

# College of Business

**Kim LaFevor, D.B.A. – Dean**

## General Information

The Athens State University College of Business is nationally accredited by the Accreditation Council of Business Schools and Programs (ACBSP), 11520 West 119<sup>th</sup> Street, Overland Park, KS 66213.

The table below summarizes the degree options, majors, and minors offered by the College of Business.

Department	Major/Minor Program	BS	Minor
<b>Accounting</b>	Accounting	X	
	Accounting with Minor	X	
<b>Acquisition &amp; Contract, Enterprise Systems, and Logistics &amp; Supply Chain Management; Management of Technology</b>	Acquisition and Contract Management	X	X
	Aviation Management		X
	Enterprise Systems Management	X	X
	Information Assurance Management		X
	Information Systems Management		X
	Logistics and Supply Chain Management	X	X
	Management of Technology	X	
	Management of Technology with Minor	X	
	Operations Management		X
Project Management		X	
<b>Human Resource Management; Management</b>	Finance		X
	Health Care Management		X
	Human Resource Management	X	X
	Management	X	
	Management with Minor	X	
	International Business		X
	Marketing		X
Small Business/Entrepreneurship ( <b>not</b> open to Accounting with Minor majors)		X	
<b>Interdepartmental</b>	Business Administration (non-business majors <b>only</b> )		X

Detailed information on the minors offered by the College of Business can be found in the Minors section of this catalog.

The College of Business also offers certificate programs in:

- Acquisition & Contract Management
- Logistics & Supply Chain Management
- Marketing
- SAP Certificate

Information about these certificate programs can be found at the end of the College of Business catalog section.

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:

- 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).
- Place excellence in teaching as the number one priority for serving students and for evaluating faculty.
- Encourage growth and diversity in the faculty and student body.
- Seek community and business relationships for advice and support of student and curriculum needs.
- Maintain cooperative relationships with other educational institutions to facilitate student transfer, maximize resource utilization and provide quality programs.
- Support a quality-based, equivalent learning environment for all students in all settings.
- Produce graduates 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. The College of Business curriculum complies with the Common Professional Component (CPC) recommended by the ACBSP. 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:

- Demonstrated knowledge of core business concepts, theories and applications in the areas of accounting, finance, management, marketing, management information systems, global business, strategic management, and production.
- Demonstrated proficiency in the use of technology as it relates to business.
- Demonstrated ability to effectively apply critical-thinking skills to analyze business issues and financial data.
- Demonstrated knowledge of the global economy including an appreciation of diversity as it relates to business.
- Demonstrated ability to effectively communicate orally and in writing.
- Demonstrated understanding and appreciation of ethical issues as it relates to business.
- Demonstrated understanding and ability to use effective managerial, leadership and group interaction techniques.

### **Distance Education**

All College of Business majors are available online. All professional coursework for these majors may be completed via distance learning. However, if students have not completed all general education and pre-professional course requirements, the University cannot guarantee that all courses will be available in online formats. For further information regarding distance education, refer to the Academic Policies section in the Introduction and General Information portion of the catalog or the University website.

### **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 Athens State*). 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 a software platform used for creating an electronic portfolio. It 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 up to five years.

## **Advising and Scheduling Information**

### **Academic Advising**

An Academic Advisor is assigned to each College of Business major by the Transfer Student Success Center Counselor for the College of Business. After 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. 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 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.

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.

### **Special Scheduling Requirements**

#### **First Term:**

**The following course, which is required for all Business majors, MUST be taken in the student's first term at Athens State.** MG 320 Organizational Communication (3 semester hours). This course includes an initial assessment as part of our required outcomes assessment plan.

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

AC/MG 302 Management Information Systems (3 semester hours).

MG 346 Principles of Management and Leadership (3 semester hours).

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 Athens State.**

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 (2 semester hours).

#### **Prerequisites**

Observance of prerequisites will ensure that students have the background knowledge to obtain the maximum benefit from the curriculum. Please consult the course descriptions section of this catalog for information on course prerequisites.

## **Degree Programs in the College of Business**

### **General University Requirements**

Every student planning on completing a degree/major program at Athens State University must satisfy all University requirements and meet all financial obligations before a degree is awarded.

To be eligible to receive a degree, a student must:

- Complete 33 of the last 39 semester hours of study or 25 percent of the degree requirements, whichever is larger, at Athens State University.
- Apply no more than 64 semester hours of non-traditional/non-graded college credit toward the degree.
- Complete a minimum of 60 semester hours of upper level college/university credit (300-400 level).
- Complete a minimum of 15 semester hours of upper level (300-400 level) coursework in the major at Athens State University, not including courses taken by reciprocal or visiting arrangements. **College or departmental regulations may require completion of more than 15 semester hours of coursework in the major at Athens State University. These degree-specific requirements are published in the appropriate degree/major section of the catalog.**
- Complete all of the general education and pre-professional courses (Areas I-V) required for the degree or major(s).
- Complete all course requirements for the degree or major(s), comprised of a minimum of 124 semester hours.
- Complete all course requirements for the minor (when applicable).
- Complete the requirements for teacher certification (when applicable).
- Attain an institutional grade point average of 2.0 on all coursework attempted at Athens State University, and at least a 2.0 in the major field. **College or departmental regulations may require grade point averages higher than 2.0. These degree-specific requirements are published in the appropriate degree/major section of the catalog.**

***The rules, regulations, policies, fees and other charges, courses, programs of study, and academic requirements that appear in this catalog were in effect at the time of its publication and every effort has been made to ensure the accuracy of all information. The contents are published for informational purposes only, and do not constitute a contract between the University and any student, applicant for admission or other person. Statements regarding courses, programs of study, fees, and conditions are subject to change without advance notice.***



**Professional Course Requirements (courses are listed in the order they should be taken)**

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 below and “Assessment” in the College of Business General Information section].

