## COLLEGE OF BUSINESS

*Athens State University, through its College of Business, is nationally accredited by the Accreditation Council of 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 NOT plan to seek the C.P.A.)
  

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
  

52.9999 | MANAGEMENT OF TECHNOLOGY
  
  Option 1. Management of Technology major
  
  Option 2. Management of Technology major with minor
  

### MINORS:
- The following minor is open to non-business majors only:
  - Business Administration
- The following minors are open to all majors:

### CERTIFICATES:
- The following certificates are available:
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 Accreditation Council of 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 Accreditation Council of Business Schools and Programs to offer the Bachelor of Science (B.S.) degree with majors in accounting, acquisition and contract management, enterprise systems management, human resource management, logistics and supply chain 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.

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 education, refer to pages 41 and 42 in the section Academic Policies and Procedures under the headings Distance Learning, New Student Orientation for Online Courses and Information for New Students Regarding Online Technology.

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 in 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/) 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).

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:
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

Students are encouraged to take at least one history course and one behavioral science course.

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].

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  351  Federal Tax Accounting I ..................................................................... 3 semester hours ___
AC  352  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 ___

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

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:

   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
     Students are encouraged to take at least one history course and one behavioral science course.

   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].

A. Accounting and Business Core Courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>AC 302</td>
<td>Management Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>AC 321</td>
<td>Intermediate Accounting I</td>
<td>3</td>
</tr>
<tr>
<td>AC 322</td>
<td>Intermediate Accounting II</td>
<td>3</td>
</tr>
<tr>
<td>AC 323</td>
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</tr>
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<td>3</td>
</tr>
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<td>3</td>
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</tr>
<tr>
<td>MG 350</td>
<td>Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 352</td>
<td>International Business OR EC 320 Intern’l Commerce</td>
<td>3</td>
</tr>
<tr>
<td>MG 390</td>
<td>Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 420</td>
<td>Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.]</td>
<td>3</td>
</tr>
<tr>
<td>MG 480</td>
<td>Seminar in Business [Senior seminar: A final average of at least 70% must be achieved; course to be taken last semester]</td>
<td>1</td>
</tr>
<tr>
<td>MK 331</td>
<td>Marketing Principles</td>
<td>3</td>
</tr>
</tbody>
</table>

TOTAL ACCOUNTING AND BUSINESS CORE HOURS: 43 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.

B. Minor Requirements

Minor (to be selected from the following options): 18 semester hours
- Acquisition & Contract Management
- Aviation Management
- Enterprise Systems Management
- Health Care Management
- Human Resource Management
- Information Systems Management
- International Business
- Logistics and Supply Chain Management
- 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:
   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 ___ ___
     Students are encouraged to take at least one history course and one behavioral science course.

   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].

A. Acquisition & Contract Management ............................................................. 28 semester hours
   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. Business/Management: ............................................................................... 34 semester hours
   LSM 301 Introduction to Logistics & Supply Chain Management ............... 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 Prin. of Management & Leadersh. (should be taken 1st semester) .... 3 semester hours ___
   MG 350 Financial Management .................................................................... 3 semester hours ___
   MG 352 International Business OR 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 (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 ___

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 Cisco Academy, Oracle Academy, and 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. Students must earn a grade of 70 or higher in each course, and on a comprehensive final exam covering all SAP Coursework to earn the SAP 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:
   
   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

   Students are encouraged to take at least one history course and one behavioral science course.

   TOTAL GEN. ED. REQUIREMENTS: .............................................. 41 SEMESTER HOURS
3. **MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):**

<table>
<thead>
<tr>
<th>Course Description</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principles of Accounting (BUS 241 and BUS 242 or BUS 210 and BUS 248)</td>
<td>6</td>
</tr>
<tr>
<td>Business Statistics I (BUS 271)</td>
<td>3</td>
</tr>
<tr>
<td>Business Statistics II (BUS 272)</td>
<td>3</td>
</tr>
<tr>
<td>Legal Environment of Business (BUS 263)</td>
<td>3</td>
</tr>
<tr>
<td>Windows Computer Applications (CIS 146)</td>
<td>3</td>
</tr>
<tr>
<td>Elective</td>
<td>3</td>
</tr>
</tbody>
</table>

