

# COLLEGE OF BUSINESS

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*Dean*



[www.athens.edu/college\\_business](http://www.athens.edu/college_business)

# COLLEGE OF BUSINESS

*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**  
**Accounting (with Minor)**
- **Acquisition and Contract Management**
- **Enterprise Systems Management**
- **Human Resource Management**
- **Logistics and Supply Chain Management**
- **Management**  
**Management (with Minor)**
- **Management of Technology**  
**Management of Technology (with minor)**

CIP CODE	MAJOR	DEGREE
52.0301	ACCOUNTING Option 1. Accounting major (for students who plan to seek the C.P.A.) Option 2. Accounting major with minor (for students who do <b>NOT</b> plan to seek the C.P.A.) Minors: Aviation Management, Acquisition & Contract Management, Health Care Management, Human Resource Management, Information Systems Management, International Business Marketing	B.S.
52.0202	ACQUISITION AND CONTRACT MANAGEMENT	B.S.
52.1206	ENTERPRISE SYSTEMS MANAGEMENT	B.S.
52.1001	HUMAN RESOURCE MANAGEMENT	B.S.
52.0203	LOGISTICS AND SUPPLY CHAIN MANAGEMENT	B.S.
52.0201	MANAGEMENT Option 1. Management major Option 2. Management major with minor Minors: Aviation Management, Acquisition & Contract Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Marketing, Small Business/Entrepreneurship	B.S.
52.9999	MANAGEMENT OF TECHNOLOGY Option 1. Management of Technology major Option 2. Management of Technology major with minor Minors: Aviation Management, Acquisition & Contract Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Marketing, Small Business/Entrepreneurship	B.S.
<p>MINORS:</p> <p>The following minor is open to <b>non-business majors only</b>: Business Administration</p> <p>The following minors are open to <b>all majors</b>: Acquisition &amp; Contract Management, Aviation Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Marketing, Small Business/Entrepreneurship.</p> <p>CERTIFICATES:</p> <p>The following certificates are available: Contract Management ~ Marketing ~ SAP Certificate</p>		

## 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 critically, to use technology efficiently, to be effective leaders, decision makers, and communicators; to maintain ethical standards, and to understand the global economy. 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, the Southern Association of Colleges and Schools (SACs), and the Association of Collegiate Business Schools and Programs (ACBSP).
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 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, finance, management, marketing, management information systems, global business, strategic management, 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 orally and/or in writing, using effective research techniques as required.
7. An understanding of ethical issues and the importance of maintaining ethical standards.

## 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). The College sponsors the ASU in London program which is offered at Imperial College in Central London. The program fee includes one course during the Summer Term I, a nearby apartment with kitchen, roundtrip airfare from Chicago, and cultural and sightseeing activities. International Business minors may be eligible for an additional directed study course. Most current financial aid for students will apply to ASU in London. Students will be accompanied for the first week of the term. 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/academics/studies.php> or contact the College of Business.

## DISTANCE EDUCATION

The College of Business offers online degree programs in the following majors: Accounting, Acquisition and Contract Management, Enterprise Systems Management, Human Resource Management, Logistics and Supply Chain Management, 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 <http://www.athens.edu/academics/onlinedegree.php>. Students planning to enroll in distance learning classes should review the [Helpful Hints](#) and [Should I Take a Distance Education Course?](#) Interactive tutorial and instructional guides are available on the ASU web site [www.athens.edu/blackboard/basics.php](http://www.athens.edu/blackboard/basics.php)

**INFORMATION FOR NEW STUDENTS REGARDING ONLINE TECHNOLOGY:** Blackboard<sup>®</sup> is a course management system used at Athens State University to provide online access to course materials for every course we offer, including traditional, distance, and blended courses. It provides online tools such as class email, chat, discussion boards, quizzes, etc., that instructors can use to facilitate Internet courses or enhance classroom courses. All active students are assigned a Blackboard<sup>®</sup> account.

If you plan to take a distance learning class, it is imperative that you become familiar with the Blackboard® software and understand procedures, computer requirements, and expectations before the start of your class. Please review and follow the links re Distance Learning Information on the ASU website (“Getting Started,” F.A.Q., Computer Preparation, Blackboard Basics, etc.; [http://www.athens.edu/college\\_edu/getting\\_started.php](http://www.athens.edu/college_edu/getting_started.php)).

A Blackboard® Basics tutorial is available at <http://www.athens.edu/blackboard/basics.php>

To access your Blackboard®, click on the Blackboard® icon on the ASU webpage, then click on “Login to Blackboard®”. Use your full ASU email address and your 6-digit PIN from your ASU Online account. To determine your **My Athens email** address, log into your **ASU Online** account using your Student ID and your 6-digit PIN. Your email address can be found in the “Personal Information” section.

## 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. 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.

**LIVETEXT** is an electronic portfolio which is required in all “core” business courses (AC/MG 302, MG 320/GBA 300, MG 346, MG 350, MG 352, MG 390, MG 420, MG 480, MK 331). Specified work in these courses will be placed in this portfolio and will be used in assessing student progress. This program will also provide students a digital professional development resource and a workspace for building and maintaining an online personal portfolio reflecting educational achievements, and may be used for developing career credentials. There is a one-time cost for this membership. Membership is available for a 3-year period.

