use problem-solving techniques.
4. An ability to effectively and correctly use communication techniques.
5. An ability to effectively and correctly use quantitative techniques.
6. An understanding of the legal and ethical environment of business.
7. An understanding of microcomputer usage as it relates to business.
8. An understanding of the sources and uses of funds for business operation and the calculation of the cost of capital.
9. An understanding of production theory and practice.
10. An understanding of the operation of the global economy.

In cooperation with the School of Arts and Sciences, the School of Business participates in an interdisciplinary program of study leading to the Bachelor of Science degree in public safety administration (see Public Safety Administration).

It is the student's responsibility to comply with the School of Business coursework requirements. Under no circumstances are alterations or substitutions in required coursework permitted without prior approval of the business faculty members in the major area, the student's faculty advisor and the Dean of the School of Business.

SCHOOL OF BUSINESS

Questions? Please contact us by telephone or e-mail!

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ACCOUNTING

The objective of the major in accounting is to prepare students for a wide variety of careers in professional accounting, including public accounting, industrial accounting, internal auditing, and government service and to provide an academic framework for future graduate study. In addition to the program components listed below, the student should complete the general university requirements and satisfy the conditions for graduation (See General University Requirements).

Students who plan to sit for the CPA Exam in Alabama must complete a total of at least 150 semester hours. This may be accomplished by completing additional courses or completing a master's degree that provides the coursework required by the Alabama C.P.A. Board.

Bachelor of Business Administration - Accounting MAJOR CODE: 52-0301A

Program components for the Bachelor of Business Administration degree with a major in Accounting include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete 60 to 64 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I.	Written Composition	6 semester hours	__ __
Area II.	Humanities/Fine Arts	12 semester hours	__ __ __ __
Area III.	Mathematics and Natural Sciences (11 semester hours)		
	Finite math or its equivalent required	3 semester hours	__
	Natural Sciences (lab based)	8 semester hours	__ __
Area IV.	History/Behavioral and Social Sciences (12 semester hours)		
	Micro Economics (ECO 231)	3 semester hours	__
	Macro Economics (ECO 232)	3 semester hours	__
	Other History/Behavioral or Social Science Courses	6 semester hours	__ __
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		
TOTAL GEN. ED. REQUIREMENTS		41 semester hours	

3. MAJOR PREREQUISITE COURSES (PRE-PROFESSIONAL)			
Principles of Accounting (BUS 241 and BUS 242 or BUS 210 and BUS 248)	6 semester hours	___	___
Business Statistics I (BUS 271)	3 semester hours	___	___
Business Statistics II (BUS 272)	3 semester hours	___	___
Legal Environment of Business (BU 263)	3 semester hours	___	___
Windows Computer Applications (CIS 146)	3 semester hours	___	___
Management Decision Support Systems	3 semester hours	___	___
TOTAL MAJOR PREREQUISITE HOURS:	21-23 SEMESTER HOURS		

TOTAL GEN. ED REQUIREMENTS & MAJOR PREREQUISITE HOURS: 62-64 SEMESTER HOURS

4. PROFESSIONAL COURSES:

AC 321 Intermediate Accounting I	3 semester hours	___	___
AC 322 Intermediate Accounting II	3 semester hours	___	___
AC 323 Intermediate Accounting III	3 semester hours	___	___
AC 341 Governmental Accounting	3 semester hours	___	___
AC 361 Federal Tax Accounting I	3 semester hours	___	___
AC 371 Managerial Accounting	3 semester hours	___	___
AC 401 Auditing	3 semester hours	___	___
AC 425 Accounting Information Systems	3 semester hours	___	___
AC 431 Advanced Accounting	3 semester hours	___	___
AC 442 Advanced Auditing and Fraud Examination	3 semester hours	___	___
AC 461 Federal Tax Accounting II	3 semester hours	___	___
AC 471 Advanced Cost Accounting	3 semester hours	___	___
EC 321 Money and Banking	3 semester hours	___	___
GBA312 Law for Accountants	3 semester hours	___	___
MG 320 Organizational Communication and Leadership	3 semester hours	___	___
MG 346 Principles of Management	3 semester hours	___	___
MG 350 Financial Management	3 semester hours	___	___
MG 352 International Business OR			
EC320 International Commerce	3 semester hours	___	___
MG 390 Production and Operations Management	3 semester hours	___	___
MG 420 Business Policy	3 semester hours	___	___
MK 331 Marketing Principles	3 semester hours	___	___