**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].

**A. Enterprise Systems Management Courses:** ........................................ 22 semester hours

<table>
<thead>
<tr>
<th>Course Description</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ESM 300 Enterprise Systems &amp; Business Processes</td>
<td>3</td>
</tr>
<tr>
<td>ESM 320 Human Capital Management Systems</td>
<td>3</td>
</tr>
<tr>
<td>ESM 330 Accounting Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>ESM 410 Business Intelligence Systems</td>
<td>3</td>
</tr>
<tr>
<td>ESM 420 Enterprise Systems Development</td>
<td>3</td>
</tr>
<tr>
<td>ESM 425 Enterprise Systems Configuration</td>
<td>3</td>
</tr>
<tr>
<td>ESM 460 Enterprise Systems Senior Project</td>
<td>4</td>
</tr>
</tbody>
</table>

**B. Business/Management Courses:** ............................................. 40 semester hours

<table>
<thead>
<tr>
<th>Course Description</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISM 400 Information Management</td>
<td>3</td>
</tr>
<tr>
<td>ISM 401 System Design Management</td>
<td>3</td>
</tr>
<tr>
<td>ISM 403 Data Communication Management</td>
<td>3</td>
</tr>
<tr>
<td>ISM 404 Managing Information Resources</td>
<td>3</td>
</tr>
<tr>
<td>MG 302 Management Information Systems (should be taken 1st semester)</td>
<td>3</td>
</tr>
<tr>
<td>MG 320 Organizational Communication (should be taken 1st semester)</td>
<td>3</td>
</tr>
<tr>
<td>MG 346 Prin.of Management &amp; Leadership (should be taken 1st semester)</td>
<td>3</td>
</tr>
<tr>
<td>MG 349 Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 350 Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 352 International Business OR EC 320 Intern’l Commerce</td>
<td>3</td>
</tr>
<tr>
<td>MG 390 Production &amp; Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 420 Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.]</td>
<td>3</td>
</tr>
<tr>
<td>MG 480 Seminar in Business (Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester.)</td>
<td>1</td>
</tr>
<tr>
<td>MK 331 Marketing Principles</td>
<td>3</td>
</tr>
</tbody>
</table>

**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:
   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

   Students are encouraged to take at least one history course and one behavioral science course.

   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

136
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].

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>EC 348</td>
<td>Labor Economics</td>
<td>3</td>
</tr>
<tr>
<td>GBA368</td>
<td>Industrial and Personnel Psychology</td>
<td>3</td>
</tr>
<tr>
<td>MG 302</td>
<td>Management Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>MG 320</td>
<td>Organizational Communication</td>
<td>3</td>
</tr>
<tr>
<td>MG 346</td>
<td>Prin. of Management and Leadership</td>
<td>3</td>
</tr>
<tr>
<td>MG 349</td>
<td>Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 350</td>
<td>Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 351</td>
<td>Labor Management Relations</td>
<td>3</td>
</tr>
<tr>
<td>MG 352</td>
<td>International Business OR EC 320 International Commerce</td>
<td>3</td>
</tr>
<tr>
<td>MG 375</td>
<td>Organizational Behavior and Team Building</td>
<td>3</td>
</tr>
<tr>
<td>MG 390</td>
<td>Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 410</td>
<td>Employment Law for Business</td>
<td>3</td>
</tr>
<tr>
<td>MG 411</td>
<td>Compensation and Benefits</td>
<td>3</td>
</tr>
<tr>
<td>MG 417</td>
<td>Management of Change</td>
<td>3</td>
</tr>
<tr>
<td>MG 449</td>
<td>Advanced Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 420</td>
<td>Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.]</td>
<td>3</td>
</tr>
<tr>
<td><strong>MG 480</strong></td>
<td>Seminar in Business [Senior seminar: A final average of at least 70% must be achieved; course to be taken last semester]</td>
<td>1</td>
</tr>
<tr>
<td>MK 331</td>
<td>Marketing Principles</td>
<td>3</td>
</tr>
</tbody>
</table>

Select 2 courses from the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>EC 321</td>
<td>Money and Banking</td>
<td>3</td>
</tr>
<tr>
<td>GBA 314</td>
<td>Business Ethics</td>
<td>3</td>
</tr>
<tr>
<td>PS 304</td>
<td>Drugs and Behavior</td>
<td>3</td>
</tr>
<tr>
<td>PS 331</td>
<td>Social Psychology</td>
<td>3</td>
</tr>
<tr>
<td>PS 335</td>
<td>Adult Psychology</td>
<td>3</td>
</tr>
</tbody>
</table>

**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:

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
  Students are encouraged to take at least one history course and one behavioral science course.