## ADVISING AND SCHEDULING INFORMATION

### ACADEMIC ADVISING:

An Academic Advisor is assigned to each College of Business major by the Transfer Center Counselor for the College of Business. When a student’s transcripts (from all transfer institutions) have been received, the Counselor prepares a plan of study which reflects the transferred credit and the requirements for degree completion. A copy of the plan of study is provided to the student and the advisor. Students are encouraged to read all the information regarding degree requirements on the plan of study. The plan of study should be retained. Updating the plan of study each term will help a student have a clear understanding of requirements for degree completion. Students should contact their advisor for any questions about the degree plan. Office hours are posted on office doors and are also available on the College of Business website, along with telephone numbers and e-mail addresses. Students may also contact the College of Business staff whenever assistance is needed.

### SCHEDULING:

Degree programs in the College of Business are developed to ensure that students who complete the programs possess the skills and competencies for successful careers or further academic study. To obtain the maximum benefit from the programs, some sequencing of courses is necessary.

Most business courses are offered each term, particularly the common core courses which are required in all College of Business majors (AC/MG 302, MG 320, MG 346, MG 350, MG 352, MG 390, MG 420, MG 480, MK 331). However, some courses, particularly those which are required in only one program or minor, are offered less frequently. Observing the following guidelines will help you in efficient scheduling.

- Those courses in most demand (common core courses) are generally offered each term in multiple formats.
- Courses which are specific to only one program (or minor), may not be offered every term and/or all formats.
- Sequential courses (especially accounting and statistics) must be taken in order, and may be offered on a rotating or alternating basis. *In accounting, the first course in the sequence is AC 321 Intermediate Accounting I (followed in subsequent terms by AC 322, AC 323, and AC 431). Currently, the accounting sequence begins with AC 321 in the Fall term in day, night and online formats. It is also offered online in the spring term.*

Students should plan accordingly and not wait until they are nearing the end of their program to begin scheduling the less frequently offered courses or sequential courses. Refer to the College of Business website ([www.athens.edu/college\\_business/](http://www.athens.edu/college_business/)) for additional information regarding “Planning Your Schedule” and for updates that may be posted in “News and Announcements.”

## **SPECIAL SCHEDULING REQUIREMENTS:**

**First Term:** The following courses, which are required for all Business majors, should be taken in the student's first term at ASU. The content in these courses is essential preparation for other courses in the curriculum.

AC/MG 302 Management Information Systems

MG 320 Organizational Communication This course includes an initial assessment as part of our required outcomes assessment plan.

MG 346 Principles of Management and Leadership

Accounting majors should take AC 321 Intermediate Accounting I in the first term it is offered.

**Last Term:** The following courses (which are required in all Business majors) should be taken during the student's last term at ASU.

MG 420 Business Policy (3 semester hours). This course is the capstone course which integrates content from all other core business courses. The required Assessment Exam is given in this course.

MG 480 Seminar in Business (1 semester hour). The required Assessment Exam is given in this course.

### **Prerequisites**

Observance of prerequisites will ensure that students have the background knowledge to obtain the maximum benefit from the curriculum. Please consult the Catalog course descriptions for prerequisites to courses you plan to take.

## 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. With a wide variety of career options available to accounting graduates, the Department of Accounting now offers an additional option for accounting majors, "Accounting with a Minor." Under this option, the student will take the core accounting requirements and pair them with a minor selected from a variety of management fields. Please note that the "Accounting with a Minor" option will not include all of the courses required to sit for the CPA exam. If you intend to sit for the CPA exam, you should complete the "Accounting" major (no minor).

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 undergraduate 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 a minimum of 60 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:**

<b>Area I.</b>	Written Composition .....	6 semester hours	___	___
<b>Area II.</b>	Humanities/Fine Arts .....	12 semester hours	___	___
<b>Area III.</b>	<b>Mathematics and Natural Sciences (11 semester hours)</b>			
	Finite math or its equivalent required .....	3 semester hours	___	
	Natural Sciences (lab based) .....	8 semester hours	___	___
<b>Area IV.</b>	<b>History/Behavioral and Social Sciences (12 semester hours)</b>			
	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	___	
<b>TOTAL MAJOR PREREQUISITE HOURS: .....</b>	<b>21 SEMESTER HOURS</b>		

**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 302 Management Information Systems (should be taken 1st semester) .....	3 semester hours	___
AC 303 Management Decision Support Systems .....	3 semester hours	___
AC 312 Law for Accountants .....	3 semester hours	___
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 361 Federal Tax Accounting I .....	3 semester hours	___
AC 362 Federal Tax Accounting II .....	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 471 Cost Accounting (Accounting Capstone: to be taken in last semester) .....	3 semester hours	___
*MG 320 Organizational Communication (should be taken 1st semester) .....	3 semester hours	___
MG 346 Principles of Management and Leadership (should be taken 1st semester) .....	3 semester hours	___
MG 350 Financial Management .....	3 semester hours	___
MG 352 International Business OR EC 320 International Commerce .....	3 semester hours	___
MG 390 Operations Management .....	3 semester hours	___
MG 420 Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours	___
**MG 480 Seminar in Business (Senior seminar: A final average of at least 70% must be achieved.) (Course should be taken last semester) .....	1 semester hour	___
MK 331 Marketing Principles .....	3 semester hours	___
Elective .....	1 semester hour	___
<b>TOTAL PROFESSIONAL HOURS: .....</b>	<b>62 SEMESTER HOURS</b>	

