

# College of Business

**Kim LaFevor, D.B.A. – Dean**

Athens State University’s College of Business is nationally accredited by the Accreditation Council for 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. Information about the minors listed below can be found in the Minors section of this catalog. Information about the certificate programs listed below can be found at the end of the College of Business catalog section.

<b>Program Name</b>	<b>Degree(s) Available</b>	<b>Minor Available</b>	<b>Certificate Available</b>
Accounting	BS		
Accounting with Minor	BS		
Acquisition and Contract Management	BS	Yes	Yes
Aviation Management		Yes	Yes
Business Administration (open to non-business majors <b>only</b> )		Yes	
Enterprise Systems Management		Yes	
Finance		Yes	
Health Care Management		Yes	
Human Resource Management	BS	Yes	
Information Assurance	BS	Yes	
Information Systems Management		Yes	
International Business		Yes	
Logistics and Supply Chain Management	BS	Yes	Yes
Management	BS		
Management with Minor	BS		
Management of Technology	BS		Yes
Management of Technology with Minor	BS		
Marketing		Yes	Yes
Operations Management		Yes	
Project Management		Yes	Yes
SAP Certificate			Yes
Small Business/Entrepreneurship ( <b>not</b> open to Accounting with Minor majors)		Yes	
Tailored Business Minor (open to business majors <b>only</b> )		Yes	

## **College of Business – General Information**

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, human resource management, information assurance, 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. In addition to the pre- and post-assessment related to knowledge of the core professional courses, business majors will also take a pre- and post-assessment designed to measure knowledge related to their specific major(s).

**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, a plan of study which reflects the transferred credit and the requirements for degree completion is available to the student and the advisor in Degree Works via the student's Athens State Online account. Students are encouraged to read all the information regarding degree requirements on the plan of study. 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 for Graduation**

Every student planning on completing an undergraduate 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 an undergraduate degree, a student must:

- Complete a minimum of 124 semester hours with at least 25 percent of the degree requirements earned at Athens State University.
- Attain a minimum 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 University catalog.**
- Complete a minimum of 60 semester hours from an accredited baccalaureate degree granting institution; **at least 51 semester hours of credit must be at the 300-400 level.**
- Complete all of the general education and pre-professional courses (Areas I-V) required for the degree or major(s).
- Apply no more than 64 semester hours of non-traditional/non-graded college credit toward the degree.
- Complete all course requirements for the degree or major(s).
- 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 University catalog.**
- Complete all course requirements for the minor (when applicable).
- Complete the requirements for teacher certification (when applicable).

***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> ) <b>or</b> BUS 275 Principles of Management	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 <b>or</b> BUS 285 Principles of Marketing	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 <b>or</b> 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.

**General Electives**

	Elective hours as needed to meet minimum 124 hour requirement and all other general University requirements	3
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	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 an 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>or</b> BUS 275 Principles of Management	<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>or</b> BUS 285 Principles of Marketing	<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 <b>or</b> 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 Professional Requirement 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 (minimum 18 hours)	<b>18</b>
	<b>College of Business Minor options:</b>	
	Acquisition & Contract Management      Information Systems Management	
	Aviation Management      International Business	
	Enterprise Systems Management      Logistics and Supply Chain Management	
	Finance      Marketing	
	Health Care Management      Operations Management	
	Human Resource Management      Project Management	
	Information Assurance Management      Tailored Business Minor (must be approved by advisor)	
	<b>Total Minor Requirement Hours:</b>	<b>18</b>

**General Electives**

	Elective hours as needed to meet minimum 124 hour requirement and all other general University requirements	<b>3</b>
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		<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> ) <u>or</u> BUS 275 Principles of Management	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 <u>or</u> ESM 300 Enterprise Systems & Bus. Processes	3
	MG 390 Operations Management	3
	MK 331 Marketing Principles <u>or</u> BUS 285 Principles of Marketing	3
	ACM 397 Acquisition and Contract Management Negotiations	3
	ACM 398 Government Contract Law	3
	MG 352 International Business <u>or</u> 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.

**General Electives**

	Elective hours as needed to meet minimum 124 hour requirement and all other general University requirements	3
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	Hours
<b>Total Minimum Hours Required for Completion of Acquisition and Contract Management Major</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].

	<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>or</b> BUS 275 Principles of Management	<b>3</b>
	GBA 307 Quantitative Business Analysis and HR Analytics	<b>3</b>
	MG 349 Human Resources Management <b>or</b> BUS 276 Human Resource Management	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MK 331 Marketing Principles <b>or</b> BUS 285 Principles of Marketing	<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.