	Course	Hours
	MG 320 Organizational Communication ( <i>MUST be taken 1st semester</i> ) Students who do not complete MG 320 Organizational Communication at Athens State are required to take GBA 300 Business Research Skills, a 1 hour course designed to familiarize students with business information sources and library research skills.	3
	AC 302 Management Information Systems ( <i>should be taken 1st semester</i> )	3
	AC 321 Intermediate Accounting I ( <i>take 1<sup>st</sup> semester available</i> )	3
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> )	3
	AC 361 Federal Tax Accounting I	3
	AC 303 Management Decision Support Systems	3
	AC 322 Intermediate Accounting II	3
	AC 362 Federal Tax Accounting II	3
	MK 331 Marketing Principles	3
	AC 312 Law for Accountants	3
	AC 323 Intermediate Accounting III	3
	AC 401 Auditing	3
	MG 350 Financial Management	3
	AC 431 Advanced Accounting	3
	AC 442 Advanced Auditing and Fraud Examination	3
	MG 352 International Business <u>or</u> EC 320 International Economics and Trade	3
	MG 390 Operations Management	3
	AC 435 Governmental Accounting	3
	AC 471 Cost Accounting ( <i>Accounting Capstone course to be taken final semester</i> )	3
	MG 420 Business Policy ( <i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	3
	MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	2
	<b>Total Professional Requirement Hours:</b>	<b>62</b>

**Assessment Exam:** Student must earn an acceptable score on an assessment exam in MG 420 containing questions dealing with the skill and competency areas around which the curriculum is based.

		Hours
	<b>Total Minimum Hours Required for Completion of Accounting Major (no minor)</b>	<b>124</b>

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

- |   |  |
|---|--|
| 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                                 | AC 471 Cost Accounting                         |
| AC 431 Advanced Accounting                      | AC 312 Law for Accountants                     |

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, and other business courses recommended by Accounting faculty advisor.

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



**Professional Course Requirements (courses are listed in the order they should be taken)**

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 below and “Assessment” in the College of Business General Information section].

	<b>Accounting and Business Core Courses</b>	<b>Hours</b>
	MG 320 Organizational Communication ( <i>MUST be taken 1st semester</i> ) Students who do not complete MG 320 Organizational Communication at Athens State are required to take GBA 300 Business Research Skills, a 1 hour course designed to familiarize students with business information sources and library research skills.	<b>3</b>
	AC 302 Management Information Systems ( <i>should be taken 1st semester</i> )	<b>3</b>
	AC 321 Intermediate Accounting I ( <i>take 1<sup>st</sup> semester available</i> )	<b>3</b>
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> )	<b>3</b>
	AC 322 Intermediate Accounting II	<b>3</b>
	AC 361 Federal Tax Accounting I	<b>3</b>
	MK 331 Marketing Principles	<b>3</b>
	AC 323 Intermediate Accounting III	<b>3</b>
	AC 401 Auditing	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MG 352 International Business <u>or</u> EC 320 International Economics and Trade	<b>3</b>
	MG 390 Operations Management	<b>3</b>
	AC 471 Cost Accounting ( <i>Accounting Capstone course to be taken final semester</i> )	<b>3</b>
	MG 420 Business Policy ( <i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>3</b>
	MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>2</b>
	<b>Total Accounting and Business Core Hours:</b>	<b>44</b>

**Assessment Exam:** Student must earn an acceptable score on an assessment exam in MG 420 containing questions dealing with the skill and competency areas around which the curriculum is based.

**Minor (Required)**

	<b>Course</b>	<b>Hours</b>
	Required courses for minor (see Minors section later in this catalog) <b>Minor options:</b> Acquisition & Contract Management Aviation Management Enterprise Systems Management Finance Health Care Management Human Resource Management Information Assurance Management Information Systems Management International Business Logistics and Supply Chain Management Marketing Operations Management Project Management	<b>18</b>
	<b>Total Professional Requirement Hours:</b>	<b>62</b>

	<b>Hours</b>
<b>Total Minimum Hours Required for Completion of Accounting Major with Minor</b>	<b>124</b>





**Professional Course Requirements (courses are listed in the order they should be taken)**

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 below and “Assessment” in the College of Business General Information section].