\*Students who do not complete MG 320 Organizational Communication 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**

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

The following courses are recommended:

AC 321/322/323 Intermediate Accounting I/II/III	AC 435 Governmental Accounting
AC 361/362 Federal Tax Accounting I/II	AC 442 Advanced Auditing and Fraud Examination
AC 401 Auditing I	AC 471 Cost Accounting
AC 431 Advanced Accounting	GBA 312 Law for Accountant

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.

For additional information see The Alabama State Board of Public Accountancy at <http://www.asbpa.alabama.gov/>

**Bachelor of Science - Accounting with Minor**  
**MAJOR CODE: 52.0301**

With a wide variety of career options available to accounting graduates, the Department of Accounting now offers an additional option for accounting majors, "Accounting with a Minor." Under this option, the student will take the core accounting requirements and pair them with a minor selected from a variety of management fields. **Please note that the "Accounting with a Minor" option will not include all of the courses required to sit for the CPA exam. If you intend to sit for the CPA exam, you should complete the "Accounting" major (no minor).**

Program components for the Bachelor of Science degree with a major in **Accounting with a required 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 a minimum of 60 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:**

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

**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	___	
<b>TOTAL MAJOR PREREQUISITE HOURS: .....</b>	<b>21 SEMESTER HOURS</b>		

**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].

**A. Accounting and Business Core Courses**

AC 302	Management Information Systems (should be taken 1st semester) .....	3 semester hours	___
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 361	Federal Tax Accounting I .....	3 semester hours	___
AC 401	Auditing .....	3 semester hours	___
AC 471	Cost Accounting (Accounting Capstone: to be taken in last semester) .....	3 semester hours	___
*MG 320	Organizational Communication (should be taken 1st semester) .....	3 semester hours	___
MG 346	Principles of Management and Leadership (should be taken 1st semester)	3 semester hours	___
MG 350	Financial Management .....	3 semester hours	___
MG 352	International Business OR EC 320 Intern'l Commerce .....	3 semester hours	___
MG 390	Operations Management .....	3 semester hours	___
MG 420	Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours	___
**MG 480	Seminar in Business (Senior seminar: A final average of at least 70% must be achieved; course to be taken last semester) .....	1 semester hour	___
MK 331	Marketing Principles .....	3 semester hours	___
<b>TOTAL ACCOUNTING AND BUSINESS CORE HOURS:</b> .....		<b>43 SEMESTER HOURS</b>	

\*Students who do not complete MG 320 Organizational Communication 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.

**B. Minor Requirements**

Minor (to be selected from the following options): ..... 18 semester hours

- Acquisition & Contract Management
- Aviation Management
- Health Care Management
- Human Resource Management
- Information Systems Management
- International Business
- Marketing

Please see the List of Minors at the end of this section for specific course requirements for each minor.

C. Elective ..... 1 semester hour

**TOTAL PROFESSIONAL AND ELECTIVE HOURS:** ..... 62 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

## ACQUISITION AND CONTRACT MANAGEMENT (ACM)

Students will gain knowledge of the acquisition and contracting processes to include the purchasing of goods and services, pricing, negotiating of contracts, administration of contracts, contract law, and responsibilities from contract award to termination of the contract. An emphasis will be placed upon federal contracting; however, commercial contracting will also be included. This program will include a study of the Federal Acquisition Regulations.

### Bachelor of Science - Acquisition and Contract Management

**MAJOR CODE: 52.0202**

**Program components for the Bachelor of Science degree with a major in Acquisition and Contract 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 a minimum of 60 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:**

<b>Area I.</b>	<b>Written Composition .....</b>	<b>6 semester hours</b>	<b>___</b>	<b>___</b>
<b>Area II.</b>	<b>Humanities/Fine Arts .....</b>	<b>12 semester hours</b>	<b>___</b>	<b>___</b>
<b>Area III.</b>	<b>Mathematics and Natural Sciences (11 semester hours)</b>			
	Finite math or its equivalent required .....	3 semester hours	___	
	Natural Sciences (lab based) .....	8 semester hours	___	___
<b>Area IV.</b>	<b>History/Behavioral and Social Sciences (12 semester hours)</b>			
	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 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].

