

COLLEGE OF BUSINESS

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Dean



www.athens.edu/college_business

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.) Minors: Aviation Management, Acquisition & Contract Management, Enterprise Systems Management, Health Care Management, Human Resource Management, Information Systems Management, International Business Marketing, Logistics & Supply Chain Management	B.S.
52.0202	ACQUISITION AND CONTRACT MANAGEMENT	B.S.
52.1206	ENTERPRISE SYSTEMS MANAGEMENT	B.S.
52.1001	HUMAN RESOURCE MANAGEMENT	B.S.
52.0203	LOGISTICS AND SUPPLY CHAIN MANAGEMENT	B.S.
52.0201	MANAGEMENT Option 1. Management major Option 2. Management major with minor Minors: Aviation Management, Acquisition & Contract Management, Enterprise Systems Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Logistics & Supply Chain Management, Marketing, Small Business/Entrepreneurship	B.S.
52.9999	MANAGEMENT OF TECHNOLOGY Option 1. Management of Technology major Option 2. Management of Technology major with minor Minors: Aviation Management, Acquisition & Contract Management, Enterprise Systems Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Logistics & Supply Chain Management, Marketing, Small Business/Entrepreneurship	B.S.
MINORS: The following minor is open to non-business majors only : Business Administration The following minors are open to all majors : 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, Small Business/Entrepreneurship.		
CERTIFICATES: The following certificates are available: Acquisition & Contract Management ~ Logistics & Supply Chain Management ~ Marketing ~ SAP Certificate		

COLLEGE OF BUSINESS

The mission of the College of Business is to offer programs of study to students that will prepare them for positions in business, finance, or government; enhance the professional development of those already employed; and provide an academic framework for graduate study leading to professional positions. The purpose of the College of Business is to provide quality education for all students, teaching them to think critically, to use technology efficiently, to be effective leaders, decision makers, and communicators; to maintain ethical standards, and to understand the global economy. To carry out its mission and support its purpose, the College of Business has established the following goals:

1. Provide for continuous improvement of the programs within the College of Business in keeping with the standards set by Athens State University, the Southern Association of Colleges and Schools (SACs), and the 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	___	___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>			

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

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

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

4. PROFESSIONAL COURSES:

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

AC 302	Management Information Systems (should be taken 1st semester)	3 semester hours	___
AC 303	Management Decision Support Systems	3 semester hours	___
AC 312	Law for Accountants	3 semester hours	___
AC 321	Intermediate Accounting I	3 semester hours	___
AC 322	Intermediate Accounting II	3 semester hours	___
AC 323	Intermediate Accounting III	3 semester hours	___
AC 361	Federal Tax Accounting I	3 semester hours	___
AC 362	Federal Tax Accounting II	3 semester hours	___
AC 401	Auditing	3 semester hours	___
AC 431	Advanced Accounting	3 semester hours	___
AC 435	Governmental Accounting	3 semester hours	___
AC 442	Advanced Auditing and Fraud Examination	3 semester hours	___
AC 471	Cost Accounting (Accounting Capstone: to be taken in last semester)	3 semester hours	___
*MG 320	Organizational Communication (should be taken 1st semester)	3 semester hours	___
MG 346	Principles of Management and Leadership (should be taken 1st semester)	3 semester hours	___
MG 350	Financial Management	3 semester hours	___
MG 352	International Business OR EC 320 International Commerce	3 semester hours	___
MG 390	Operations Management	3 semester hours	___
MG 420	Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.]	3 semester hours	___
**MG 480	Seminar in Business (Senior seminar: A final average of at least 70% must be achieved.) (Course should be taken last semester)	1 semester hour	___
MK 331	Marketing Principles	3 semester hours	___
Elective	1 semester hour	___
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	___	___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>			