	Course	Hours
	MG 320 Organizational Communication ( <i>MUST be taken 1st semester</i> ) Students who do not complete MG 320 Organizational Communication at Athens State are required to take GBA 300 Business Research Skills, a 1 hour course designed to familiarize students with business information sources and library research skills.	3
	ACM 394 Introduction to Acquisition and Contract Management	3
	MG 302 Management Information Systems ( <i>should be taken 1st semester</i> )	3
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> )	3
	ACM 353 Project Management	3
	ACM 395 Acquisition and Contract Management Pricing	3
	MG 303 Management Decision Support Systems	3
	MG 350 Financial Management	3
	ACM 396 Acquisition and Contract Management Administration	3
	LSM 301 Introduction to Logistics and Supply Chain Management <b>or</b> ESM 300 Enterprise Systems & Bus. Processes	3
	MG 390 Operations Management	3
	MK 331 Marketing Principles	3
	ACM 397 Acquisition and Contract Management Negotiations	3
	ACM 398 Government Contract Law	3
	MG 352 International Business <b>or</b> EC320 International Commerce	3
	MG 417 Management of Change	3
	ACM 400 Advanced ACM Research/Project	3
	MG 420 Business Policy ( <i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	3
	MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	2
	Electives (Selected from ESM, ISM, LSM courses)	6
	<b>Total Professional Requirement Hours:</b>	<b>62</b>

**Assessment Exam:** Student must earn an acceptable score on an assessment exam in MG 420 containing questions dealing with the skill and competency areas around which the curriculum is based.

		Hours
	<b>Total Minimum Hours Required for Completion of Acquisition and Contract Management Major</b>	<b>124</b>

## ENTERPRISE SYSTEMS MANAGEMENT (ESM)

Enterprise Systems Management 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.

### Bachelor of Science – Enterprise Systems Management (ESM)

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

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

#### Applicable General University Requirements

Students earning the Bachelor of Science (BS) degree with a major in Enterprise Systems Management must satisfy all general University requirements and meet all financial obligations before a degree is awarded.

#### General Education Requirements

Area	Discipline/Course	Hours
I	Written Composition	6
II	Humanities/Fine Arts (12 hours total)	12
III	Mathematics and Natural Sciences (11 hours total)	
	Finite math or the equivalent	3
	Natural sciences (lab-based)	8
IV	History/Behavioral and Social Sciences (12 hours total)	
	Macroeconomics (ECO 231)	3
	Microeconomics (ECO 232)	3
	Other courses in history or behavioral/social science	6
	Students are encouraged to take at least one history course and one behavioral science course.	
	<b>Total General Education Requirement Hours:</b>	<b>41</b>

#### Major Prerequisite (Pre-Professional) Course Requirements (Area V)

	Discipline/Course	Hours
	Microcomputer Applications (CIS 146)	3
	Principles of Accounting I and II (BUS 241 and BUS 242)	6
	Business Statistics I (BUS 271)	3
	Business Statistics II (BUS 272)	3
	Legal and Social Environment of Business (BUS 263)	3
	Elective	3
	<b>Total Major Prerequisite Requirement Hours:</b>	<b>21</b>
	<b>Total General Education and Major Prerequisite Requirement Hours:</b>	<b>62</b>

**Professional Course Requirements (courses are listed in the order they should be taken)**

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 below and “Assessment” in the College of Business General Information section].

	<b>Course</b>	<b>Hours</b>
	MG 320 Organizational Communication ( <i>MUST be taken 1st semester</i> ) Students who do not complete MG 320 Organizational Communication at Athens State are required to take GBA 300 Business Research Skills, a 1 hour course designed to familiarize students with business information sources and library research skills.	<b>3</b>
	MG 302 Management Information Systems ( <i>should be taken 1st semester</i> )	<b>3</b>
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> )	<b>3</b>
	MK 331 Marketing Principles	<b>3</b>
	ESM 300 Enterprise Systems & Business Processes	<b>3</b>
	ISM 400 Information Management	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MG 390 Operations Management	<b>3</b>
	ESM 420 Enterprise Systems Development	<b>3</b>
	ESM 425 Enterprise Systems Configuration	<b>3</b>
	ISM 403 Data Communication Management	<b>3</b>
	ISM 404 Managing Information Resources	<b>3</b>
	ESM 320 Human Capital Management Systems	<b>3</b>
	ESM 330 Accounting Information Systems	<b>3</b>
	MG 349 Human Resources Management	<b>3</b>
	MG 352 International Business <u>or</u> EC 320 International Economics and Trade	<b>3</b>
	ESM 410 Business Intelligence Systems	<b>3</b>
	ESM 460 Enterprise Systems Senior Project	<b>3</b>
	ISM 401 System Design Management	<b>3</b>
	MG 420 Business Policy ( <i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>3</b>
	MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>2</b>
	<b>Total Professional Requirement Hours:</b>	<b>62</b>

**Assessment Exam:** Student must earn an acceptable score on an assessment exam in MG 420 containing questions dealing with the skill and competency areas around which the curriculum is based.

		<b>Hours</b>
	<b>Total Minimum Hours Required for Completion of Enterprise Systems Management Major</b>	<b>124</b>

# 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

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

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

### Applicable General University Requirements

Students earning the Bachelor of Science (BS) degree with a major in Human Resource Management must satisfy all general University requirements and meet all financial obligations before a degree is awarded.