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].

A. Logistics & Supply Chain Management courses ........................................ 28 semester hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>LSM 300 Enterprise Systems and Business Processes</td>
<td>3</td>
</tr>
<tr>
<td>LSM 301 Introduction to Logistics and Supply Chain Management</td>
<td>3</td>
</tr>
<tr>
<td>LSM 320 Logistics and Distribution</td>
<td>3</td>
</tr>
<tr>
<td>LSM 330 Logistics &amp; Supply Chain Mngmt. in the Global Environment</td>
<td>3</td>
</tr>
<tr>
<td>LSM 353 Project Management</td>
<td>3</td>
</tr>
<tr>
<td>LSM 401 Logistics and Supply Chain Integration Techniques</td>
<td>3</td>
</tr>
<tr>
<td>LSM 410 Logistics and Supply Chain Strategy</td>
<td>3</td>
</tr>
<tr>
<td>Elective Hours (selected from ACM, ESM, ISM or MK courses)</td>
<td>7</td>
</tr>
</tbody>
</table>

B. Business/Management courses ................................................................. 34 semester hours

<table>
<thead>
<tr>
<th>Course</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACM 394 Introduction to Acquisition &amp; Contract Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 302 Management Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>MG 303 Management Decision Support Systems</td>
<td>3</td>
</tr>
<tr>
<td>*MG 320 Organizational Communication</td>
<td>3</td>
</tr>
<tr>
<td>MG 346 Prin.of Management &amp; Leadership</td>
<td>3</td>
</tr>
<tr>
<td>MG 350 Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 352 International Business OR EC320 International Commerce</td>
<td>3</td>
</tr>
<tr>
<td>MG 390 Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 417 Management of Change</td>
<td>3</td>
</tr>
<tr>
<td>MG 420 Business Policy</td>
<td>3</td>
</tr>
<tr>
<td>**MG 480 Seminar in Business</td>
<td>3</td>
</tr>
<tr>
<td>MK 331 Marketing Principles</td>
<td>3</td>
</tr>
</tbody>
</table>

**MG 480 Seminar in Business: A final average of at least 70% must be achieved; course should be taken last semester.)

E1ective Hours (selected from ACM, ESM, ISM or MK courses) 7 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, Enterprise Systems Management, Human Resource Management, Information Systems Management, International Business, Logistics and Supply Chain Management, Marketing, and Small Business/Entrepreneurship. NOTE: Please be aware that coursework 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).
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   • 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
   Students are encouraged to take at least one history course and one behavioral science course.

   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 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:**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>EC 321</td>
<td>Money and Banking</td>
<td>3</td>
</tr>
<tr>
<td>GBA 314</td>
<td>Business Ethics</td>
<td>3</td>
</tr>
<tr>
<td>MG 302</td>
<td>Management Information Systems (should be taken 1st semester)</td>
<td>3</td>
</tr>
<tr>
<td>MG 303</td>
<td>Management Decision Suppt. Systems</td>
<td>3</td>
</tr>
<tr>
<td>MG 320</td>
<td>Organizational Communication (should be taken 1st semester)</td>
<td>3</td>
</tr>
<tr>
<td>MG 346</td>
<td>Principles of Management and Leadership (should be taken 1st semester)</td>
<td>3</td>
</tr>
<tr>
<td>MG 349</td>
<td>Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 350</td>
<td>Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 351</td>
<td>Labor Management Relations</td>
<td>3</td>
</tr>
<tr>
<td>MG 352</td>
<td>International Business or EC 320 International Commerce</td>
<td>3</td>
</tr>
<tr>
<td>MG 353</td>
<td>Project Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 375</td>
<td>Organizational Behavior and Team Building</td>
<td>3</td>
</tr>
<tr>
<td>MG 390</td>
<td>Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 417</td>
<td>Management of Change</td>
<td>3</td>
</tr>
<tr>
<td>MG 420</td>
<td>Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.]</td>
<td>3</td>
</tr>
<tr>
<td><strong>MG 480</strong></td>
<td>Seminar in Business (Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester)</td>
<td>1</td>
</tr>
<tr>
<td>MK 331</td>
<td>Marketing Principles</td>
<td>3</td>
</tr>
</tbody>
</table>

**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.

**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
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:**
   - **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
     - Students are encouraged to take at least one history course and one behavioral science course.