<b>A. Acquisition &amp; Contract Management .....</b>	<b>28 semester hours</b>	
ACM 353 Project Management .....	3 semester hours	___
ACM 394 Introduction to Acquisition and Contract Management .....	3 semester hours	___
ACM 395 Acquisition and Contract Management Pricing .....	3 semester hours	___
ACM 396 Acquisition and Contract Management Administration .....	3 semester hours	___
ACM 397 Acquisition and Contract Management Negotiations .....	3 semester hours	___
ACM 398 Government Contract Law .....	3 semester hours	___
ACM 400 Advanced ACM Research/Project .....	3 semester hours	___
Electives (Selected from ESM, ISM, LSM courses) .....	7 semester hours	___
<b>B. Business/Management: .....</b>	<b>34 semester hours</b>	
LSM 301 Introduction to Logistics & Supply Chain Management .....	3 semester hours	___
MG 302 Management Information Systems ( <i>should be taken 1st semester</i> ) .	3 semester hours	___
MG 303 Management Decision Support Systems .....	3 semester hours	___
* MG 320 Organizational Communication ( <i>should be taken 1st semester</i> ) .....	3 semester hours	___
MG 346 Prin. of Management & Leadersh. ( <i>should be taken 1st semester</i> )....	3 semester hours	___
MG 350 Financial Management . .....	3 semester hours	___
MG 352 International Business <b>OR</b> EC320 International Commerce .....	3 semester hours	___
MG 390 Operations Management .....	3 semester hours	___
MG 417 Management of Change .....	3 semester hours	___
MG 420 Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours	___
** MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester</i> ) .....	1 semester hour	___
MK 331 Marketing Principles .....	3 semester hours	___

**TOTAL PROFESSIONAL HOURS: ..... 62 SEMESTER HOURS**

*\*Students who do not complete MG 320 Organizational Communication 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**

## ENTERPRISE SYSTEMS MANAGEMENT (ESM)

Enterprise Systems Management (ESM) is a degree program where students study enterprise-wide computer software systems used to manage and coordinate all resources, information, and functions of an organization. Students who enroll in this degree program will expand their understanding of enterprise resource planning systems (ERP) and how they are used to integrate departments and functions across government agencies and corporations. They will also gain the knowledge and skills necessary to select, implement, administer, and operate ERP systems. A focus of the degree program is to use ERP systems to integrate the acquisition process (purchasing and contracting) with the logistics process (supplying). In addition, the student will understand how ERP systems are used to share information related to accounting, human resources, and sales and distribution processes required to manage an entire organization through hands-on lab exercises based upon an ERP system that is used extensively across the globe.

ASU is a member of the SAP® University Alliances program, an initiative that brings SAP software, knowledge and skills into university classrooms around the world. This program provides tools and resources to teach students how to apply the latest technology in a business context, integrate business strategy and processes, and put information technology (IT) theory into practice. Students enrolled in the ESM major will have the opportunity to gain hands-on experience with SAP systems, the largest enterprise software vendor in the world today. SAP has over 50,000 customers in over 120 countries, and its products are installed on more than 120,000 servers across the globe. SAP has been translated into 33 languages and is customized to meet the specific needs of 25 major industries. Workers with SAP skills are in high demand and any business graduate will more than likely go to work for a firm who uses SAP software.

Students who complete ESM 300 and six additional hours of ESM coursework are eligible to receive the SAP Student Achievement Recognition Certificate.

### Bachelor of Science - Enterprise Systems Management (ESM) MAJOR CODE: 52.1206

**Program components for the Bachelor of Science degree with a major in Enterprise Systems 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 a minimum of 60 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:**

<b>Area I.</b>	Written Composition .....	<b>6 semester hours</b>	___	___
<b>Area II.</b>	Humanities/Fine Arts .....	<b>12 semester hours</b>	___	___
<b>Area III.</b>	<b>Mathematics and Natural Sciences (11 semester hours)</b>			
	Finite math or its equivalent required .....	3 semester hours	___	
	Natural Sciences (lab based) .....	8 semester hours	___	___
<b>Area IV.</b>	<b>History/Behavioral and Social Sciences (12 semester hours)</b>			
	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**

<b>3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):</b>		
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	___
<b>TOTAL MAJOR PREREQUISITE HOURS: .....</b>	<b>21 SEMESTER HOURS</b>	

**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].*

<b>A. Enterprise Systems Management Courses: .....</b>	<b>22 semester hours</b>	
ESM 300 Enterprise Systems & Business Processes .....	3 semester hours	___
ESM 320 Human Capital Management Systems .....	3 semester hours	___
ESM 330 Financial Management Systems .....	3 semester hours	___
ESM 340 Customer Relationship Mgt Systems .....	3 semester hours	___
ESM 400 Logistics & Supply Chain Mgt Systems .....	3 semester hours	___
ESM 410 Business Intelligence Systems .....	3 semester hours	___
ESM 450 Enterprise Systems Internship .....	2 semester hours	___
ESM 455 Enterprise Systems Practicum .....	2 semester hours	___
<b>B. Business/Management Courses: .....</b>	<b>40 semester hours</b>	
ISM 400 Information Systems Management .....	3 semester hours	___
ISM 401 System Design Management .....	3 semester hours	___
ISM 404 Managing Information Resources .....	3 semester hours	___
ISM 408 E-Commerce Systems Management .....	3 semester hours	___
MG 302 Management Information Systems ( <i>should be taken 1st semester</i> ) .	3 semester hours	___
* MG 320 Organizational Communication ( <i>should be taken 1st semester</i> ) .....	3 semester hours	___
MG 346 Prin.of Management & Leadership ( <i>should be taken 1st semester</i> ) .	3 semester hours	___
MG 349 Human Resource Management .....	3 semester hours	___
MG 350 Financial Management .....	3 semester hours	___
MG 352 International Business OR EC 320 Intern'l Commerce .....	3 semester hours	___
MG 390 Production & Operations Management .....	3 semester hours	___
MG 420 Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours	___
**MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester.</i> ) .....	1 semester hour	___
MK 331 Marketing Principles .....	3 semester hours	___