TOTAL PROFESSIONAL HOURS: 63 SEMESTER HOURS

5. Earning an acceptable score on an assessment exam containing questions dealing with the ten competency and skill areas around which the curriculum is based.
6. Completion of a capstone course, MG 420 Business Policy, with a minimum grade of "C". (Should be taken during final term.)

TOTAL MINIMUM HOURS FOR GRADUATION: 125-128 SEMESTER HOURS

MANAGEMENT

The objective of the major in management is to provide students with a comprehensive business education which will prepare them to enter managerial employment or to assist in the development of individuals who hold those positions. In addition, it provides an academic framework for future graduate study. The major encompasses the traditional business curriculum which includes coursework in accounting, economics, finance, management, marketing and the legal environment of business. Program components for the Bachelor of Business Administration in Management are listed below. In addition the student must satisfy the general university requirements (See General University Requirements).

Bachelor of Business Administration - Management

MAJOR CODE: 52-0201A

Program components for the Bachelor of Business Administration degree with a major in Management include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete 60 to 64 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I.	Written Composition	6 semester hours	__	__
Area II.	Humanities/Fine Arts	12 semester hours	__	__
Area III.	Mathematics and Natural Sciences (11 semester hours)			
	Finite math or its equivalent required	3 semester hours	__	
	Natural Sciences (lab based)	8 semester hours	__	__
Area IV.	History/Behavioral and Social Sciences (12 semester hours)			
	Micro Economics (ECO 231)	3 semester hours	__	
	Macro Economics (ECO 232)	3 semester hours	__	
	Other History/Behavioral or Social Science Courses	6 semester hours	__	__
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>			
TOTAL GEN. ED. REQUIREMENTS		41 semester hours		

3. MAJOR PREREQUISITE COURSES (PRE-PROFESSIONAL)

Principles of Accounting (BUS 241 and BUS 242 or BUS 210 and BUS 248) ..	6 semester hours	_____
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal Environment of Business (BU 263)	3 semester hours	___
Windows Computer Applications (CIS 146)	3 semester hours	___
Elective	3 semester hours	___
TOTAL MAJOR PREREQUISITE HOURS:	21-23 SEMESTER HOURS	

TOTAL GEN. ED. & MAJOR PREREQUISITE HOURS: 62-64 SEMESTER HOURS

4. PROFESSIONAL COURSES:

a. Management Core:

EC 321 Money and Banking	3 semester hours	___
MG 302 Management Information Systems	3 semester hours	___
MG 320 Organizational Communication and Leadership	3 semester hours	___
MG 346 Principles of Management	3 semester hours	___
MG 350 Financial Management	3 semester hours	___
MG 352 International Business	3 semester hours	___
MG 390 Production and Operations Management	3 semester hours	___
MG 420 Business Policy	3 semester hours	___
MK 331 Marketing Principles	3 semester hours	___
TOTAL PROFESSIONAL HOURS:	27 SEMESTER HOURS	

b. Minor Requirements 18-21 semester hours

Student must complete a minor in one of the following areas:

<p>General Business Minor <i>(Open to Management Majors Only)</i></p> <p>AC 371 Managerial Accounting 3 semester hours</p> <p>MG 303 Mgmt. Decision Suppt. Systems 3 semester hours</p> <p>MG 349 Human Resource Management 3 semester hours</p> <p>MG 353 Project Management 3 semester hours</p> <p>MG 375 Organizational Beh. & Team Bldg. 3 semester hours</p> <p>MG 417 Management of Change 3 semester hours</p> <p>TOTAL MINOR HOURS 18 SEMESTER HOURS</p> <p>International Business</p> <p><i>*MG 352 International Business</i> 3 semester hours</p> <p>EC/PO 320 Intro. to Intern'l Comm. 3 semester hours</p> <p>EC 410 Intern'l Fin. & Monetary Econ. 3 semester hours</p> <p>PO 453 International Relations 3 semester hours</p> <p>GBA350 Intern'l Legal & Cultural Env of Bus. 3 semester hours</p> <p>MG 412 Case Study: Int'l Bus. Dipl. 3 semester hours</p> <p>TOTAL MINOR HOURS 18 SEMESTER HOURS</p> <p>Procurement Minor</p> <p>PR 394 Introduction to Procurement 3 semester hours</p> <p>PR 395 Price and Cost Analysis 3 semester hours</p> <p>PR 396 Adv. Procurement Con. 3 semester hours</p> <p>PR 397 Contract Negotiations 3 semester hours</p> <p>PR 398 Contract Administration 3 semester hours</p> <p>MG 353 Project Management 3 semester hours</p> <p>MG 375 Organizational Beh. & Team Bldg. 3 semester hours</p> <p>TOTAL MINOR HOURS 21 SEMESTER HOURS</p>	<p>Marketing Minor</p> <p><i>*MK 331 Marketing Principles</i> 3 semester hours</p> <p>MK 336 Consumer Beh. (or MG 375) 3 semester hours</p> <p>MK 432 Retailing 3 semester hours</p> <p>MK 333 Advertising & Promotional Strat. 3 semester hours</p> <p>MK 431 Marketing Research 3 semester hours</p> <p>MK 433 Marketing Strat. & Policies 3 semester hours</p> <p>PR 395 Price and Cost Analysis 3 semester hours</p> <p>TOTAL MINOR HOURS 21 SEMESTER HOURS</p> <p>Human Resource Management</p> <p><i>*MG 346 Principles of Management</i> 3 semester hours</p> <p>MG 349 Human Resource Management 3 semester hours</p> <p>MG 351 Labor-Management Relations 3 semester hours</p> <p>MG 410 Employment Law 3 semester hours</p> <p>MG 449 Adv. Human Resource Mgmt. 3 semester hours</p> <p>EC 348 Labor Economics 3 semester hours</p> <p>GBA368 Industrial & Pers. Psychology 3 semester hours</p> <p>TOTAL MINOR HOURS 21 SEMESTER HOURS</p> <p>Small Business/Entrepreneurship Minor</p> <p>AC 361 Federal Tax Accounting I 3 semester hours</p> <p>AC 371 Managerial Accounting 3 semester hours</p> <p><i>*MG 346 Principles of Management</i> 3 semester hours</p> <p>MG 349 Human Resource Management 3 semester hours</p> <p>MG 375 Organizational Beh. & Team Bldg. 3 semester hours</p> <p>MG 416 Entrepreneurship 3 semester hours</p> <p>MK 432 Retailing 3 semester hours</p> <p>TOTAL MINOR HOURS 21 SEMESTER HOURS</p>
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**Core course*

- c. **BUSINESS ELECTIVE HOURS 9 SEMESTER HOURS**
 Approved electives, to be chosen in consultation with the student’s advisor, are to be selected from the following list.