   **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 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 ___
   TOTAL MANAGEMENT CORE: .................................................................... 31 SEMESTER HOURS

B. Minor Requirements:
   Minor (to be selected from the following options): ...................................... 18 semester hours
   Acquisition & Contract Management
   Aviation Management
   Enterprise Systems Management
   Health Care Management
   Human Resource Management
   Information Systems Management
   International Business
   Logistics and Supply Chain Management
   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

*CStudents 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, Enterprise Systems Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Logistics and Supply Chain Management, 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:

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 ___ ___
Students are encouraged to take at least one history course and one behavioral science course.

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 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 ........................... 40 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 Prin. 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 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 transcripted 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
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:**

   **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
   
   Students are encouraged to take at least one history course and one behavioral science course.

   **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. 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 OR 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

TOTAL MOT CORE HOURS: ........................................................................ 34 SEMESTER HOURS

B. Minor Requirements
Minor (to be selected from the following options): ..................................... 18 semester hours
  Acquisition and Contract Management
  Aviation Management
  Enterprise Systems Management
  Health Care Management
  Human Resource Management
  Information Systems Management
  International Business
  Logistics and Supply Chain Management
  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 transcripted 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.)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>AC 300</td>
<td>Fundamentals of Accounting</td>
<td>3</td>
</tr>
<tr>
<td>EC 310</td>
<td>Modern Economics or Principles of Economics I</td>
<td>3</td>
</tr>
<tr>
<td>GBA 305</td>
<td>Statistical Methods of Business I</td>
<td>3</td>
</tr>
<tr>
<td>GBA 311</td>
<td>The Legal Environment of Business</td>
<td>3</td>
</tr>
<tr>
<td>*MG 320</td>
<td>Organizational Communication</td>
<td>3</td>
</tr>
<tr>
<td>*MG 346</td>
<td>Principles of Management and Leadership</td>
<td>3</td>
</tr>
<tr>
<td>*MG 350</td>
<td>Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>*MK 331</td>
<td>Marketing Principles</td>
<td>3</td>
</tr>
</tbody>
</table>

**TOTAL HOURS REQUIRED** ................................................................. 24 SEMESTER HOURS

*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

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACM 394</td>
<td>Introduction to Acquisition &amp; Contract Management</td>
<td>3</td>
</tr>
<tr>
<td>ACM 395</td>
<td>Contract Pricing</td>
<td>3</td>
</tr>
<tr>
<td>ACM 396</td>
<td>Contract Administration</td>
<td>3</td>
</tr>
<tr>
<td>ACM 397</td>
<td>Contract Negotiations</td>
<td>3</td>
</tr>
<tr>
<td>ACM 398</td>
<td>Contract Law</td>
<td>3</td>
</tr>
<tr>
<td>ACM 400</td>
<td>Advanced Contract Research/Project</td>
<td>3</td>
</tr>
</tbody>
</table>

**TOTAL HOURS REQUIRED** ................................................................. 18 SEMESTER HOURS

### Aviation Management

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MG 471</td>
<td>Aviation Law</td>
<td>3</td>
</tr>
<tr>
<td>MG 472</td>
<td>Aviation Safety and Security Mgt.</td>
<td>3</td>
</tr>
<tr>
<td>MG 473</td>
<td>Mgt. of Air Traffic Control Fund.</td>
<td>3</td>
</tr>
<tr>
<td>MG 474</td>
<td>General Aviation Mgmt. OR MG 390 Operations. Mgmt.</td>
<td>3</td>
</tr>
<tr>
<td>MG 475</td>
<td>Aviation Weather Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 47x</td>
<td>Aviation Management Elective</td>
<td>3</td>
</tr>
</tbody>
</table>

**TOTAL HOURS REQUIRED** ................................................................. 18 SEMESTER HOURS

### Enterprise Systems Management

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Semester Hours</th>
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</thead>
<tbody>
<tr>
<td>ESM 300</td>
<td>Enterprise Systems &amp; Business Processes</td>
<td>3</td>
</tr>
<tr>
<td>ESM 320</td>
<td>Human Capital Management Systems</td>
<td>3</td>
</tr>
<tr>
<td>ESM 330</td>
<td>Financial Management Systems</td>
<td>3</td>
</tr>
<tr>
<td>ESM 410</td>
<td>Business Intelligence Systems</td>
<td>3</td>
</tr>
<tr>
<td>ESM 420</td>
<td>Enterprise Systems Development</td>
<td>3</td>
</tr>
<tr>
<td>ESM 425</td>
<td>Enterprise Systems Configuration</td>
<td>3</td>
</tr>
</tbody>
</table>