**TOTAL PROFESSIONAL HOURS ..... 62 SEMESTER HOURS**

*\*Students who do not complete MG 320 Organizational Communication 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**

## 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 a minimum of 60 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:

<b>Area I.</b>	<b>Written Composition .....</b>	<b>6 semester hours</b>	<b>___</b>	<b>___</b>
<b>Area II.</b>	<b>Humanities/Fine Arts .....</b>	<b>12 semester hours</b>	<b>___</b>	<b>___</b>
<b>Area III.</b>	<b>Mathematics and Natural Sciences (11 semester hours)</b>			
	Finite math or its equivalent required .....	3 semester hours	___	
	Natural Sciences (lab based) .....	8 semester hours	___	___
<b>Area IV.</b>	<b>History/Behavioral and Social Sciences (12 semester hours)</b>			
	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 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 (should be taken 1st semester) .....	3 semester hours	___
*MG 320	Organizational Communication (should be taken 1st semester) .....	3 semester hours	___
MG 346	Prin. of Management and Leadership (should be taken 1st semester) .....	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 <b>OR</b> EC 320 International Commerce .....	3 semester hours	___
MG 375	Organizational Behavior and Team Building .....	3 semester hours	___
MG 390	Operations Management .....	3 semester hours	___
MG 410	Employment Law for Business .....	3 semester hours	___
MG 411	Compensation and Benefits .....	3 semester hours	___
MG 417	Management of Change .....	3 semester hours	___
MG 420	Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours	___
**MG 480	Seminar in Business (Senior seminar: A final average of at least 70% must be achieved; course to be taken last semester) .....	1 semester hour	___
MK 331	Marketing Principles .....	3 semester hours	___
	Select 2 courses from the following: .....	6 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: ..... 58 SEMESTER HOURS**

**ELECTIVE HOURS ..... 4 semester hours \_\_\_ \_\_\_**

**TOTAL PROFESSIONAL AND ELECTIVE HOURS: ..... 62 SEMESTER HOURS**

*\*Students who do not complete MG 320 Organizational Communication 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**

## LOGISTICS AND SUPPLY CHAIN MANAGEMENT (LSM)

Students will learn how to plan and forecast demand for product and services, to gain an understanding of operations involving the movement of materials from raw materials for production to providing the finished product to the end consumer. After gaining an understanding of the supply chain function, students will learn how to manage the logistical movement of goods and products to include the transportation and services involved. An emphasis will be placed on understanding these functions within the government setting.

### Bachelor of Science - Logistics and Supply Chain Management

MAJOR CODE: 52.0203

Program components for the Bachelor of Science degree with a major in Logistics and Supply Chain 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 a minimum of 60 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:

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

#### 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 ___
<b>TOTAL MAJOR PREREQUISITE HOURS: .....</b>		<b>21 SEMESTER HOURS</b>
<b>TOTAL GEN. ED. REQ. &amp; MAJOR PREREQUISITE HOURS: .....</b>		<b>62 SEMESTER HOURS</b>

**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].

<b>A. Logistics &amp; Supply Chain Management courses .....</b>	<b>28 semester hours</b>
LSM 301 Introduction to Logistics and Supply Chain Management .....	3 semester hours ___
LSM 320 Logistics and Transportation.....	3 semester hours ___
LSM 330 Logistics & Supply Chain Mngmt. in the Global Environment ...	3 semester hours ___
LSM 353 Project Management .....	3 semester hours ___
LSM 400 Logistics and Supply Chain Management Systems .....	3 semester hours ___
LSM 401 Logistics and Supply Chain Models .....	3 semester hours ___
LSM 410 Logistics and Supply Chain Strategy .....	3 semester hours ___
Elective Hours (may be selected from ACM, ESM, ISM or MK courses) .....	7 semester hours ___
<b>B. Business/Management courses .....</b>	<b>34 semester hours</b>
ACM 394 Introduction to Acquisition & Contract Management.....	3 semester hours ___
MG 302 Management Information Systems ( <i>should be taken 1st semester</i> ) .	3 semester hours ___
MG 303 Management Decision Support Systems .....	3 semester hours ___
*MG 320 Organizational Communication ( <i>should be taken 1st semester</i> ) .....	3 semester hours ___
MG 346 Prin.of Management & Leadership ( <i>should be taken 1st semester</i> ) .	3 semester hours ___
MG 350 Financial Management . .....	3 semester hours ___
MG 352 International Business <b>OR</b> EC320 International Commerce .....	3 semester hours ___
MG 390 Operations Management .....	3 semester hours ___
MG 417 Management of Change .....	3 semester hours ___
MG 420 Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours ___
**MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester</i> ) .....	1 semester hour ___
MK 331 Marketing Principles .....	3 semester hours ___

**TOTAL PROFESSIONAL HOURS: ..... 62 SEMESTER HOURS**

*\*Students who do not complete MG 320 Organizational Communication 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 (MG)

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, finance, management, marketing, management information systems, global business, strategic management, and production theories/concepts. 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: Acquisition & Contract Management, Aviation Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Marketing, 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 (256/216-5352).