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

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

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

4. PROFESSIONAL COURSES:

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

A. Accounting and Business Core Courses

AC 302	Management Information Systems (should be taken 1st semester)	3 semester hours	___
AC 321	Intermediate Accounting I	3 semester hours	___
AC 322	Intermediate Accounting II	3 semester hours	___
AC 323	Intermediate Accounting III	3 semester hours	___
AC 361	Federal Tax Accounting I	3 semester hours	___
AC 401	Auditing	3 semester hours	___
AC 471	Cost Accounting (Accounting Capstone: to be taken in last semester)	3 semester hours	___
*MG 320	Organizational Communication (should be taken 1st semester)	3 semester hours	___
MG 346	Principles of Management and Leadership (should be taken 1st semester)	3 semester hours	___
MG 350	Financial Management	3 semester hours	___
MG 352	International Business OR EC 320 Intern'l Commerce	3 semester hours	___
MG 390	Operations Management	3 semester hours	___
MG 420	Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.]	3 semester hours	___
**MG 480	Seminar in Business (Senior seminar: A final average of at least 70% must be achieved; course to be taken last semester)	1 semester hour	___
MK 331	Marketing Principles	3 semester hours	___
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	___ ___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

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

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

4. PROFESSIONAL COURSES:

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

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 (<i>should be taken 1st semester</i>) .	3 semester hours	___
MG 303 Management Decision Support Systems	3 semester hours	___
* MG 320 Organizational Communication (<i>should be taken 1st semester</i>)	3 semester hours	___
MG 346 Prin. of Management & Leadersh. (<i>should be taken 1st semester</i>)....	3 semester hours	___
MG 350 Financial Management	3 semester hours	___
MG 352 International Business 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 (<i>Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester</i>)	1 semester hour	___
MK 331 Marketing Principles	3 semester hours	___

TOTAL PROFESSIONAL HOURS: 62 SEMESTER HOURS

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

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

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

ENTERPRISE SYSTEMS MANAGEMENT (ESM)

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

ASU is a member of the 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. Student 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	___ ___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		
TOTAL GEN. ED. REQUIREMENTS:		41 SEMESTER HOURS	

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

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

4. PROFESSIONAL COURSES:

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

A. Enterprise Systems Management Courses:	22 semester hours	
ESM 300 Enterprise Systems & Business Processes	3 semester hours	___
ESM 320 Human Capital Management Systems.	3 semester hours	___
ESM 330 Accounting Information Systems	3 semester hours	___
ESM 410 Business Intelligence Systems	3 semester hours	___
ESM 420 Enterprise Systems Development	3 semester hours	___
ESM 425 Enterprise Systems Configuration	3 semester hours	___
ESM 460 Enterprise Systems Senior Project	4 semester hours	___
B. Business/Management Courses:	40 semester hours	
ISM 400 Information Management	3 semester hours	___
ISM 401 System Design Management	3 semester hours	___
ISM 403 Data Communication Management	3 semester hours	___
ISM 404 Managing Information Resources	3 semester hours	___
MG 302 Management Information Systems (<i>should be taken 1st semester</i>) .	3 semester hours	___
* MG 320 Organizational Communication (<i>should be taken 1st semester</i>)	3 semester hours	___
MG 346 Prin.of Management & Leadership (<i>should be taken 1st semester</i>) .	3 semester hours	___
MG 349 Human Resource Management	3 semester hours	___
MG 350 Financial Management	3 semester hours	___
MG 352 International Business OR EC 320 Intern'l Commerce	3 semester hours	___
MG 390 Production & Operations Management	3 semester hours	___
MG 420 Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.]	3 semester hours	___
**MG 480 Seminar in Business (<i>Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester.</i>)	1 semester hour	___
MK 331 Marketing Principles	3 semester hours	___