AC 300 Accounting Principles	3 semester hours	---
AC 361 Federal Tax Accounting I	3 semester hours	---
AC 371 Managerial Accounting	3 semester hours	---
EC 348 Lab or Economics	3 semester hours	---
GBA 307 Quantitative Business Analysis	3 semester hours	---
GBA 331 Career Management	3 semester hours	---
GBA 332 History of American Business	3 semester hours	---
GBA 357 Personal Finance	3 semester hours	---
GBA 368 Industrial and Personnel Psychology	3 semester hours	---
MG 303 Management Decisions Support System	3 semester hours	---
MG 349 Human Resource Management	3 semester hours	---
MG 351 Labor Management Relations	3 semester hours	---
MG 353 Project Management	3 semester hours	---
MG 375 Organizational Behavior and Teambuilding	3 semester hours	---
MG 410 Employment Law	3 semester hours	---
MG 416 Entrepreneurship	3 semester hours	---
MG 417 Management of Change	3 semester hours	---
MG 418 Management of Technology	3 semester hours	---

- d. **GENERAL ELECTIVES 6-10 semester hours****

5. **Assessment Exam.** Student must earn an acceptable score on an assessment exam containing questions dealing with the ten competency areas around which the curriculum is based.
6. Completion of a capstone course, MG 420 Business Policy, with a minimum grade of “C”. (Should be taken during final term.)

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

****Depending on minor selected.**

HUMAN RESOURCE MANAGEMENT

The objective of the major in Human Resource Management is to provide students with a program of study that will prepare them for a variety of employment opportunities in the area of human resource management and provide an academic framework for future graduate study. The curriculum combines traditional business courses, specialized management courses, and related psychology courses.

Bachelor of Business Administration - Human Resource Management

MAJOR CODE: 52-1001A

Program components for the Bachelor of Business Administration degree with a major in Human Resource Management include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU .
- complete 60 to 64 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I.	Written Composition	6 semester hours	___ ___
Area II.	Humanities/Fine Arts	12 semester hours	___ ___ ___ ___
Area III.	Mathematics and Natural Sciences (11 semester hours)		
	Finite math or its equivalent required	3 semester hours	___
	Natural Sciences (lab based)	8 semester hours	___ ___
Area IV.	History/Behavioral and Social Sciences (12 semester hours)		
	Micro Economics (ECO 231)	3 semester hours	___
	Macro Economics (ECO 232)	3 semester hours	___
	Other History/Behavioral or Social Science Courses	6 semester hours	___ ___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		
	TOTAL GEN. ED. REQUIREMENTS	41 semester hours	

3. MAJOR PREREQUISITE COURSES (PRE-PROFESSIONAL)

Principles of Accounting (BUS 241 and BUS 242) or BUS 210 and BUS 248)	6 semester hours	___
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal Environment of Business (BU 263)	3 semester hours	___
Windows Computer Applications (CIS 146)	3 semester hours	___
Elective	3 semester hours	___

TOTAL MAJOR PREREQUISITE HOURS: 21-23 SEMESTER HOURS

TOTAL GEN. ED. REQUIREMENTS & MAJOR PREREQUISITE HOURS: 62-64 SEMESTER HOURS

3. PROFESSIONAL COURSES:

EC 321 Money and Banking	3 semester hours	___
EC 348 Labor Economics	3 semester hours	___
GBA368 Industrial and Personnel Psychology	3 semester hours	___
MG 302 Management Information Systems	3 semester hours	___
MG 320 Organizational Communication and Leadership	3 semester hours	___
MG 346 Principles of Management	3 semester hours	___
MG 349 Human Resource Management	3 semester hours	___
MG 350 Financial Management	3 semester hours	___
MG 351 Labor Management Relations	3 semester hours	___
MG 352 International Business OR		
EC 320 International Commerce	3 semester hours	___
MG 375 Organizational Behavior and Team Building	3 semester hours	___
MG 390 Production and Operations Management	3 semester hours	___
MG 410 Employment Law for Business	3 semester hours	___
MG 417 Management of Change	3 semester hours	___
MG 420 Business Policy	3 semester hours	___
MK 331 Marketing Principles	3 semester hours	___
Select 3 courses from the following:	9 semester hours	___ ___ ___
PS 304 Drugs and Behavior (3 semester hours)		
PS 331 Social Psychology (3 semester hours)		
PS 335 Adult Psychology (3 semester hours)		
PS 425 Tests and Measurements (3 semester hours)		
MG 449 Advanced Human Resource Management (3 semester hours)		

TOTAL PROFESSIONAL HOURS: 57 SEMESTER HOURS

FREE UPPER LEVEL ELECTIVE HOURS 7 semester hours ___ ___ ___

4. Earning an acceptable score on an assessment exam containing questions dealing with the ten competency and skill areas around which the curriculum is based.
5. Completion of a capstone course, MG 420 Business Policy, with a minimum grade of "C". (Should be taken during final term.)