### 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 a minimum of 60 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:**

<b>Area I.</b>	<b>Written Composition .....</b>	<b>6 semester hours</b> ____
<b>Area II.</b>	<b>Humanities/Fine Arts .....</b>	<b>12 semester hours</b> _____
<b>Area III.</b>	<b>Mathematics and Natural Sciences (11 semester hours)</b>	
	Finite math or its equivalent required .....	3 semester hours ____
	Natural Sciences (lab based) .....	8 semester hours ____
<b>Area IV.</b>	<b>History/Behavioral and Social Sciences (12 semester hours)</b>	
	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>	
	<b>TOTAL GEN. ED. REQUIREMENTS: .....</b>	<b>41 SEMESTER HOURS</b>

**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	____
<b>TOTAL MAJOR PREREQUISITE HOURS: .....</b>	<b>21 SEMESTER HOURS</b>	

**TOTAL GEN. ED. & 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].

**Management Core Courses:**

EC 321	Money and Banking .....	3 semester hours	___
GBA 314	Business Ethics .....	3 semester hours	___
MG 302	Management Information Systems (should be taken 1st semester) .....	3 semester hours	___
MG 303	Management Decision Suppt. Systems .....	3 semester hours	___
*MG 320	Organizational Communication (should be taken 1st semester) .....	3 semester hours	___
MG 346	Principles of Management and Leadership (should be taken 1st semester) .....	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	Operations Management .....	3 semester hours	___
MG 417	Management of Change .....	3 semester hours	___
MG 420	Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours	___
**MG 480	Seminar in Business (Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester) .....	1 semester hour	___
MK 331	Marketing Principles .....	3 semester hours	___
<b>TOTAL PROFESSIONAL HOURS: .....</b>		<b>49 SEMESTER HOURS</b>	

\*Students who do not complete MG 320 Organizational Communication 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: ..... 13 SEMESTER HOURS**

**TOTAL PROFESSIONAL AND ELECTIVE HOURS: ..... 62 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 a minimum of 60 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:**

<b>Area I.</b>	Written Composition .....	<b>6 semester hours</b>	___	___
<b>Area II.</b>	Humanities/Fine Arts .....	<b>12 semester hours</b>	___	___
<b>Area III.</b>	<b>Mathematics and Natural Sciences (11 semester hours)</b>			
	Finite math or its equivalent required .....	3 semester hours	___	
	Natural Sciences (lab based) .....	8 semester hours	___	___
<b>Area IV.</b>	<b>History/Behavioral and Social Sciences (12 semester hours)</b>			
	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	___
MG 302 Management Information Systems (should be taken 1st semester) .....	3 semester hours	___
MG 303 Management Decision Support Systems .....	3 semester hours	___
*MG 320 Organizational Communication (should be taken 1st semester) .....	3 semester hours	___
MG 346 Principles of Management & Leadership (should be taken 1st semester) ...	3 semester hours	___
MG 350 Financial Management .....	3 semester hours	___
MG 352 International Business OR EC 320 International Commerce .....	3 semester hours	___
MG 390 Operations Management.....	3 semester hours	___
MG 420 Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours	___
**MG 480 Seminar in Business (Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester) .....	1 semester hour	___
MK 331 Marketing Principles .....	3 semester hours	___
<b>TOTAL MANAGEMENT CORE: .....</b>	<b>31 SEMESTER HOURS</b>	

**B. Minor Requirements:**

Minor (to be selected from the following options): ..... **18 semester hours**

- Acquisition & Contract Management
- Aviation Management
- Health Care Management
- Human Resource Management
- Information Systems Management
- International Business
- Marketing Minor
- Small Business/Entrepreneurship Minor

Please see the List of Minors at the end of this section for specific course requirements for each minor.

**TOTAL PROFESSIONAL HOURS: ..... 49 SEMESTER HOURS**

*\*Students who do not complete MG 320 Organizational Communication 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.*

**C. ELECTIVE HOURS ..... 13 SEMESTER HOURS**

**TOTAL PROFESSIONAL AND ELECTIVE HOURS: ..... 62 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**

## 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, finance, management, marketing, management information systems, global business, strategic management, and production theories and concepts. 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." Minors are available in the following areas: Aviation Management, Acquisition & Contract Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Marketing, 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 (256/216-8352).