### General Education Requirements

Area	Discipline/Course	Hours
I	<b>Written Composition</b>	<b>6</b>
II	<b>Humanities/Fine Arts (12 hours total)</b>	<b>12</b>
III	<b>Mathematics and Natural Sciences (11 hours total)</b>	
	Finite math or the equivalent	<b>3</b>
	Natural sciences (lab-based)	<b>8</b>
IV	<b>History/Behavioral and Social Sciences (12 hours total)</b>	
	Macroeconomics (ECO 231)	<b>3</b>
	Microeconomics (ECO 232)	<b>3</b>
	Other courses in history or behavioral/social science	<b>6</b>
	<b>Students are encouraged to take at least one history course and one behavioral science course.</b>	
	<b>Total General Education Requirement Hours:</b>	<b>41</b>

### Major Prerequisite (Pre-Professional) Course Requirements (Area V)

	Discipline/Course	Hours
	Microcomputer Applications (CIS 146)	<b>3</b>
	Principles of Accounting I and II (BUS 241 and BUS 242)	<b>6</b>
	Business Statistics I (BUS 271)	<b>3</b>
	Business Statistics II (BUS 272)	<b>3</b>
	Legal and Social Environment of Business (BUS 263)	<b>3</b>
	Elective	<b>3</b>
	<b>Total Major Prerequisite Requirement Hours:</b>	<b>21</b>
	<b>Total General Education and Major Prerequisite Requirement Hours:</b>	<b>62</b>

**Professional Course Requirements (courses are listed in the order they should be taken)**

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 below and “Assessment” in the College of Business General Information section].

	<b>Course</b>	<b>Hours</b>
	MG 320 Organizational Communication ( <i>MUST be taken 1st semester</i> ) Students who do not complete MG 320 Organizational Communication at Athens State are required to take GBA 300 Business Research Skills, a 1 hour course designed to familiarize students with business information sources and library research skills.	<b>3</b>
	EC 348 Labor Economics	<b>3</b>
	MG 302 Management Information Systems ( <i>should be taken 1st semester</i> )	<b>3</b>
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> )	<b>3</b>
	GBA 307 Quantitative Business Analysis and HR Analytics	<b>3</b>
	MG 349 Human Resources Management	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MK 331 Marketing Principles	<b>3</b>
	MG 351 Labor/Management Relations	<b>3</b>
	MG 352 International Business <b>or</b> EC 320 International Economics and Trade	<b>3</b>
	MG 370 Performance Management in Organizations	<b>3</b>
	MG 375 Organizational Behavior and Teambuilding	<b>3</b>
	MG 390 Operations Management	<b>3</b>
	MG 410 Employment Law for Business	<b>3</b>
	MG 411 Compensation and Benefits	<b>3</b>
	MG 417 Management of Change	<b>3</b>
	MG 449 Advanced Human Resource Management	<b>3</b>
	MG 420 Business Policy ( <i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>3</b>
	MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>2</b>
	<b>Two courses from the following:</b> EC 321 Money and Banking GBA 314 Business Ethics PS 304 Drugs and Behavior PS 331 Social Psychology PS 335 Adult Psychology PS 368 Industrial and Personnel Psychology	<b>6</b>
	<b>Total Professional Requirement Hours:</b>	<b>62</b>

**Assessment Exam:** Student must earn an acceptable score on an assessment exam in MG 420 containing questions dealing with the skill and competency areas around which the curriculum is based.

		<b>Hours</b>
	<b>Total Minimum Hours Required for Completion of Human Resource Management Major</b>	<b>124</b>

## 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

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

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

#### Applicable General University Requirements

Students earning the Bachelor of Science (BS) degree with a major in Logistics and Supply Chain Management must satisfy all general University requirements and meet all financial obligations before a degree is awarded.

#### General Education Requirements

Area	Discipline/Course	Hours
I	<b>Written Composition</b>	<b>6</b>
II	<b>Humanities/Fine Arts (12 hours total)</b>	<b>12</b>
III	<b>Mathematics and Natural Sciences (11 hours total)</b>	
	Finite math or the equivalent	<b>3</b>
	Natural sciences (lab-based)	<b>8</b>
IV	<b>History/Behavioral and Social Sciences (12 hours total)</b>	
	Macroeconomics (ECO 231)	<b>3</b>
	Microeconomics (ECO 232)	<b>3</b>
	Other courses in history or behavioral/social science	<b>6</b>
	<b>Students are encouraged to take at least one history course and one behavioral science course.</b>	
	<b>Total General Education Requirement Hours:</b>	<b>41</b>

#### Major Prerequisite (Pre-Professional) Course Requirements (Area V)

Discipline/Course	Hours
Microcomputer Applications (CIS 146)	<b>3</b>
Principles of Accounting I and II (BUS 241 and BUS 242)	<b>6</b>
Business Statistics I (BUS 271)	<b>3</b>
Business Statistics II (BUS 272)	<b>3</b>
Legal and Social Environment of Business (BUS 263)	<b>3</b>
Elective	<b>3</b>
<b>Total Major Prerequisite Requirement Hours:</b>	<b>21</b>
<b>Total General Education and Major Prerequisite Requirement Hours:</b>	<b>62</b>

**Professional Course Requirements (courses are listed in the order they should be taken)**

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 below and “Assessment” in the College of Business General Information section].