**General Electives**

	Elective hours as needed to meet minimum 124 hour requirement and all other general University requirements	<b>3</b>
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		<b>Hours</b>
	<b>Total Minimum Hours Required for Completion of Human Resource Management Major</b>	<b>124</b>



## Professional Course Requirements

(Courses are listed in the order they should be taken. 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>Core Courses</b>	<b>Hours</b>
	MG 320 Organizational Communication (MUST be taken 1st semester) 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 in 1<sup>st</sup> semester</i> )	<b>3</b>
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> ) <u>or</u> BUS 275 Principles of Management	<b>3</b>
	MK 331 Marketing Principles <u>or</u> BUS 285 Principles of Marketing	<b>3</b>
	IAM 409 Management of Information Assurance	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MG 390 Operations Management	<b>3</b>
	IAM 410 Information Assurance Administration and Operations Management	<b>3</b>
	IAM 411 Information Assurance Strategic Management	<b>3</b>
	IAM 412 Management of Business Contingency and Resilience Planning	<b>3</b>
	IAM 413 Information Assurance Systems and Product Acquisition	<b>3</b>
	MG 352 International Business <u>or</u> EC 320 International Economics and Trade	<b>3</b>
	IAM 414 Information Assurance Government ( <i>CAPSTONE</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 Professional Requirement Hours:</b>	<b>44</b>

## Minor (Required)

	<b>Course</b>	<b>Hours</b>
	Required Courses for Minor (18 hours minimum) <b>Minor options:</b> Enterprise Systems Management Information Systems Management Computer Science Computer Information Systems Computer Networking	<b>18</b>
	<b>Total Minor Requirement Hours:</b>	<b>18</b>

## General Electives

	Elective hours as needed to meet minimum 124 hour requirement and all other general University requirements	<b>3</b>
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	<b>Hours</b>
<b>Total Minimum Hours Required for Completion of Information Assurance Major</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
	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> ) <b>or</b> BUS 275 Principles of Management	3
	MK 331 Marketing Principles <b>or</b> BUS 285 Principles of Marketing	3
	LSM 300 Enterprise Systems and Business Processes	3
	LSM 353 Project Management	3
	MG 303 Management Decision Support Systems	3
	MG 350 Financial Management	3
	ACM 394 Introduction to Acquisition & Contract Management	3
	LSM 301 Introduction to Logistics and Supply Chain Management	3
	LSM 320 Logistics and Distribution	3
	MG 352 International Business <b>OR</b> EC 320 International Economics and Trade	3
	LSM 330 Logistics & Supply Chain Mgmt. in the Global Environment	3
	MG 390 Operations Management	3
	MG 417 Management of Change	3
	Electives (selected from ACM, ESM, ISM or MK courses)	6
	LSM 401 Logistics and Supply Chain Integration Techniques	3
	LSM 410 Logistics and Supply Chain Strategy	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.

**General Electives**

	Elective hours as needed to meet minimum 124 hour requirement and all other general University requirements	3
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	Hours
<b>Total Minimum Hours Required for Completion of Logistics and Supply Chain Management Major</b>	<b>124</b>





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

	<b>Discipline/Course</b>	<b>Hours</b>
	CIS 146 Microcomputer Applications <u>or</u> CIS 301 Problem Solving with Computers <u>or</u> GBA 301 Windows Applications for Business	<b>3</b>
	BUS 241 Principles of Accounting I <u>or</u> AC 300 Fundamentals of Accounting	<b>3</b>
	BUS 242 Principles of Accounting II <u>or</u> AC 301 Managerial Accounting	<b>3</b>
	BUS 271 Business Statistics I <u>or</u> MTH 265 Elementary Statistics <u>or</u> GBA 305 Stat Methods of Business I	<b>3</b>
	BUS 272 Business Statistics II <u>or</u> GBA 306 Stat Methods of Business II	<b>3</b>
	BUS 263 Legal & Social Environment of Business <u>or</u> BUS 261 Business Law I <u>or</u> GBA 311 Legal Environment of Business	<b>3</b>
	<b>Total Major Prerequisite Requirement Hours:</b>	<b>18</b>
	<b>Total General Education and Major Prerequisite Requirement Hours:</b>	<b>59</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> ) <u>or</u> BUS 275 Principles of Management	<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 <u>or</u> BUS 276 Human Resource Management	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MK 331 Marketing Principles <u>or</u> BUS 285 Principles of Marketing	<b>3</b>
	GBA 314 Business Ethics	<b>3</b>
	MG 351 Labor/Management Relations	<b>3</b>
	MG 352 International Business <u>or</u> 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>
	<b>Total Professional Requirement Hours:</b>	<b>50</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.