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

MANAGEMENT OF TECHNOLOGY

The objective of the major in Management of Technology is to provide students with a comprehensive business education which will prepare them to enter managerial employment or to assist in the development of individuals who hold those positions. In addition, it provides an academic framework for future graduate study. The major encompasses the traditional business curriculum which includes coursework in accounting, economics, finance, management, marketing and the legal environment of business. Program components for the Bachelor of Business Administration in Management are listed below. In addition, the student must satisfy the general university requirements (See General University Requirements).

Bachelor of Business Administration - Management of Technology MAJOR CODE: 52-9999A

Program components for the Bachelor of Business Administration degree with a major in Management of Technology include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU .
- complete 60 to 64 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I.	Written Composition	6 semester hours	___ ___
Area II.	Humanities/Fine Arts	12 semester hours	___ ___ ___ ___
Area III.	Mathematics and Natural Sciences (11 semester hours)		
	Finite math or its equivalent required	3 semester hours	___
	Natural Sciences (lab based)	8 semester hours	___ ___
Area IV.	History/Behavioral and Social Sciences (12 semester hours)		
	Micro Economics (ECO 231)	3 semester hours	___
	Macro Economics (ECO 232)	3 semester hours	___
	Other History/Behavioral or Social Science Courses	6 semester hours	___ ___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		
	TOTAL GEN. ED. REQUIREMENTS	41 semester hours	

3. MAJOR PREREQUISITE COURSES (PRE-PROFESSIONAL)		
Principles of Accounting (BUS 241 and BUS 242) or BUS 210 and BUS 248)	6 semester hours	___ ___
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal Environment of Business (BU 263)	3 semester hours	___
Windows Computer Applications (CIS 146)	3 semester hours	___
Elective	3 semester hours	___
TOTAL PRE-PROFESSIONAL HOURS:	21-23 SEMESTER HOURS	

TOTAL GEN. ED. REQUIREMENTS & PRE-PROFESSIONAL HOURS: 62-64 SEMESTER HOURS

4. TECHNICAL CORE (Institutional Credit) BLOCK CREDIT

Application for Technical Core Credit MUST be filed during student's first term of enrollment at ASU.

Technical Training (4 or more semesters technical school/college OR Work Experience (6 years documented, successful work experience, OR Professional Program (fine arts or health sciences)	24 semester hours	___
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5. PROFESSIONAL COURSES:

EC 321 Money and Banking	3 semester hours	___
MG 302 Management Information Systems	3 semester hours	___
MG 303 Management Decision Support Systems	3 semester hours	___
MG 320 Organizational Communication and Leadership	3 semester hours	___
MG 346 Principles of Management	3 semester hours	___
MG 350 Financial Management	3 semester hours	___
MG 353 Project Management	3 semester hours	___
MG 390 Production and Operations Management	3 semester hours	___
MG 415 Technical Risk Management	3 semester hours	___
MG 417 Management of Change	3 semester hours	___
MG 418 Management of Technology	3 semester hours	___
MG 419 Technology Transfer and Communications	3 semester hours	___
MG 420 Business Policy	3 semester hours	___
MK 331 Marketing Principles	3 semester hours	___
TOTAL PROFESSIONAL HOURS:	42 SEMESTER HOURS	

- 5. Earning an acceptable score on an assessment exam containing questions dealing with the ten competency and skill areas around which the curriculum is based.
- 6. Completion of a capstone course, MG 420 Business Policy, with a minimum grade of "C". (Should be taken during final term.)