	<b>Course</b>	<b>Hours</b>
	MG 320 Organizational Communication ( <i>MUST be taken 1st semester</i> ) Students who do not complete MG 320 Organizational Communication at Athens State are required to take GBA 300 Business Research Skills, a 1 hour course designed to familiarize students with business information sources and library research skills.	<b>3</b>
	MG 302 Management Information Systems ( <i>should be taken 1st semester</i> )	<b>3</b>
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> )	<b>3</b>
	MK 331 Marketing Principles	<b>3</b>
	LSM 300 Enterprise Systems and Business Processes	<b>3</b>
	LSM 353 Project Management	<b>3</b>
	MG 303 Management Decision Support Systems	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	ACM 394 Introduction to Acquisition & Contract Management	<b>3</b>
	LSM 301 Introduction to Logistics and Supply Chain Management	<b>3</b>
	LSM 320 Logistics and Distribution	<b>3</b>
	MG 352 International Business <b>OR</b> EC 320 International Economics and Trade	<b>3</b>
	LSM 330 Logistics & Supply Chain Mgmt. in the Global Environment	<b>3</b>
	MG 390 Operations Management	<b>3</b>
	MG 417 Management of Change	<b>3</b>
	Electives (selected from ACM, ESM, ISM or MK courses)	<b>6</b>
	LSM 401 Logistics and Supply Chain Integration Techniques	<b>3</b>
	LSM 410 Logistics and Supply Chain Strategy	<b>3</b>
	MG 420 Business Policy ( <i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>3</b>
	MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>2</b>
	<b>Total Professional Requirement Hours:</b>	<b>62</b>

**Assessment Exam:** Student must earn an acceptable score on an assessment exam in MG 420 containing questions dealing with the skill and competency areas around which the curriculum is based.

		<b>Hours</b>
	<b>Total Minimum Hours Required for Completion of Logistics and Supply Chain Management Major</b>	<b>124</b>



## 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.

Management majors who wish to pursue a specialized area of study as a part of a management major may elect to complete the "Management with Minor" major immediately following the general management major requirements. Minors are available in the following areas: Acquisition & Contract Management, Aviation Management, Enterprise Systems Management, Finance, Health Care Management, Human Resource Management, Information Assurance Management, Information Systems Management, International Business, Logistics and Supply Chain Management, Marketing, Operations Management, Project Management, and Small Business/Entrepreneurship. NOTE: Please be aware that course work for all of the minors may not be offered at all sites.

### **Bachelor of Science – Management (no minor)**

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

**Program components for the Bachelor of Science degree with a major in Management (no minor):**

#### **Applicable General University Requirements**

Students earning the Bachelor of Science (BS) degree with a major in Management (no minor) must satisfy all general University requirements and meet all financial obligations before a degree is awarded.

#### **General Education Requirements**

Area	Discipline/Course	Hours
I	<b>Written Composition</b>	<b>6</b>
II	<b>Humanities/Fine Arts (12 hours total)</b>	<b>12</b>
III	<b>Mathematics and Natural Sciences (11 hours total)</b>	
	Finite math or the equivalent	<b>3</b>
	Natural sciences (lab-based)	<b>8</b>
IV	<b>History/Behavioral and Social Sciences (12 hours total)</b>	
	Macroeconomics (ECO 231)	<b>3</b>
	Microeconomics (ECO 232)	<b>3</b>
	Other courses in history or behavioral/social science	<b>6</b>
	<b>Students are encouraged to take at least one history course and one behavioral science course.</b>	
	<b>Total General Education Requirement Hours:</b>	<b>41</b>

#### **Major Prerequisite (Pre-Professional) Course Requirements (Area V)**

	Discipline/Course	Hours
	Microcomputer Applications (CIS 146)	<b>3</b>
	Principles of Accounting I and II (BUS 241 and BUS 242)	<b>6</b>
	Business Statistics I (BUS 271)	<b>3</b>
	Business Statistics II (BUS 272)	<b>3</b>
	Legal and Social Environment of Business (BUS 263)	<b>3</b>
	Elective	<b>3</b>
	<b>Total Major Prerequisite Requirement Hours:</b>	<b>21</b>
	<b>Total General Education and Major Prerequisite Requirement Hours:</b>	<b>62</b>

**Professional Course Requirements (courses are listed in the order they should be taken)****(Take upper level electives, as needed, in order to achieve 60 upper level hours of coursework.)**

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 below and “Assessment” in the College of Business General Information section].

	<b>Course</b>	<b>Hours</b>
	MG 320 Organizational Communication ( <i>MUST be taken 1st semester</i> ) Students who do not complete MG 320 Organizational Communication at Athens State are required to take GBA 300 Business Research Skills, a 1 hour course designed to familiarize students with business information sources and library research skills.	<b>3</b>
	MG 302 Management Information Systems ( <i>should be taken 1st semester</i> )	<b>3</b>
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> )	<b>3</b>
	EC 321 Money and Banking	<b>3</b>
	MG 303 Management Decision Support Systems	<b>3</b>
	MG 349 Human Resources Management	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MK 331 Marketing Principles	<b>3</b>
	GBA 314 Business Ethics	<b>3</b>
	MG 351 Labor/Management Relations	<b>3</b>
	MG 352 International Business <b>or</b> EC 320 International Economics and Trade	<b>3</b>
	MG 353 Project Management	<b>3</b>
	MG 375 Organizational Behavior and Teambuilding	<b>3</b>
	MG 390 Operations Management	<b>3</b>
	MG 417 Management of Change	<b>3</b>
	MG 420 Business Policy ( <i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>3</b>
	MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>2</b>
	Electives	<b>12</b>
	<b>Total Professional Requirement Hours:</b>	<b>62</b>

**Assessment Exam:** Student must earn an acceptable score on an assessment exam in MG 420 containing questions dealing with the skill and competency areas around which the curriculum is based.