TOTAL PROFESSIONAL HOURS 62 SEMESTER HOURS

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

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

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

HUMAN RESOURCE MANAGEMENT

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

Bachelor of Science - Human Resource Management

MAJOR CODE: 52.1001

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

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

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

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

2. GEN. ED. REQUIREMENTS:

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

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

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

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

4. PROFESSIONAL COURSES:

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

EC 348	Labor Economics	3 semester hours	___
GBA368	Industrial and Personnel Psychology	3 semester hours	___
MG 302	Management Information Systems (should be taken 1st semester)	3 semester hours	___
*MG 320	Organizational Communication (should be taken 1st semester)	3 semester hours	___
MG 346	Prin. of Management and Leadership (should be taken 1st semester)	3 semester hours	___
MG 349	Human Resource Management	3 semester hours	___
MG 350	Financial Management	3 semester hours	___
MG 351	Labor Management Relations	3 semester hours	___
MG 352	International Business OR EC 320 International Commerce	3 semester hours	___
MG 375	Organizational Behavior and Team Building	3 semester hours	___
MG 390	Operations Management	3 semester hours	___
MG 410	Employment Law for Business	3 semester hours	___
MG 411	Compensation and Benefits	3 semester hours	___
MG 417	Management of Change	3 semester hours	___
MG 449	Advanced Human Resource Management	3 semester hours	___
MG 420	Business Policy [Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.]	3 semester hours	___
**MG 480	Seminar in Business (Senior seminar: A final average of at least 70% must be achieved; course to be taken last semester)	1 semester hour	___
MK 331	Marketing Principles	3 semester hours	___
Select 2 courses from the following:		6 semester hours	___ ___
EC 321 Money and Banking (3 semester hours)			
GBA 314 Business Ethics (3 semester hours)			
PS 304 Drugs and Behavior (3 semester hours)			
PS 331 Social Psychology (3 semester hours)			
PS 335 Adult Psychology (3 semester hours)			

TOTAL PROFESSIONAL HOURS: 58 SEMESTER HOURS

ELECTIVE HOURS 4 semester hours ___ ___

TOTAL PROFESSIONAL AND ELECTIVE HOURS: 62 SEMESTER HOURS

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

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

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

LOGISTICS AND SUPPLY CHAIN MANAGEMENT (LSM)

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

Bachelor of Science - Logistics and Supply Chain Management

MAJOR CODE: 52.0203

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

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

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

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

2. GEN. ED. REQUIREMENTS:

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

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

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

TOTAL GEN. ED. 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	
LSM 300 Enterprise Systems and Business Processes	3 semester hours	___
LSM 301 Introduction to Logistics and Supply Chain Management	3 semester hours	___
LSM 320 Logistics and Distribution.....	3 semester hours	___
LSM 330 Logistics & Supply Chain Mngmt. in the Global Environment	3 semester hours	___
LSM 353 Project Management	3 semester hours	___
LSM 401 Logistics and Supply Chain Integration Techniques	3 semester hours	___
LSM 410 Logistics and Supply Chain Strategy	3 semester hours	___
Elective Hours (selected from ACM, ESM, ISM or MK courses)	7 semester hours	___
B. Business/Management courses	34 semester hours	
ACM 394 Introduction to Acquisition & Contract Management.....	3 semester hours	___
MG 302 Management Information Systems (<i>should be taken 1st semester</i>) .	3 semester hours	___
MG 303 Management Decision Support Systems	3 semester hours	___
*MG 320 Organizational Communication (<i>should be taken 1st semester</i>)	3 semester hours	___
MG 346 Prin.of Management & Leadership (<i>should be taken 1st semester</i>) .	3 semester hours	___
MG 350 Financial Management	3 semester hours	___
MG 352 International Business 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 (<i>Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester</i>)	1 semester hour	___
MK 331 Marketing Principles	3 semester hours	___

TOTAL PROFESSIONAL HOURS: 62 SEMESTER HOURS

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

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

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

MANAGEMENT (MG)

The objective of the major in management is to provide students with a comprehensive business education, which will prepare them to enter managerial employment or to assist in the development of individuals who hold those positions. In addition, this major provides an academic framework for future graduate study. Management encompasses the traditional business curriculum which includes coursework in accounting, finance, management, marketing, management information systems, global business, strategic management, and production theories/concepts. Program components for the Bachelor of Science in Management are listed below.

Management majors who wish to pursue a specialized area of study as a part of a management major may elect to complete the "Management Major with a Minor" immediately following the general management major requirements. Minors are available in the following areas: Acquisition & Contract Management, Aviation Management, 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 (256/216-5352).