TOTAL MINIMUM HOURS FOR GRADUATION 124-128 SEMESTER HOURS

SCHOOL OF BUSINESS MINORS

Business Administration Minor

(This minor is open to non-business majors only.)

AC 300	Foundations of Accounting	3 semester hours	___
EC 310	Modern Economics or Principles of Economics I	3 semester hours	___
GBA 305	Statistical Methods of Business I	3 semester hours	___
GBA 311	The Legal Environment of Business	3 semester hours	___
MG 320	Managerial Communications	3 semester hours	___
MG 346	Principles of Management	3 semester hours	___
MG 350	Financial Management	3 semester hours	___
MK 331	Marketing Principles	3 semester hours	___
TOTAL HOURS REQUIRED	24 SEMESTER HOURS	

General Business Minor

(This minor is open to Management majors Only. See Management Major for requirements.)

Human Resource Management Minor

(This minor is open to students in all majors.)

MG 346	Principles of Management	3 semester hours	___
MG 349	Human Resource Management	3 semester hours	___
MG 351	Labor-Management Relations	3 semester hours	___
MG 410	Employment Law	3 semester hours	___
MG 449	Advanced Human Resource Management	3 semester hours	___
EC 348	Labor Economics	3 semester hours	___
GBA368	Industrial and Personnel Psychology	3 semester hours	___
TOTAL HOURS REQUIRED	21 SEMESTER HOURS	

International Business Minor

(This minor is open to students in all majors.)

MG 352	International Business	3 semester hours	___
EC/PO320	Introduction to International Commerce	3 semester hours	___
EC 410	International Finance and Monetary Economics	3 semester hours	___
PO 453	International Relations	3 semester hours	___
GBA 350	International Legal & Cultural Environment of Business	3 semester hours	___
MG 412	Case Study: International Business Diplomacy	3 semester hours	___
TOTAL HOURS REQUIRED	18 SEMESTER HOURS	

Marketing Minor

(This minor is open to students in all majors.)

MK 331	Marketing Principles	3 semester hours	___
MK 333	Advertising and Promotional Strategies	3 semester hours	___
MK 336	Consumer Behavior	3 semester hours	___
MK 431	Marketing Research	3 semester hours	___
MK 432	Retailing	3 semester hours	___
MK 433	Marketing Strategies and Policies	3 semester hours	___
PR 395	Price and Cost Analysis	3 semester hours	___
TOTAL HOURS REQUIRED	21 SEMESTER HOURS	

Procurement Minor

(This minor is open to students in all majors.)

PR 394 Introduction to Procurement	3 semester hours	___
PR 395 Price and Cost Analysis	3 semester hours	___
PR 396 Advanced Procurement Concepts and Government Contract Law	3 semester hours	___
PR 397 Contract Negotiations	3 semester hours	___
PR 398 Contract Administration	3 semester hours	___
MG 353 Project Management	3 semester hours	___
MG 375 Organizational Behavior and Team Building	3 semester hours	___
TOTAL HOURS REQUIRED	21 SEMESTER HOURS	

Small Business/Entrepreneurship Minor

(This minor is open to students in all majors.)

AC 361 Federal Tax Accounting I	3 semester hours	___
AC 371 Managerial Accounting	3 semester hours	___
MG 346 Principles of Management	3 semester hours	___
MG 349 Human Resource Management	3 semester hours	___
MG 375 Organizational Behavior and Team Building	3 semester hours	___
MG 416 Entrepreneurship	3 semester hours	___
MG 432 Retailing	3 semester hours	___
TOTAL HOURS REQUIRED	21 SEMESTER HOURS	

Athens State University offers specialized certificates in marketing and procurement. Students who seek these certificates should complete the requirements described below:

Certificate in Marketing

MK 331 Marketing Principles	3 semester hours	___
MK 336 Consumer Behavior	3 semester hours	___
MK 431 Marketing Research	3 semester hours	___
MK 432 Retailing	3 semester hours	___
MK 433 Marketing Strategies and Policies	3 semester hours	___
TOTAL HOURS REQUIRED	15 SEMESTER HOURS	

Procurement Certificate

PR 394 Introduction to Procurement	3 semester hours	___
PR 395 Price and Cost Analysis	3 semester hours	___
PR 396 Advanced Procurement Concepts and Government Contract Law	3 semester hours	___
PR 397 Contract Negotiations	3 semester hours	___
PR 398 Contract Administration	3 semester hours	___
TOTAL HOURS REQUIRED	15 SEMESTER HOURS	

LOGISTICS UNIVERSITY

The School of Business participates in consortium agreements with Alabama A&M University and the University of Alabama in Huntsville to offer coursework to employees of the Missile Logistics Center at Redstone Arsenal.

APPLIED TECHNOLOGY

The objective of the major In Applied Technology is to articulate with the Associate of Applied Science (AAS) and the Associate of Applied Technology (AAT) degrees offered at various community and technical colleges. The junior year of study builds on the student's previous technical/community college background and technical work experience; the senior year of study emphasizes advanced specialty technology courses and industry-based, hands-on technology-specific projects.

Bachelor of Science Applied Technology

MAJOR CODE: 15.0499

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU .
- complete 60 to 64 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I. Written Composition	6 semester hours	___	___
Area II. Humanities/Fine Arts (12 semester hours)			
Speech	3 semester hours	___	
Other Humanities/Fine Arts	9 semester hours	___	___
Area III. Mathematics and Natural Sciences (11 semester hours)			
Finite math or its equivalent required	3 semester hours	___	
Natural Sciences (lab based)	8 semester hours	___	___
Area IV. History/Behavioral and Social Sciences	12 semester hours	___	___
TOTAL GEN. ED. REQUIREMENTS	41 semester hours		

3. **PREPROFESSIONAL COURSEWORK**
 Some technical coursework will transfer as a pre-professional ‘block’ credit, while other coursework will meet general education requirements. Each student’s college transcript and professional work experience will be evaluated to ensure maximum transfer credit. Any General Education deficiencies can be remedied while pursuing the BSAT (upper-level) program curriculum. Senior Practicum work projects will allow the student to apply their technical specialty and current/previous work experience.

TOTAL PRE-PROFESSIONAL HOURS 23 SEMESTER HOURS

TOTAL GEN. ED. REQUIREMENTS & PRE-PROFESSIONAL HOURS 64 SEMESTER HOURS

4. **PROFESSIONAL CORE COURSES**

ATC 300 Workkeys Assessment	1 semester hour	___
ATC 301 Problem Solving with Computers	3 semester hours	___
ATC/MG320 Organizational Communications and Leadership	3 semester hours	___
ATC 375 Organizational Behavior and Teambuilding	3 semester hours	___
ATC 305 Industrial Processes	4 semester hours	___
ATC 306* Applied Mathematics	3 semester hours	___
ATC/PS/PH 401 Elements of Logic and Critical Thinking	3 semester hours	___
TOTAL PROFESSIONAL CORE COURSES	20 SEMESTER HOURS	

*All students who enter this program will be given a math pretest to determine placement for mathematics. Students who successfully pass the placement examination will not be required to enroll in ATC 306. If scores on the placement examination document in the mathematics skills necessary to successfully complete this program, the students will enroll in ATC 306.

