

COLLEGE OF BUSINESS

Linda B. Shonesy, Ed.D.

Dean

Founders Hall

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

The Bachelor of Science (B.S.)

with majors in:

- Accounting
- Management
Management (with Minor)
- Human Resource Management
- Management of Technology
Management of Technology (with minor)

CIP CODE	MAJOR	DEGREE	NOTES		
52.0201	MANAGEMENT Management majors may elect to pursue a general management major or may select a specialized group of courses as a minor. See Notes for available minors.	B.S.	Minors Available: E-Commerce Marketing Health Care Management Human Resource Management International Business Marketing Procurement Small Business/Entrepreneurship		
52.0301	ACCOUNTING	B.S.			
52.1001	HUMAN RESOURCE MANAGEMENT	B.S.			
52.9999	MANAGEMENT OF TECHNOLOGY Management of Technology majors may elect to pursue a general MOT major or may select a specialized group of courses as a minor. See Notes for available minors.	B.S.	Minors available: Aviation Management Manufacturing		
MINORS					
The following minor is open to non-business majors only: <ul style="list-style-type: none"> •Business Administration The following minors are open to all majors: <table style="width: 100%; border: none;"> <tr> <td style="width: 50%;"> <ul style="list-style-type: none"> •E-Commerce Marketing •Health Care Management •Human Resource Management •International Business </td> <td style="width: 50%;"> <ul style="list-style-type: none"> •Marketing •Procurement •Small Business/Entrepreneurship </td> </tr> </table>				<ul style="list-style-type: none"> •E-Commerce Marketing •Health Care Management •Human Resource Management •International Business 	<ul style="list-style-type: none"> •Marketing •Procurement •Small Business/Entrepreneurship
<ul style="list-style-type: none"> •E-Commerce Marketing •Health Care Management •Human Resource Management •International Business 	<ul style="list-style-type: none"> •Marketing •Procurement •Small Business/Entrepreneurship 				
CERTIFICATES					
The following certificates are available: <ul style="list-style-type: none"> •Marketing •Procurement 					

COLLEGE OF BUSINESS

The mission of the College 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 College 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 College of Business has established the following goals:

1. Provide for continuous improvement of the programs within the College of Business in keeping with the standards set by Athens State University and the Association of Collegiate Business Schools and Programs.
2. Place excellence in teaching as the number one priority for serving students and for evaluating faculty.
3. Encourage growth and diversity in the faculty and student body.
4. Seek community and business relationships for advice and support of student and curriculum needs.
5. Maintain cooperative relationships with other educational institutions to facilitate student transfer, maximize resource utilization and provide quality programs.
6. Support a quality-based, equivalent learning environment for all students in all settings.
7. Graduate students who will be academically and professionally prepared by the quality teaching programs of the College of Business for work in an increasingly diverse, global environment.

Athens State University, through its College of Business, is nationally accredited by the Association of Collegiate Business Schools and Programs (ACBSP) to offer the Bachelor of Science (B.S.) degree with majors in accounting, human resource management, management, and management of technology. Instruction offered by the College 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 College of Business will possess the following skills and competencies:

1. A knowledge of accounting, economics, management, marketing, quantitative skills, legal issues, and production theories and concepts.
2. A knowledge of technology, as it relates to business.
3. A knowledge of the global economy including an understanding of diversity.
4. A knowledge of and ability to use effective managerial, leadership, and group interaction techniques.
5. An ability to effectively use critical-thinking and decision-making techniques.
6. An ability to effectively communicate, both orally and in writing.
7. An understanding of ethical issues and the importance of maintaining ethical standards.
8. An understanding of and ability to perform at a professional level.

INTERNATIONAL PROGRAM

The College of Business offers an International Business minor which is available to students in all majors (see details in program description section). Opportunity for study abroad is offered to all ASU students through a partnership with Huron University USA London. Students may attend Huron University as ASU students and may take courses in areas such as business, math, social science, natural sciences, behavioral science, drama, art, computer science and others. For more information please see “Interdisciplinary Programs” under the College of Arts & Sciences section of this Catalog and the ASU website <http://www.athens.edu/sob/ip/> or contact the College of Business.

DISTANCE EDUCATION

The College of Business offers online degree programs in the following majors: Accounting, Management, Human Resource Management, and Management of Technology. All coursework for these majors may be completed via distance learning. For further information regarding distance learning please consult the ASU website www.athens.edu/blackboard/.