### 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 a minimum of 60 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:

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

#### 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	___		
<b>TOTAL PRE-PROFESSIONAL HOURS: .....</b>	<b>21 SEMESTER HOURS</b>			

**TOTAL GEN. ED. REQ. & PRE-PROFESSIONAL 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].

<b>A. MANAGEMENT OF TECHNOLOGY CORE COURSES .....</b>	<b>40 SEMESTER HOURS</b>
MG 302 Management Information Systems (should be taken 1st semester) .....	3 semester hours ___
MG 303 Management Decision Support Systems .....	3 semester hours ___
*MG 320 Organizational Communication (should be taken 1st semester) .....	3 semester hours ___
MG 346 Prin. of Management & Leadership (should be taken 1st semester) ....	3 semester hours ___
MG 350 Financial Management .....	3 semester hours ___
MG 352 International Business <b>OR</b> EC 320 International Commerce .....	3 semester hours ___
MG 353 Project Management .....	3 semester hours ___
MG 390 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: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours ___
**MG 480 Seminar in Business (Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester.) .....	1 semester hour ___
MK 331 Marketing Principles .....	3 semester hours ___

**B. OTHER PROFESSIONAL CREDIT ..... 22 Semester Hours**  
**Student must obtain approval of plan for “Other Professional Credit” from Advisor.**  
**Select option 1 OR 2:**

**1. Technical Core Credit (BLOCK CREDIT) (Institutional Credit) (up to 22 semester hours)**  
 <<NOTE A: BLOCK Credit is Lower Level Credit>>. Application for this credit may be based on:  
 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 )  
 <<NOTE B: Upper level credit may be awarded ONLY for credit which is transcribed and classified as upper level credit from an accredited institution of higher education or by an accepted guide or accrediting agency (eg. ACE Guide).

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

**2. Advisor-approved elective hours as needed to total 60 semester hours of upper level credit and 124 total semester hours.**

**TOTAL PROFESSIONAL HOURS ..... 62 SEMESTER HOURS**

*\*Students who do not complete MG 320 Organizational Communication 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 SEMESTER HOURS**

# Bachelor of Science - Management of Technology

MAJOR CODE: 52.9999

## Management of Technology with Minor

Program components for the Bachelor of Science degree with a major in Management of Technology 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 a minimum of 60 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:

<b>Area I.</b>	<b>Written Composition</b> .....	<b>6 semester hours</b>	___	___
<b>Area II.</b>	<b>Humanities/Fine Arts</b> .....	<b>12 semester hours</b>	___	___
<b>Area III.</b>	<b>Mathematics and Natural Sciences (11 semester hours)</b>			
	Finite math or its equivalent required .....	3 semester hours	___	
	Natural Sciences (lab based) .....	8 semester hours	___	___
<b>Area IV.</b>	<b>History/Behavioral and Social Sciences (12 semester hours)</b>			
	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	___	
<b>TOTAL PRE-PROFESSIONAL HOURS: .....</b>	<b>21 SEMESTER HOURS</b>		

**TOTAL GEN. ED. AND PRE-PROFESSIONAL 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].

**A. Management of Technology Core Courses:**

MG 302 Management Information Systems (should be taken 1st semester) .....	3 semester hours	___
*MG 320 Organizational Communication (should be taken 1st semester) .....	3 semester hours	___
MG 346 Principles of Management & Leadership (should be taken 1st semester) ...	3 semester hours	___
MG 350 Financial Management .....	3 semester hours	___
MG 352 International Business <b>OR</b> EC 320 International Commerce .....	3 semester hours	___
MG 390 Operations Management (Aviation Management minors May substitute MG 474) .....	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: A final average of at least 70% must be achieved. Course should be taken final semester.] .....	3 semester hours	___
**MG 480 Seminar in Business (Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester) .....	1 semester hour	___
MK 331 Marketing Principles .....	3 semester hours	___
<b>TOTAL MOT CORE HOURS:</b> .....	<b>34 SEMESTER HOURS</b>	

**B. Minor Requirements**

Minor (to be selected from the following options): ..... 18 semester hours

- Acquisition and Contract Management
- Aviation Management
- Health Care Management
- Human Resource Management
- Information Systems Management
- International Business
- Marketing
- Small Business/Entrepreneurship

Please see the List of Minors at the end of this section for specific course requirements for each minor.

**C. OTHER PROFESSIONAL CREDIT ..... 22 Semester Hours**

Student must obtain approval of plan for “Other Professional Credit” from Advisor. Select option 1 or 2.

1. Technical Core Credit (BLOCK CREDIT) (Institutional Credit) (up to 22 semester hours)
- <<NOTE A: BLOCK Credit is Lower Level Credit>>. Application for this credit may be based on:  
 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 )
- <<NOTE B: Upper level credit may be awarded ONLY for credit which is transcribed and classified as upper level credit from an accredited institution of higher education or by an accepted guide or accrediting agency (eg. ACE Guide).

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

2. Advisor-approved elective hours as needed to total 60 semester hours of upper level credit and 124 total semester hours.