**TOTAL HOURS REQUIRED** ................................................................. 18 SEMESTER HOURS

### Health Care Management Minor

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>HCM 340</td>
<td>Intro. to Health Care Systems</td>
<td>3</td>
</tr>
<tr>
<td>HCM 345</td>
<td>Management of Health Care Org.</td>
<td>3</td>
</tr>
<tr>
<td>HCM 355</td>
<td>Survey of Issues in HCM</td>
<td>3</td>
</tr>
<tr>
<td>HCM 356</td>
<td>Legal &amp; Ethical Issues in Health Care Management</td>
<td>3</td>
</tr>
<tr>
<td>HCM 450</td>
<td>Managed Care</td>
<td>3</td>
</tr>
<tr>
<td>HCM 455</td>
<td>Health Care Management Internship OR</td>
<td>3</td>
</tr>
<tr>
<td>HCM 460</td>
<td>Health Care Management Senior Seminar</td>
<td>3</td>
</tr>
</tbody>
</table>

**TOTAL HOURS REQUIRED** ................................................................. 18 SEMESTER HOURS
### Human Resource Management

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MG 349</td>
<td>Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 351</td>
<td>Labor-Management Relations</td>
<td>3</td>
</tr>
<tr>
<td>MG 410</td>
<td>Employment Law</td>
<td>3</td>
</tr>
<tr>
<td>MG 449</td>
<td>Advanced Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>EC 348</td>
<td>Labor Economics</td>
<td>3</td>
</tr>
<tr>
<td>GBA 368</td>
<td>Industrial and Personnel Psychology</td>
<td>3</td>
</tr>
</tbody>
</table>

**TOTAL HOURS REQUIRED**: 18 SEMESTER HOURS

### Information Systems Management

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISM 400</td>
<td>Information Management</td>
<td>3</td>
</tr>
<tr>
<td>ISM 401</td>
<td>Systems Design Management</td>
<td>3</td>
</tr>
<tr>
<td>ISM 402</td>
<td>Decisions Systems Management</td>
<td>3</td>
</tr>
<tr>
<td>ISM 403</td>
<td>Data Communications Management</td>
<td>3</td>
</tr>
<tr>
<td>ISM 404</td>
<td>Managing Information Resources</td>
<td>3</td>
</tr>
<tr>
<td>ISM 408</td>
<td>E-Commerce Systems Management</td>
<td>3</td>
</tr>
</tbody>
</table>

**TOTAL HOURS REQUIRED**: 18 SEMESTER HOURS

### International Business

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>EC 410</td>
<td>Intern’l Fin. &amp; Monetary Econ OR EC 320 Intern’l Commerce</td>
<td>3</td>
</tr>
<tr>
<td>GBA 350</td>
<td>International Business Law</td>
<td>3</td>
</tr>
<tr>
<td>MG 352</td>
<td>International Business</td>
<td>3</td>
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<tr>
<td>MG 412</td>
<td>Cultural Diversity &amp; Comm. Iss.</td>
<td>3</td>
</tr>
<tr>
<td>Select 2 courses from the following:</td>
<td>6</td>
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</table>

**TOTAL HOURS REQUIRED**: 18 SEMESTER HOURS

### Logistics and Supply Chain Management

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>LSM 300</td>
<td>Enterprise Systems and Business Processes</td>
<td>3</td>
</tr>
<tr>
<td>LSM 301</td>
<td>Introduction to Logistics and Supply Chain Management</td>
<td>3</td>
</tr>
<tr>
<td>LSM 320</td>
<td>Logistics and Distribution</td>
<td>3</td>
</tr>
<tr>
<td>LSM 330</td>
<td>Logistics &amp; Supply Chain Management in Global Environment</td>
<td>3</td>
</tr>
<tr>
<td>LSM 401</td>
<td>Logistics and Supply Chain Integration Techniques</td>
<td>3</td>
</tr>
<tr>
<td>LSM 410</td>
<td>Logistics and Supply Chain Strategy</td>
<td>3</td>
</tr>
</tbody>
</table>