		<b>Hours</b>
	<b>Total Minimum Hours Required for Completion of Management Major (no minor)</b>	<b>124</b>

## Bachelor of Science – Management with Minor

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

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

### Applicable General University Requirements

Students earning the Bachelor of Science (BS) degree with a major in Management with Minor must satisfy all general University requirements and meet all financial obligations before a degree is awarded.

### General Education Requirements

Area	Discipline/Course	Hours
I	<b>Written Composition</b>	<b>6</b>
II	<b>Humanities/Fine Arts (12 hours total)</b>	<b>12</b>
III	<b>Mathematics and Natural Sciences (11 hours total)</b>	
	Finite math or the equivalent	<b>3</b>
	Natural sciences (lab-based)	<b>8</b>
IV	<b>History/Behavioral and Social Sciences (12 hours total)</b>	
	Macroeconomics (ECO 231)	<b>3</b>
	Microeconomics (ECO 232)	<b>3</b>
	Other courses in history or behavioral/social science	<b>6</b>
	<b>Students are encouraged to take at least one history course and one behavioral science course.</b>	
	<b>Total General Education Requirement Hours:</b>	<b>41</b>

### Major Prerequisite (Pre-Professional) Course Requirements (Area V)

	Discipline/Course	Hours
	Microcomputer Applications (CIS 146)	<b>3</b>
	Principles of Accounting I and II (BUS 241 and BUS 242)	<b>6</b>
	Business Statistics I (BUS 271)	<b>3</b>
	Business Statistics II (BUS 272)	<b>3</b>
	Legal and Social Environment of Business (BUS 263)	<b>3</b>
	Elective	<b>3</b>
	<b>Total Major Prerequisite Requirement Hours:</b>	<b>21</b>
	<b>Total General Education and Major Prerequisite Requirement Hours:</b>	<b>62</b>

### **Professional Course Requirements**

(Courses are listed in the order they should be taken. Take upper level electives, as needed, in order to achieve 60 upper level hours of coursework. Take minor courses as offered. Electives and minor courses may be taken during any semester.)

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 below and “Assessment” in the College of Business General Information section].

	<b>Management Core Courses</b>	<b>Hours</b>
	MG 320 Organizational Communication ( <i>MUST be taken 1st semester</i> ) Students who do not complete MG 320 Organizational Communication at Athens State are required to take GBA 300 Business Research Skills, a 1 hour course designed to familiarize students with business information sources and library research skills.	<b>3</b>
	MG 302 Management Information Systems ( <i>should be taken 1st semester</i> )	<b>3</b>
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> )	<b>3</b>
	EC 321 Money and Banking	<b>3</b>
	MG 303 Management Decision Support Systems	<b>3</b>
	MK 331 Marketing Principles	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MG 352 International Business <u>or</u> EC 320 International Economics and Trade	<b>3</b>
	MG 390 Operations Management	<b>3</b>
	MG 420 Business Policy ( <i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>3</b>
	MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>2</b>
	<b>Total Management Core Hours:</b>	<b>32</b>

**Assessment Exam:** Student must earn an acceptable score on an assessment exam in MG 420 containing questions dealing with the skill and competency areas around which the curriculum is based.

### **Minor (Required)**

	<b>Course</b>	<b>Hours</b>
	Required courses for minor (see Minors section later in this catalog) <b>Minor options:</b> Acquisition & Contract Management Aviation Management Enterprise Systems Management Finance Health Care Management Human Resource Management Information Assurance Management Information Systems Management International Business Logistics and Supply Chain Management Marketing Operations Management Project Management Small Business/Entrepreneurship	<b>18</b>
	<b>Total Professional Requirement Hours:</b>	<b>62</b>

		<b>Hours</b>
	<b>Total Minimum Hours Required for Completion of Management Major with Minor</b>	<b>124</b>

## MANAGEMENT OF TECHNOLOGY

The objective of the major in Management of Technology (MOT) 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, management information systems, global business, strategic management, and production theories and concepts, marketing and technology management.

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 Minor." Minors are available in the following areas: Acquisition & Contract Management, Aviation Management, Enterprise Systems Management, Finance, Health Care Management, Human Resource Management, Information Assurance Management, Information Systems Management, International Business, Logistics and Supply Chain Management, Marketing, Operations Management, Project Management, and Small Business/Entrepreneurship. NOTE: Please be aware that course work for all of the minors may not be offered at all sites.

### **Bachelor of Science - Management of Technology (no minor)**

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

**Program components for the Bachelor of Science degree with a major in Management of Technology (no minor):**

#### **Applicable General University Requirements**

Students earning the Bachelor of Science (BS) degree with a major in Management of Technology (no minor) must satisfy all general University requirements and meet all financial obligations before a degree is awarded.