**TOTAL PROFESSIONAL HOURS: ..... 62 SEMESTER HOURS**

\*Students who do not complete MG 320 Organizational Communication 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 SEMESTER HOURS**

## COLLEGE OF BUSINESS MINORS

### Business Administration

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

AC	300	Fundamentals 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	Organizational Communication .....	3 semester hours	___
*MG	346	Principles of Management and Leadership .....	3 semester hours	___
*MG	350	Financial Management .....	3 semester hours	___
*MK	331	Marketing Principles .....	3 semester hours	___
<b>TOTAL HOURS REQUIRED .....</b>			<b>24 SEMESTER HOURS</b>	

*\*LiveText is required in these courses.*

**The following minors are open to students in all majors. Please consult course descriptions for prerequisites.**

### Acquisition and Contract Management Minor

ACM	394	Introduction to Acquisition & Contract Management .....	3 semester hours	___
ACM	395	Contract Pricing .....	3 semester hours	___
ACM	396	Contract Administration .....	3 semester hours	___
ACM	397	Contract Negotiations .....	3 semester hours	___
ACM	398	Contract Law .....	3 semester hours	___
ACM	400	Advanced Contract Research/Project .....	3 semester hours	___
<b>TOTAL HOURS REQUIRED .....</b>			<b>18 SEMESTER HOURS</b>	

### 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. <b>OR</b> MG 390 Operations. Mgmt. ....	3 semester hours	___
MG	475	Aviation Weather Management .....	3 semester hours	___
MG	47x	Aviation Management Elective .....	3 semester hours	___
<b>TOTAL HOURS REQUIRED .....</b>			<b>18 SEMESTER HOURS</b>	

### Health Care Management Minor

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	356	Legal & Ethical Issues in Health Care Management .....	3 semester hours	___
HCM	450	Managed Care .....	3 semester hours	___
HCM	455	Health Care Management Internship <b>OR</b> HCM 460 Health Care Management Senior Seminar .....	3 semester hours	___
<b>TOTAL HOURS REQUIRED .....</b>			<b>18 SEMESTER HOUR</b>	

### 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	Advanced Human Resource Management .....	3 semester hours	___
EC	348	Labor Economics .....	3 semester hours	___
GBA	368	Industrial and Personnel Psychology .....	3 semester hours	___
<b>TOTAL HOURS REQUIRED .....</b>			<b>18 SEMESTER HOURS</b>	

### Information Systems Management

ISM 400 Information Systems Management .....	3 semester hours	___
ISM 401 Systems Design Management .....	3 semester hours	___
MG 303 Decision Support Systems .....	3 semester hours	___
ISM 403 Data Communications Management .....	3 semester hours	___
ISM 404 Managing Information Resources .....	3 semester hours	___
ISM 408 E-Commerce Systems Management .....	3 semester hours	___
<b>TOTAL HOURS REQUIRED .....</b>	<b>18 SEMESTER HOURS</b>	

### International Business

EC 410 Intern'l Fin. & Monetary Econ <b>OR</b> EC 320 Intern'l Commerce. ....	3 semester hours	___
GBA 350 International Business Law .....	3 semester hours	___
MG 352 International Business .....	3 semester hours	___
MG 412 Cultural Diversity & Comm. Iss. ....	3 semester hours	___
Select 2 courses from the following: .....	6 semester hours	___ ___
PO 453 International Relations		
GBA 314 Business Ethics		
AR/RE 421 Sacred Art in History		
MK 431 Marketing Research		
<b>TOTAL HOURS REQUIRED .....</b>	<b>18 SEMESTER HOURS</b>	

### Marketing

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 Strategies and Policies .....	3 semester hours	___
<b>TOTAL HOURS REQUIRED .....</b>	<b>18 SEMESTER HOUR</b>	

### Small Business/Entrepreneurship

AC 361 Federal Tax Accounting I .....	3 semester hours	___
AC 371 Managerial Accounting .....	3 semester hours	___
MG 346 Principles of Management & Leadership .....	3 semester hours	___
MG 349 Human Resource Management .....	3 semester hours	___
MG 416 Entrepreneurship .....	3 semester hours	___
MK 432 Retailing .....	3 semester hours	___
<b>TOTAL HOURS REQUIRED .....</b>	<b>18 SEMESTER HOURS</b>	

## CERTIFICATES

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

### Certificate in Acquisition & Contract Management

ACM 394 Introduction to Acquisition & Contract Management .....	3 semester hours	___
ACM 395 Contract Pricing .....	3 semester hours	___
ACM 396 Contract Administration .....	3 semester hours	___
ACM 397 Contract Negotiations .....	3 semester hours	___
ACM 398 Contract Law .....	3 semester hours	___
<b>TOTAL HOURS REQUIRED .....</b>	<b>15 SEMESTER HOURS</b>	

**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	___
<b>TOTAL HOURS REQUIRED .....</b>	<b>15 SEMESTER HOURS</b>	

**SAP Student Achievement Recognition Certificate**

ESM 300 Enterprise Systems & Business Processes .....	3 semester hours	___
Complete two of the following .....	6 semester hours	___ ___
ESM 320 Human Capital Management Systems OR		
ESM 330 Financial Management Systems OR		
ESM 340 Customer Relationship Management Systems OR		
ESM 400 Logistics & Supply Chain Management Systems OR		
ESM 410 Business Intelligence Systems		
TOTAL .....	9 semester hours	