ASSESSMENT (PRE- AND POST-TESTING)

The College of Business, as a part of its continuous evaluation process, has implemented a program to assess the business knowledge levels of incoming students. This will be accomplished through a pre-test to be administered in a required course, MG 320 Organizational Communication and Leadership. This course should be taken during a student’s first term at Athens State University. New students who have previously completed an equivalent business communication course will take the pre-test in GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills (*this course is required for students who do not complete MG 320 at ASU*). A post-test will be administered in the capstone course, MG 420 Business Policy, which should be taken during a student’s last term.

ACCOUNTING (AC)

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. Program components for the Bachelor of Science in Accounting are listed below.

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. (See Suggested Courses on the next page.)

Bachelor of Science - Accounting MAJOR CODE: 52-0301

Program components for the Bachelor of Science 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 (Area V. 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 (BUS 263)	3 semester hours	___
Windows Computer Applications (CIS 146)	3 semester hours	___
Management Decision Support Systems	3 semester hours	___
TOTAL MAJOR PREREQUISITE HOURS:	21 SEMESTER HOURS	

TOTAL GEN. ED REQ. & MAJOR PREREQUISITE HOURS: 62 SEMESTER HOURS

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note() below and “Assessment” on the first page of this section].*

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 325 Accounting Information Systems	3 semester hours	___
AC 361 Federal Tax Accounting I	3 semester hours	___
AC 401 Auditing	3 semester hours	___
AC 431 Advanced Accounting	3 semester hours	___
AC 435 Governmental 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 OR GBA 314 Business Ethics OR MG 410 Employment Law	6 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 EC 320 International Commerce	3 semester hours	___
MG 390 Production and Operations Management	3 semester hours	___
**MG 420 Business Policy (Capstone course: Minimum grade of “C” required) (Should be taken final semester)	3 semester hours	___
MK 331 Marketing Principles	3 semester hours	___
TOTAL PROFESSIONAL HOURS:	63 SEMESTER HOURS	

*Students who do not complete MG 320 Organizational Communication & Leadership at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

5. ****Assessment Exam.** Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 125 SEMESTER HOURS

Suggested Courses for Students with Non-Accounting Degrees Preparing to Sit for the CPA Exam:

The following courses are recommended:

- GBA 312 Law for Accountants
- AC 321/322/323 Intermediate Accounting I/II/III
- AC 361/461 Tax I/II
- AC 401 Auditing I
- AC 431 Advanced Accounting
- AC 442 Advanced Auditing and Fraud Examination
- AC 471 Advanced Cost Accounting

For students who completed some of the above courses in their degree program, the following substitutions are recommended:

- AC 303 Management Decision Support Systems
- GBA 314 Business Ethics
- MG 410 Employment Law
- Other business courses recommended by accounting faculty advisor.

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, this major provides an academic framework for future graduate study. Management encompasses the traditional business curriculum which includes coursework in accounting, economics, finance, management, marketing and international business. Program components for the Bachelor of Science in Management are listed below.

Management majors who wish to pursue a specialized area of study as a part of a management major may elect to complete the "Management Major with a Minor" immediately following the general management major requirements. Minors are available in the following areas: e-Commerce Marketing, Health Care Management, Human Resource Management, International Business, Marketing, Procurement, and Small Business/Entrepreneurship. NOTE: Please be aware that course work for all of the minors may not be offered at all sites. Please contact the College of Business for more information (256/233-8211).

Bachelor of Science - Management MAJOR CODE: 52-0201 Management Major (No Minor)

Program components for the Bachelor of Science 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 hour	

3. MAJOR PREREQUISITE COURSES (Area V. 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 (BUS 263)	3 semester hours	___	
Windows Computer Applications (CIS 146)	3 semester hours	___	
Elective	3 semester hours	___	
TOTAL MAJOR PREREQUISITE HOURS:	21 SEMESTER HOURS		

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

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note() below and “Assessment” on the first page of this section].*

Management Core Courses:

AC 371 Managerial Accounting	3 semester hours	___	
EC 321 Money and Banking	3 semester hours	___	
MG 302 Management Information Systems	3 semester hours	___	
MG 303 Management Decision Suppt. 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 353 Project Management	3 semester hours	___	
MG 375 Organizational Behavior and Team Building	3 semester hours	___	
MG 390 Production and Operations Management	3 semester hours	___	
MG 417 Management of Change	3 semester hours	___	
**MG 420 Business Policy (Capstone course: Minimum grade of “C” required) (Should be taken final semester)	3 semester hours	___	
MK 331 Marketing Principles	3 semester hours	___	
TOTAL PROFESSIONAL HOURS:	48 SEMESTER HOURS		

**Students who do not complete MG 320 Organizational Communication & Leadership at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.*