#### **General Education Requirements**

Area	Discipline/Course	Hours
I	<b>Written Composition</b>	<b>6</b>
II	<b>Humanities/Fine Arts (12 hours total)</b>	<b>12</b>
III	<b>Mathematics and Natural Sciences (11 hours total)</b>	
	Finite math or the equivalent	<b>3</b>
	Natural sciences (lab-based)	<b>8</b>
IV	<b>History/Behavioral and Social Sciences (12 hours total)</b>	
	Macroeconomics (ECO 231)	<b>3</b>
	Microeconomics (ECO 232)	<b>3</b>
	Other courses in history or behavioral/social science	<b>6</b>
	<b>Students are encouraged to take at least one history course and one behavioral science course.</b>	
<b>Total General Education Requirement Hours:</b>		<b>41</b>

#### **Major Prerequisite (Pre-Professional) Course Requirements (Area V)**

	Discipline/Course	Hours
	Microcomputer Applications (CIS 146)	<b>3</b>
	Principles of Accounting I and II (BUS 241 and BUS 242)	<b>6</b>
	Business Statistics I (BUS 271)	<b>3</b>
	Business Statistics II (BUS 272)	<b>3</b>
	Legal and Social Environment of Business (BUS 263)	<b>3</b>
	Elective	<b>3</b>
<b>Total Major Prerequisite Requirement Hours:</b>		<b>21</b>
<b>Total General Education and Major Prerequisite Requirement Hours:</b>		<b>62</b>

**Professional Course Requirements (courses are listed in the order they should be taken)**

**(Take upper level electives, as needed, in order to achieve 60 upper level hours of coursework.)**

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 below and “Assessment” in the College of Business General Information section].

	<b>Management of Technology Core Courses</b>	<b>Hours</b>
	MG 320 Organizational Communication ( <i>MUST be taken 1st semester</i> ) Students who do not complete MG 320 Organizational Communication at Athens State are required to take GBA 300 Business Research Skills, a 1 hour course designed to familiarize students with business information sources and library research skills.	<b>3</b>
	MG 302 Management Information Systems ( <i>should be taken 1st semester</i> )	<b>3</b>
	MG 303 Management Decision Support Systems	<b>3</b>
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> )	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MG 353 Project Management	<b>3</b>
	MK 331 Marketing Principles	<b>3</b>
	MG 352 International Business <b>or</b> EC 320 International Economics and Trade	<b>3</b>
	MG 415 Technical Risk Management	<b>3</b>
	MG 390 Operations Management	<b>3</b>
	MG 418 Management of Technology	<b>3</b>
	MG 419 Technology Transfer and Commercialization	<b>3</b>
	MG 420 Business Policy ( <i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>3</b>
	MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>2</b>
	<b>Total Management of Technology Core Hours:</b>	<b>41</b>

**Assessment Exam:** Student must earn an acceptable score on an assessment exam in MG 420 containing questions dealing with the skill and competency areas around which the curriculum is based.

**Other Professional Credit**

Student must obtain approval of the plan for “Other Professional Credit” from MOT Advisor. Select option 1 **OR** 2 below.

	<b>Course</b>	<b>Hours</b>
	1. Technical Core Credit (BLOCK CREDIT) ( <i>Institutional Credit</i> ) (up to 21 hours) <b>NOTE BLOCK Credit is Lower Level Credit. Application for this credit may be based on <u>one</u> of the following:</b> <ul style="list-style-type: none"> <li>• Technical Training (4 or more semesters technical school/college)</li> <li>• Work Experience (6 years documented, successful work experience)</li> <li>• Professional Program (fine arts or health sciences)</li> </ul> <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 (e.g., ACE Guide).</b>  <b>The Application for Technical Core Credit MUST be filed during the first term of enrollment at Athens State.</b>	<b>Up to 21</b>
	2. Advisor-approved elective hours as needed to total 60 hours of upper level credit and 124 total hours.	<b>Up to 21</b>
	<b>Total Professional Requirement Hours:</b>	<b>62</b>

		<b>Hours</b>
	<b>Total Minimum Hours Required for Completion of Management of Technology Major (no minor)</b>	<b>124</b>

## **Bachelor of Science - Management of Technology with Minor**

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

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

### **Applicable General University Requirements**

Students earning the Bachelor of Science (BS) degree with a major in Management of Technology with Minor must satisfy all general University requirements and meet all financial obligations before a degree is awarded.

### **General Education Requirements**

<b>Area</b>	<b>Discipline/Course</b>	<b>Hours</b>
<b>I</b>	<b>Written Composition</b>	<b>6</b>
<b>II</b>	<b>Humanities/Fine Arts (12 hours total)</b>	<b>12</b>
<b>III</b>	<b>Mathematics and Natural Sciences (11 hours total)</b>	
	Finite math or the equivalent	<b>3</b>
	Natural sciences (lab-based)	<b>8</b>
<b>IV</b>	<b>History/Behavioral and Social Sciences (12 hours total)</b>	
	Macroeconomics (ECO 231)	<b>3</b>
	Microeconomics (ECO 232)	<b>3</b>
	Other courses in history or behavioral/social science	<b>6</b>
	<b>Students are encouraged to take at least one history course and one behavioral science course.</b>	
	<b>Total General Education Requirement Hours:</b>	<b>41</b>

### **Major Prerequisite (Pre-Professional) Course Requirements (Area V)**

	<b>Discipline/Course</b>	<b>Hours</b>
	Microcomputer Applications (CIS 146)	<b>3</b>
	Principles of Accounting I and II (BUS 241 and BUS 242)	<b>6</b>
	Business Statistics I (BUS 271)	<b>3</b>
	Business Statistics II (BUS 272)	<b>3</b>
	Legal and Social Environment of Business (BUS 263)	<b>3</b>
	Elective	<b>3</b>
	<b>Total Major Prerequisite Requirement Hours:</b>	<b>21</b>
	<b>Total General Education and Major Prerequisite Requirement Hours:</b>	<b>62</b>

### Professional Course Requirements

(Courses are listed in the order they should be taken. Take upper level electives, as needed, in order to achieve 60 upper level hours of coursework. Take minor courses as offered. Electives and minor courses may be taken during any semester.)