5. **SELECT ONE OF THE FOLLOWING TECHNICAL OPTIONS:**

Manufacturing Option Courses (For manufacturing students)

ATM 401 Process, Product, and Facilities Design	4 semester hours	___
ATM 402 Manufacturing Issues (JIT, TQM, CI)	3 semester hours	___
ATM 404 Quality Control and SPC	3 semester hours	___
ATM 406 Mathematics for Manufacturing	3 semester hours	___
ATM 408 ISO Certifications Issues	3 semester hours	___

Electives (Choose from the following) 22 semester hours ___ ___ ___ ___
 ___ ___ ___

- ATC 302 Technical Writing (3 semester hours)
- ATE/ATM/IT 425 Introduction to Robotics (4 semester hours)
- ATM/CE 435 Occupational Health and Safety (3 semester hours)
- ATM 403 Industrial Economy (3 semester hours)
- ATM 405 Introduction to Lean Manufacturing (3 semester hours)
- ATM 409* Fundamentals of Operations (3 semester hours)
- ATM 410* Basics of Supply Chain (3 semester hours)
- ATM 412* Master Planning of Resources (3 semester hours)
- ATM 414* Detailed Scheduling and Planning (3 semester hours)
- ATM 416* Execution and Control of Operations (3 semester hours)
- ATM 418* Strategic Resource Planning (3 semester hours)

**Courses supporting APICS CPIM Certification*

Practicum Experiences:

ATM 430 Senior Project I	3 semester hours	___
ATM 432 Senior Project II	3 semester hours	___
TOTAL MANUFACTURING OPTION COURSE HOURS	44 SEMESTER HOUR	

Information Systems Option Courses

ATIS 401 Process, Product, and Facilities Design	4 semester hours	___
ATIS/CIS 325 Decision Support Systems	3 semester hours	___
ATIS/CIS 365 Visual Applications Development	3 semester hours	___
ATIS/CIS 440 Database Systems	3 semester hours	___
ATIS 406 Mathematics for Information Systems	3 semester hours	___
ATIS 408 Information Systems Development	3 semester hours	___
ATIS 410 Managing Information Systems	3 semester hours	___

Electives (Choose from the following): **16 semester hours** ___ ___ ___

-
- ATC 302 Technical Writing (3 semester hours)
- AC 300 Fundamentals of Accounting (3 semester hours)
- FIN350 Managerial Finance (3 semester hours)
- EC 321 Money and Banking (3 semester hours)
- GBA305 Business Statistics I (3 semester hours)
- GBA306 Business Statistics II (3 semester hours)
- MG 346 Principles of Management (3 semester hours)
- MG 418 Management of Technology (3 semester hours)
- MK 331 Principles of Marketing (3 semester hours)

Electives (Choose from any CIS/CS or Computer Networking courses .. 7-10 semester hours ___ ___ ___ ___

Practicum Experiences:

ATIS 430 Senior Project I	3 semester hours	___
ATIS 432 Senior Project II	3 semester hours	___

TOTAL INFORMATION SYSTEMS OPTION COURSE HOURS **44 SEMESTER HOURS**

Electronics/Instrumentation Option Courses (For manufacturing students)

ATE/IT 316 Applied Digital Design	4 semester hours	___
ATE/IT 401 Applied Data Communication	4 semester hours	___
ATE 406 Mathematics for Electronics	3 semester hours	___
ATE 408 Physics for Electronics I	4 semester hours	___
ATE 409 Physics for Electronics II	4 semester hours	___

Electives (Choose from the following) **19 semester hours** ___ ___ ___ ___

-
- ATC 302 Technical Writing (3 semester hours)
- ATE/IT 306 Interfacing Techniques (4 semester hours)
- ATE/IT 400 Advanced Analog Instrumentation (4 semester hours)
- ATE/IT 420 Electro-optics (4 semester hours)
- ATE/IT 440 Process Control Instrumentation (4 semester hours)
- ATE/IT 441 Computer Instrumentation (4 semester hours)
- ATE/IT 425 Introduction to Robotics (4 semester hours)

Practicum Experiences:

ATE 430 Senior Project I	3 semester hours	___
ATE 432 Senior Project II	3 semester hours	___

TOTAL ELECTRONICS/INSTRUMENTATION OPTION HOURS **44 SEMESTER HOURS**

TOTAL BSAT DEGREE REQUIREMENTS **128 SEMESTER HOURS**