ELECTIVE HOURS 12-16 SEMESTER HOURS

5. ****Assessment Exam.** Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

Bachelor of Science - Management
MAJOR CODE: 52-0201
Management Major with a Minor

Program components for the Bachelor of Science degree in Management with a Minor 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 (Area V. 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 (BUS 263)	3 semester hours	___	___
Windows Computer Applications (CIS 146)	3 semester hours	___	___
Elective	3 semester hours	___	___
TOTAL MAJOR PREREQUISITE HOURS:	21 SEMESTER HOURS		
TOTAL GEN. ED. & MAJOR PREREQUISITE HOURS:	62-64 SEMESTER HOURS		

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note() below and “Assessment” on the first page of this section].*

A. Management Core Courses:

EC 321 Money and Banking	3 semester hours	___	___
MG302 Management Information Systems	3 semester hours	___	___
MG303 Management Decision Support Systems	3 semester hours	___	___
*MG320 Organizational Communication and Leadership	3 semester hours	___	___
MG346 Principles of Management	3 semester hours	___	___
MG350 Financial Management	3 semester hours	___	___
MG352 International Business or EC 320 International Commerce	3 semester hours	___	___
MG390 Production and Operations Management.....	3 semester hours	___	___
**MG420 Business Policy (Capstone course: Minimum grade of “C” required) (Should be taken final semester)	3 semester hours	___	___
MK331 Marketing Principles	3 semester hours	___	___
TOTAL MANAGEMENT CORE	30 SEMESTER HOURS		

B. A minor must be selected from one of the following options:

e-Commerce Marketing

MG 416 Entrepreneurship	3 semester hours	___	___
MK 332 Introduction to e-Commerce	3 semester hours	___	___
MK 334 Internet Marketing	3 semester hours	___	___
MK 336 Consumer Behavior	3 semester hours	___	___
MK 434 e-Commerce Strategy	3 semester hours	___	___
MK 435 e-Commerce Practicum	3 semester hours	___	___
TOTAL MINOR HOURS	18 SEMESTER HOURS		

Health Care Management

HCM 340 Intro. to Health Care Systems	3 semester hours	___	___
HCM 345 Management of Health Care Org.	3 semester hours	___	___
HCM 355 Survey of Issues in HCM	3 semester hours	___	___
HCM 430 Principles of Long-Term Care OR HCM 440 Ambulatory Care Management	3 semester hours	___	___
HCM 450 Managed Care	3 semester hours	___	___
HCM 455 Health Care Management Internship	3 semester hours	___	___
TOTAL MINOR HOURS	18 SEMESTER HOURS		

Human Resource Management

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 Adv. Human Resource Management	3 semester hours	___	___
EC 348 Labor Economics	3 semester hours	___	___
GBA368 Industrial & Pers. Psychology	3 semester hours	___	___
TOTAL MINOR HOURS	18 SEMESTER HOURS		

International Business

MG 352	International Business#	3 semester hours	___
EC 320	International Commerce	3 semester hours	___
EC 410	Intern'l Fin. & Monetary Econ.	3 semester hours	___
PO 453	International Relations	3 semester hours	___
GBA350	International Business Law	3 semester hours	___
MG 412	Cultural Diversity & Comm. Iss.	3 semester hours	___
TOTAL MINOR HOURS		18 SEMESTER HOURS	

Marketing Minor

MK 331	Marketing Principles#	3 semester hours	___
MK 333	Advertising	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 Strat. & Policies	3 semester hours	___
TOTAL MINOR HOURS		18 SEMESTER HOURS	

Procurement Minor

PR 394	Intro. to Procurement	3 semester hours	___
PR 395	Price and Costs Analysis	3 semester hours	___
PR 396	Adv. Procurement Cont.	3 semester hours	___
PR 397	Contract Negotiations	3 semester hours	___
PR 398	Contract Administration	3 semester hours	___
MG 353	Project Management	3 semester hours	___
TOTAL MINOR HOURS		18 SEMESTER HOURS	

Small Business/Entrepreneurship Minor

AC361	Federal Tax Accounting I	3 semester hours	___
AC371	Managerial Accounting	3 semester hours	___
MG 346	Principles of Management#	3 semester hours	___
MG 349	Human Resource Management	3 semester hours	___
MG 416	Entrepreneurship	3 semester hours	___
MK 432	Retailing	3 semester hours	___
TOTAL MINOR HOURS		18 SEMESTER HOURS	

TOTAL PROFESSIONAL HOURS 48 SEMESTER HOURS

**Students who do not complete MG 320 Organizational Communication & Leadership at ASU are required to take GBA 300 Business Research Skills, a 1 semester hour course designed to familiarize students with business information sources and library research skills.*

#Core course [an additional business elective course must be taken to meet total professional hours requirement (48 sem. hrs.)]