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 below and “Assessment” in the College of Business General Information section].

	<b>Management of Technology Core Courses</b>	<b>Hours</b>
	MG 320 Organizational Communication ( <i>MUST be taken 1st semester</i> ) Students who do not complete MG 320 Organizational Communication at Athens State are required to take GBA 300 Business Research Skills, a 1 hour course designed to familiarize students with business information sources and library research skills.	<b>3</b>
	MG 302 Management Information Systems ( <i>should be taken 1st semester</i> )	<b>3</b>
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> )	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MK 331 Marketing Principles	<b>3</b>
	MG 352 International Business <b>or</b> EC 320 International Economics and Trade	<b>3</b>
	MG 415 Technical Risk Management	<b>3</b>
	MG 390 Operations Management (Aviation Management minors may substitute MG 474)	<b>3</b>
	MG 418 Management of Technology	<b>3</b>
	MG 419 Technology Transfer and Commercialization	<b>3</b>
	MG 420 Business Policy ( <i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>3</b>
	MG 480 Seminar in Business ( <i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i> )	<b>2</b>
	<b>Total Management of Technology Core Hours:</b>	<b>35</b>

**Assessment Exam:** Student must earn an acceptable score on an assessment exam in MG 420 containing questions dealing with the skill and competency areas around which the curriculum is based.

### Minor (Required)

	<b>Course</b>	<b>Hours</b>
	Required courses for minor (see Minors section later in this catalog) <b>Minor options:</b> Acquisition & Contract Management Aviation Management Enterprise Systems Management Finance Health Care Management Human Resource Management Information Assurance Management Information Systems Management International Business Logistics and Supply Chain Management Marketing Operations Management Project Management Small Business/Entrepreneurship	<b>18</b>
	<b>Total Required Minor Hours:</b>	<b>18</b>



**Other Professional Credit**

Student must obtain approval of the plan for “Other Professional Credit” from MOT Advisor. Select option 1 OR 2 below.

	Course	Hours
	<p>1. Technical Core Credit (BLOCK CREDIT) (<i>Institutional Credit</i>) (up to 21 hours)  <b>NOTE BLOCK Credit is Lower Level Credit. Application for this credit may be based on <u>one</u> of the following:</b></p> <ul style="list-style-type: none"> <li>• Technical Training (4 or more semesters technical school/college)</li> <li>• Work Experience (6 years documented, successful work experience)</li> <li>• Professional Program (fine arts or health sciences)</li> </ul> <p><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 (e.g., ACE Guide).</b></p> <p><b>The Application for Technical Core Credit MUST be filed during the first term of enrollment at Athens State.</b></p>	<b>Up to 21</b>
	2. Advisor-approved elective hours as needed to total 60 hours of upper level credit and 124 total hours.	<b>Up to 21</b>
	<b>Total Professional Requirement Hours:</b>	<b>62</b>

		Hours
	<b>Total Minimum Hours Required for Completion of Management of Technology Major with Minor</b>	<b>124</b>

## College of Business Certificate Programs

The College of Business at Athens State University offers the following specialized certificates. **A grade of “C” or better must be achieved on all required courses.**

### Certificate in Acquisition and Contract Management

	Course	Hours
	ACM 394 Introduction to Acquisition and Contract Management	3
	ACM 395 Acquisition and Contract Management Pricing	3
	ACM 396 Acquisition and Contract Management Administration	3
	ACM 397 Acquisition and Contract Management Negotiations	3
	ACM 398 Government Contract Law	3
	<b>Total Required Hours:</b>	<b>15</b>

### Certificate in Logistics and Supply Chain Management

	Course	Hours
	LSM 301 Introduction to Logistics and Supply Chain Management	3
	LSM 320 Logistics and Distribution	3
	LSM 330 Logistics and SCM in the Global Environment	3
	LSM 401 Logistics and Supply Chain Integration Techniques	3
	LSM 410 Logistics and Supply Chain Strategy	3
	<b>Total Required Hours:</b>	<b>15</b>

### Certificate in Marketing

	Course	Hours
	MK 331 Marketing Principles	3
	MK 336 Consumer Behavior	3
	MK 431 Marketing Research	3
	MK 432 Retailing	3
	MK 433 Marketing Strategies and Policies	3
	<b>Total Required Hours:</b>	<b>15</b>

### SAP Student Achievement Recognition Certificate

	Course	Hours
	ESM 300 Enterprise Systems & Business Processes	3
	<b>Complete two of the following:</b> ESM 320 Human Capital Management Systems ESM 330 Accounting Information Systems ESM 410 Business Intelligence Systems ESM 420 Enterprise Systems Development ESM 425 Enterprise Systems Configuration	6
	<b>Total Required Hours:</b>	<b>9</b>