**TOTAL HOURS REQUIRED**: 18 SEMESTER HOURS

### Marketing

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MK 331</td>
<td>Marketing Principles</td>
<td>3</td>
</tr>
<tr>
<td>MK 333</td>
<td>Advertising</td>
<td>3</td>
</tr>
<tr>
<td>MK 336</td>
<td>Consumer Behavior</td>
<td>3</td>
</tr>
<tr>
<td>MK 431</td>
<td>Marketing Research</td>
<td>3</td>
</tr>
<tr>
<td>MK 432</td>
<td>Retailing</td>
<td>3</td>
</tr>
<tr>
<td>MK 433</td>
<td>Marketing Strategies and Policies</td>
<td>3</td>
</tr>
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</table>

**TOTAL HOURS REQUIRED**: 18 SEMESTER HOURS

### Small Business/Entrepreneurship

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>AC 361</td>
<td>Federal Tax Accounting I</td>
<td>3</td>
</tr>
<tr>
<td>AC 371</td>
<td>Managerial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>MG 346</td>
<td>Principles of Management &amp; Leadership</td>
<td>3</td>
</tr>
<tr>
<td>MG 349</td>
<td>Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>MG 416</td>
<td>Entrepreneurship</td>
<td>3</td>
</tr>
<tr>
<td>MK 432</td>
<td>Retailing</td>
<td>3</td>
</tr>
</tbody>
</table>

**TOTAL HOURS REQUIRED**: 18 SEMESTER HOURS
CERTIFICATES

Athens State University offers the following specialized certificates. Students who seek these certificates should complete the requirements described below. A grade of "C" or better must be achieved on all required courses.

<table>
<thead>
<tr>
<th>Certificate in Acquisition &amp; Contract Management</th>
<th>15 SEMESTER HOURS</th>
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</thead>
<tbody>
<tr>
<td>ACM 394 Introduction to Acquisition &amp; Contract Management</td>
<td>3 semester hours</td>
</tr>
<tr>
<td>ACM 395 Contract Pricing</td>
<td>3 semester hours</td>
</tr>
<tr>
<td>ACM 396 Contract Administration</td>
<td>3 semester hours</td>
</tr>
<tr>
<td>ACM 397 Contract Negotiations</td>
<td>3 semester hours</td>
</tr>
<tr>
<td>ACM 398 Contract Law</td>
<td>3 semester hours</td>
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<tr>
<td><strong>TOTAL HOURS REQUIRED</strong></td>
<td>15 SEMESTER HOURS</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Certificate in Logistics &amp; Supply Chain Management</th>
<th>15 SEMESTER HOURS</th>
</tr>
</thead>
<tbody>
<tr>
<td>LSM 301 Intro. to Logistics and Supply Chain Management</td>
<td>3 semester hours</td>
</tr>
<tr>
<td>LSM 320 Logistics and Distribution</td>
<td>3 semester hours</td>
</tr>
<tr>
<td>LSM 330 Logistics and SCM in the Global Environment</td>
<td>3 semester hours</td>
</tr>
<tr>
<td>LSM 401 Logistics and Supply Chain Integration Techniques</td>
<td>3 semester hours</td>
</tr>
<tr>
<td>LSM 410 Logistics and Supply Chain Strategy</td>
<td>3 semester hours</td>
</tr>
<tr>
<td><strong>TOTAL HOURS REQUIRED</strong></td>
<td>15 SEMESTER HOURS</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>Certificate in Marketing</th>
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<tr>
<td>MK 331 Marketing Principles</td>
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<td>MK 336 Consumer Behavior</td>
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<tr>
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<td>3 semester hours</td>
</tr>
<tr>
<td><strong>TOTAL HOURS REQUIRED</strong></td>
<td>15 SEMESTER HOURS</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SAP Student Achievement Recognition Certificate</th>
<th>9 semester hours</th>
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<tbody>
<tr>
<td>ESM 300 Enterprise Systems &amp; Business Processes</td>
<td>3 semester hours</td>
</tr>
<tr>
<td>ESM 320 Human Capital Management Systems OR</td>
<td>6 semester hours</td>
</tr>
<tr>
<td>ESM 330 Financial Management Systems OR</td>
<td></td>
</tr>
<tr>
<td>ESM 410 Business Intelligence Systems</td>
<td></td>
</tr>
<tr>
<td>ESM 420 Enterprise Systems Development</td>
<td></td>
</tr>
<tr>
<td>ESM 425 Enterprise Systems Configuration</td>
<td></td>
</tr>
<tr>
<td>Student must earn a grade of 70 or higher in each course, and on a comprehensive final exam covering all SAP coursework.</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>9 semester hours</td>
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