ELECTIVE HOURS 12-16 SEMESTER HOURS

5. **Assessment Exam. Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

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 Science - Human Resource Management

MAJOR CODE: 52-1001

Program components for the Bachelor of Science 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	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 (Area V. 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 (BUS 263)	3 semester hours	___
Windows Computer Applications (CIS 146)	3 semester hours	___
Elective	3 semester hours	___
TOTAL MAJOR PREREQUISITE HOURS:	21 SEMESTER HOURS	
TOTAL GEN. ED. REQ. & MAJOR PREREQUISITE HOURS:	62-64 SEMESTER HOURS	

4. PROFESSIONAL COURSES:

All business majors must take a "pretest" in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note() below and "Assessment" on the first page of this section].*

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 (Capstone course: Minimum grade of "C" required)		
(Should be taken final semester)	3 semester hours	___
MK 331 Marketing Principles	3 semester hours	___
Select 3 courses from the following:	9 semester hours	___ ___ ___
GBA 314 Business Ethics (3 semester hours)		
MG 449 Advanced Human Resource Management (3 semester hours)		
PS 304 Drugs and Behavior (3 semester hours)		
PS 331 Social Psychology (3 semester hours)		
PS 335 Adult Psychology (3 semester hours)		

TOTAL PROFESSIONAL HOURS: 57 SEMESTER HOURS

ELECTIVE HOURS 7 semester hours ___ ___

*Students who do not complete MG 320 Organizational Communication & Leadership at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

5. ****Assessment Exam.** Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

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 technology management. Program components for the Bachelor of Science in Management of Technology are listed below.

Management of Technology majors who wish to pursue specialized study as a part of the MOT major may elect to complete the "Management of Technology Major with a Minor" (see details following the general Management of Technology major requirements). Minors are available in Aviation Management and Manufacturing. Please contact the College of Business for more information (256/233-8211).

Bachelor of Science - Management of Technology

MAJOR CODE: 52-9999

Program components for the Bachelor of Science 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 (Area V. 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 (BUS 263)	3 semester hours	___	___
Windows Computer Applications (CIS 146)	3 semester hours	___	___
Elective	3 semester hours	___	___
TOTAL PRE-PROFESSIONAL HOURS:	21 SEMESTER HOURS		

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

4. TECHNICAL CORE (Institutional Credit) BLOCK CREDIT (Lower Level 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** ___

5. PROFESSIONAL COURSES:
All business majors must take a "pretest" in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note() below and "Assessment" on the first page of this section].*

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 352 International Business OR			
EC 320 International Commerce	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 418 Management of Technology	3 semester hours	___	___
MG 419 Technology Transfer and Commercialization	3 semester hours	___	___
**MG 420 Business Policy (Capstone course: Minimum grade of "C" required) (Should be taken final semester)	3 semester hours	___	___
MK 331 Marketing Principles	3 semester hours	___	___
TOTAL PROFESSIONAL HOURS:	42 SEMESTER HOURS		

*Students who do not complete MG 320 Organizational Communication and Leadership at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

6. **Assessment Exam. Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION 124-128 SEMESTER HOURS

Bachelor of Science - Management of Technology

MAJOR CODE: 52-9999

Management of Technology with Minor

Minors:

Aviation Management: This minor is designed to accommodate students with two-year degrees in aviation or flight technology, or students with undergraduate credits and aviation and/or military work experience. The minor addresses the coursework most often seen in a bachelor's program for aviation management and prepares the graduate for today's demanding careers in the aviation field.

Manufacturing Management: This minor addresses key skills and topics required for successful management of manufacturing operations in today's high-tech industries. Included are courses on ISO Certification, Lean Manufacturing, Quality Control, and Process/Facilities Design, among others. Relevant and timely issues are discussed in the manufacturing management context. The College of Business also sponsors a Student Chapter of APICS, the American Production and Inventory Control Society, an internationally-recognized professional and educational society in manufacturing and production control which affords Management of Technology students the opportunity to network with local professionals.