Bachelor of Science - Management

MAJOR CODE: 52.0201

Management Major (No Minor)

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

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

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

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

2. GEN. ED. REQUIREMENTS:

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

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

Principles of Accounting (BUS 241 and BUS 242 or BUS 210 and BUS 248)	6 semester hours ___ ___
Business Statistics I (BUS 271)	3 semester hours ___
Business Statistics II (BUS 272)	3 semester hours ___
Legal Environment of Business (BUS 263)	3 semester hours ___
Windows Computer Applications (CIS 146)	3 semester hours ___
Elective	3 semester hours ___
TOTAL MAJOR PREREQUISITE HOURS:	21 SEMESTER HOURS
TOTAL GEN. ED. & MAJOR PREREQUISITE HOURS:	62 SEMESTER HOURS

4. PROFESSIONAL COURSES:

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

Management Core Courses:

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

Bachelor of Science - Management
MAJOR CODE: 52.0201
Management Major with a Minor

Program components for the Bachelor of Science degree in Management with a Minor include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

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

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

2. GEN. ED. REQUIREMENTS:

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

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

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

TOTAL MAJOR PREREQUISITE HOURS: 21 SEMESTER HOURS

TOTAL GEN. ED. & MAJOR PREREQUISITE HOURS: 62 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

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

C. ELECTIVE HOURS 13 SEMESTER HOURS

TOTAL PROFESSIONAL AND ELECTIVE HOURS: 62 SEMESTER HOURS

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

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

MANAGEMENT OF TECHNOLOGY

The objective of the major in Management of Technology is to provide students with a comprehensive business education which will prepare them to enter managerial employment or to assist in the development of individuals who hold those positions. In addition, it provides an academic framework for future graduate study. The major encompasses the traditional business curriculum which includes coursework in accounting, finance, management, marketing, management information systems, global business, strategic management, and production theories and concepts. Program components for the Bachelor of Science in Management of Technology are listed below.

Management of Technology majors who wish to pursue specialized study as a part of the MOT major may elect to complete the "Management of Technology Major with a Minor." Minors are available in the following areas: Aviation Management, Acquisition & Contract Management, 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	___	___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>			
	TOTAL GEN. ED. REQUIREMENTS:	41 SEMESTER HOURS		

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

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

TOTAL GEN. ED. REQ. & PRE-PROFESSIONAL HOURS: 62 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 transcribed and classified as upper level credit from an accredited institution of higher education or by an accepted guide or accrediting agency (eg. ACE Guide).

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

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

TOTAL PROFESSIONAL HOURS 62 SEMESTER HOURS

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

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

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

Bachelor of Science - Management of Technology

MAJOR CODE: 52.9999

Management of Technology with Minor

Program components for the Bachelor of Science degree with a major in Management of Technology with a minor include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

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

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

2. GEN. ED. REQUIREMENTS:

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

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL)

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

TOTAL GEN. ED. 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 (<i>should be taken 1st semester</i>) ...	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 (<i>Senior seminar: A final average of at least 70% must be achieved; course should be taken last semester</i>)	1 semester hour	___
MK 331 Marketing Principles	3 semester hours	___
TOTAL 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 transcribed and classified as upper level credit from an accredited institution of higher education or by an accepted guide or accrediting agency (eg. ACE Guide).

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

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

TOTAL PROFESSIONAL HOURS: 62 SEMESTER HOURS

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

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

TOTAL MINIMUM HOURS FOR GRADUATION 124 SEMESTER HOURS

COLLEGE OF BUSINESS MINORS

Business Administration

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

AC 300	Fundamentals of Accounting	3 semester hours	___
EC 310	Modern Economics or Principles of Economics I	3 semester hours	___
GBA 305	Statistical Methods of Business I	3 semester hours	___
GBA 311	The Legal Environment of Business	3 semester hours	___
*MG 320	Organizational Communication	3 semester hours	___
*MG 346	Principles of Management and Leadership	3 semester hours	___
*MG 350	Financial Management	3 semester hours	___
*MK 331	Marketing Principles	3 semester hours	___
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

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

Aviation Management

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

Enterprise Systems Management

ESM 300	Enterprise Systems & Business Processes	3 semester hours	___
ESM 320	Human Capital Management Systems	3 semester hours	___
ESM 330	Financial Management Systems.....	3 semester hours	___
ESM 410	Business Intelligence Systems.....	3 semester hours	___
ESM 420	Enterprise Systems Development.....	3 semester hours	___
ESM 425	Enterprise Systems Configuration.....	3 semester hours	___
TOTAL HOURS REQUIRED		18 SEMESTER HOUR	