Program components for the Bachelor of Science 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 (Area V. 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 (BUS 263)	3 semester hours	___
Windows Computer Applications (CIS 146)	3 semester hours	___
TOTAL PRE-PROFESSIONAL HOURS:	18 SEMESTER HOURS	

4. TECHNICAL CORE (Institutional Credit) BLOCK CREDIT 23 SEMESTER HOURS
****NOTE: Technical Core Credit is Lower Level 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)

5. PROFESSIONAL COURSES:

All business majors must take a "pretest" in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note() below and "Assessment" on the first page of this section].*

A. Management of Technology Core Courses:

*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		
EC 320 International Commerce	3 semester hours	___
MG 390 Production and Operations Management (Aviation Management minors may substitute MG 474; Manufacturing Minors may substitute MG 401)		
MG 415 Technical Risk Management	3 semester hours	___
MG 418 Management of Technology	3 semester hours	___
MG 419 Technology Transfer and Commercialization	3 semester hours	___
**MG 420 Business Policy (Capstone course: Minimum grade of "C" required) (Should be taken final semester)	3 semester hours	___
MK 331 Marketing Principles	3 semester hours	___
TOTAL PROFESSIONAL HOURS:	27 SEMESTER HOURS	

B. A minor must be selected from one of the options below:

Aviation Management

MG 471 Aviation Law	3 semester hours	___
MG 472 Aviation Safety and Security Mgt.	3 semester hours	___
MG 473 Mgt. of Air Traffic Control Fund.	3 semester hours	___
MG 474 General Aviation Mgmt. OR		
MG 390 Production/Oper. Mgmt.	3 semester hours	___
MG 475 Aviation Weather Management	3 semester hours	___
MG 47x Aviation Management Elective	3 semester hours	___
TOTAL MINOR HOURS	18 SEMESTER HOURS	

Manufacturing

MG 305 Industrial Processes	3 semester hours	___
MG 401 Process, Product & Facilities Design	3 semester hours	___
MG 402 Manufacturing Issues	3 semester hours	___
MG 403 Industrial Economy	3 semester hours	___
MG 404 Introduction to Quality Control	3 semester hours	___
MG 406 Lean Manufacturing OR		
MG 408 ISO Certification Issues	3 semester hours	___
TOTAL MINOR HOURS	18 SEMESTER HOURS	

TOTAL PROFESSIONAL HOURS: 45 SEMESTER HOURS

*Students who do not complete MG 320 Organizational Communication and Leadership at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

6. ****Assessment Exam.** Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION 124-128 SEMESTER HOURS

COLLEGE 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	

e-Commerce Marketing Minor

(This minor is open to students in all majors. Please consult course descriptions for possible prerequisites.)

MG 416	Entrepreneurship	3 semester hours	___
MK 332	Introduction to e-Commerce	3 semester hours	___
MK 334	Internet Marketing	3 semester hours	___
MK 336	Consumer Behavior	3 semester hours	___
MK 434	E-Commerce Strategy	3 semester hours	___
MK 435	E-Commerce Practicum	3 semester hours	___
TOTAL HOURS REQUIRED		18 SEMESTER HOURS	

Health Care Management Minor

(This minor is open to students in all majors. Please consult course descriptions for possible prerequisites.)

HCM 340	Intro. to Health Care Systems	3 semester hours	___
HCM 345	Management of Health Care Org.	3 semester hours	___
HCM 355	Survey of Issues in HCM	3 semester hours	___
HCM 430	Principles of Long-Term Care OR		
	HCM 440 Ambulatory Care Management	3 semester hours	___
HCM 450	Managed Care	3 semester hours	___
HCM 455	Health Care Management Internship	3 semester hours	___
TOTAL HOURS REQUIRED		18 SEMESTER HOURS	

Human Resource Management Minor

(This minor is open to students in all majors. Please consult course descriptions for possible prerequisites.)

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	___
GBA 368	Industrial and Personnel Psychology	3 semester hours	___
TOTAL HOURS REQUIRED		18 SEMESTER HOURS	

International Business Minor

(This minor is open to students in all majors. Please consult course descriptions for possible prerequisites.)

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 Business Law	3 semester hours	___
MG 412 Cultural Diversity & Communication Issues in International Business ...	3 semester hours	___
TOTAL HOURS REQUIRED	18 SEMESTER HOURS	

Marketing Minor

(This minor is open to students in all majors. Please consult course descriptions for possible prerequisites.)

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	___
TOTAL HOURS REQUIRED	18 SEMESTER HOURS	

Procurement Minor

(This minor is open to students in all majors. Please consult course descriptions for possible prerequisites.)

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	___
TOTAL HOURS REQUIRED	18 SEMESTER HOURS	

Small Business/Entrepreneurship Minor

(This minor is open to students in all majors. Please consult course descriptions for possible prerequisites.)

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 416 Entrepreneurship	3 semester hours	___
MG 432 Retailing	3 semester hours	___
TOTAL HOURS REQUIRED	18 SEMESTER HOURS	

CERTIFICATES

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 College 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.