Health Care Management Minor

HCM 340	Intro. to Health Care Systems	3 semester hours	___
HCM 345	Management of Health Care Org.	3 semester hours	___
HCM 355	Survey of Issues in HCM	3 semester hours	___
HCM 356	Legal & Ethical Issues in Health Care Management	3 semester hours	___
HCM 450	Managed Care	3 semester hours	___
HCM 455	Health Care Management Internship OR		
HCM 460	Health Care Management Senior Seminar	3 semester hours	___
TOTAL HOURS REQUIRED		18 SEMESTER HOUR	

Human Resource Management

MG 349 Human Resource Management	3 semester hours	___
MG 351 Labor-Management Relations	3 semester hours	___
MG 410 Employment Law	3 semester hours	___
MG 449 Advanced Human Resource Management	3 semester hours	___
EC 348 Labor Economics	3 semester hours	___
GBA 368 Industrial and Personnel Psychology	3 semester hours	___
TOTAL HOURS REQUIRED	18 SEMESTER HOURS	

Information Systems Management

ISM 400 Information Management	3 semester hours	___
ISM 401 Systems Design Management	3 semester hours	___
ISM 402 Decisions Systems Management	3 semester hours	___
ISM 403 Data Communications Management	3 semester hours	___
ISM 404 Managing Information Resources	3 semester hours	___
ISM 408 E-Commerce Systems Management	3 semester hours	___
TOTAL HOURS REQUIRED	18 SEMESTER HOURS	

International Business

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

Logistics and Supply Chain Management

LSM 300 Enterprise Systems and Business Processes	3 semester hours	___
LSM 301 Introduction to Logistics and Supply Chain Management	3 semester hours	___
LSM 320 Logistics and Distribution	3 semester hours	___
LSM 330 Logistics & Supply Chain Management in Global Environment	3 semester hours	___
LSM 401 Logistics and Supply Chain Integration Techniques	3 semester hours	___
LSM 410 Logistics and Supply Chain Strategy	3 semester hours	___
TOTAL HOURS REQUIRED	18 SEMESTER HOUR	

Marketing

MK 331 Marketing Principles	3 semester hours	___
MK 333 Advertising	3 semester hours	___
MK 336 Consumer Behavior	3 semester hours	___
MK 431 Marketing Research	3 semester hours	___
MK 432 Retailing	3 semester hours	___
MK 433 Marketing Strategies and Policies	3 semester hours	___
TOTAL HOURS REQUIRED	18 SEMESTER HOUR	

Small Business/Entrepreneurship

AC 361 Federal Tax Accounting I	3 semester hours	___
AC 371 Managerial Accounting	3 semester hours	___
MG 346 Principles of Management & Leadership	3 semester hours	___
MG 349 Human Resource Management	3 semester hours	___
MG 416 Entrepreneurship	3 semester hours	___
MK 432 Retailing	3 semester hours	___
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.

Certificate in Acquisition & Contract Management		
ACM 394	Introduction to Acquisition & Contract Management	3 semester hours ___
ACM 395	Contract Pricing	3 semester hours ___
ACM 396	Contract Administration	3 semester hours ___
ACM 397	Contract Negotiations	3 semester hours ___
ACM 398	Contract Law	3 semester hours ___
TOTAL HOURS REQUIRED		15 SEMESTER HOURS

Certificate in Logistics & Supply Chain Management		
LSM 301	Intro. to Logistics and Supply Chain Management.....	3 semester hours ___
LSM 320	Logistics and Distribution.....	3 semester hours ___
LSM 330	Logistics and SCM in the Global Environment.....	3 semester hours ___
LSM 401	Logistics and Supply Chain Integration Techniques.....	3 semester hours ___
LSM 410	Logistics and Supply Chain Strategy.....	3 semester hours ___
TOTAL HOURS REQUIRED.....		15 SEMESTER HOURS

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

SAP Student Achievement Recognition Certificate		
ESM 300	Enterprise Systems & Business Processes	3 semester hours ___
	Complete two of the following	6 semester hours ___ ___
ESM 320	Human Capital Management Systems OR	
ESM 330	Financial Management Systems OR	
ESM 410	Business Intelligence Systems	
ESM 420	Enterprise Systems Development	
ESM 425	Enterprise Systems Configuration	
Student must earn a grade of 70 or higher in each course, and on a comprehensive final exam covering all SAP coursework.		
TOTAL		9 semester hours