### **General Electives**

	Elective hours as needed to meet minimum 124 hour requirement and all other general University requirements	<b>15</b>
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		<b>Hours</b>
	<b>Total Minimum Hours Required for Completion of Management Major (no minor)</b>	<b>124</b>



### **Professional Course Requirements**

(Courses are listed in the order they should be taken. 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>or</b> BUS 275 Principles of Management	<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>or</b> BUS 285 Principles of Marketing	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MG 352 International Business <b>or</b> 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 Professional Requirement 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 (minimum 18 hours)	<b>18</b>
	<b>College of Business Minor options:</b>	
	Acquisition & Contract Management      Information Systems Management	
	Aviation Management      International Business	
	Enterprise Systems Management      Logistics and Supply Chain Management	
	Finance      Marketing	
	Health Care Management      Operations Management	
	Human Resource Management      Project Management	
	Information Assurance Management      Small Business/Entrepreneurship	
		Tailored Business Minor (must be approved by advisor)
	<b>Total Minor Requirement Hours:</b>	<b>18</b>

### **General Electives**

	Elective hours as needed to meet minimum 124 hour requirement and all other general University requirements	<b>3</b>
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		<b>Hours</b>
	<b>Total Minimum Hours Required for Completion of Management Major with Minor</b>	<b>124</b>



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

	Discipline/Course	Hours
	CIS 146 Microcomputer Applications <u>or</u> CIS 301 Problem Solving with Computers <u>or</u> GBA 301 Windows Applications for Business	3
	BUS 241 Principles of Accounting I <u>or</u> AC 300 Fundamentals of Accounting	3
	BUS 242 Principles of Accounting II <u>or</u> AC 301 Managerial Accounting	3
	BUS 271 Business Statistics I <u>or</u> MTH 265 Elementary Statistics <u>or</u> GBA 305 Stat Methods of Business I	3
	BUS 272 Business Statistics II <u>or</u> GBA 306 Stat Methods of Business II	3
	BUS 263 Legal & Social Environment of Business <u>or</u> BUS 261 Business Law I <u>or</u> GBA 311 Legal Environment of Business	3
	<b>Note: ADP 301 is required for students that will be using prior learning credit to satisfy requirements for their MOT major</b>	
	<b>Total Major Prerequisite Requirement Hours:</b>	<b>18</b>
	<b>Total General Education and Major Prerequisite Requirement Hours:</b>	<b>59</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].

	Management of Technology Core Courses	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
	MG 302 Management Information Systems ( <i>should be taken 1st semester</i> )	3
	MG 303 Management Decision Support Systems	3
	MG 346 Principles of Management and Leadership ( <i>should be taken 1st semester</i> ) <u>or</u> BUS 275 Principles of Management	3
	MG 350 Financial Management	3
	MG 353 Project Management	3
	MK 331 Marketing Principles <u>or</u> BUS 285 Principles of Marketing	3
	MG 352 International Business <u>or</u> EC 320 International Economics and Trade	3
	MG 415 Technical Risk Management	3
	MG 390 Operations Management	3
	MG 418 Management of Technology	3
	MG 419 Technology Transfer and Commercialization	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>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.

### General Electives

	Elective hours as needed to meet minimum 124 hour requirement and all other general University requirements ( <b>ADP 301 required for students that will be using prior learning credit to satisfy requirements for their MOT major</b> )	24
	<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

Area	Discipline/Course	Hours
I	<b>Written Composition</b>	<b>6</b>
II	<b>Humanities/Fine Arts (12 hours total)</b>	
	At least one fine arts course	<b>3</b>
	At least one literature course*	<b>3</b>
	Other courses in humanities or fine arts	<b>6</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>	
	Two courses in economics	<b>6</b>
	At least one history course*	<b>3</b>
	Other course in history or behavioral/social science	<b>3</b>
	<b>*Students must complete a 6 hour sequence in either Literature (Area II) or History (Area IV).</b>	
	<b>Total General Education Requirement Hours:</b>	<b>41</b>

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

	Discipline/Course	Hours
	CIS 146 Microcomputer Applications <b>or</b> CIS 301 Problem Solving with Computers <b>or</b> GBA 301 Windows Applications for Business	<b>3</b>
	BUS 241 Principles of Accounting I <b>or</b> AC 300 Fundamentals of Accounting	<b>3</b>
	BUS 242 Principles of Accounting II <b>or</b> AC 301 Managerial Accounting	<b>3</b>
	BUS 271 Business Statistics I <b>or</b> MTH 265 Elementary Statistics <b>or</b> GBA 305 Stat Methods of Business I	<b>3</b>
	BUS 272 Business Statistics II <b>or</b> GBA 306 Stat Methods of Business II	<b>3</b>
	BUS 263 Legal & Social Environment of Business <b>or</b> BUS 261 Business Law I <b>or</b> GBA 311 Legal Environment of Business	<b>3</b>
	<b>Note: ADP 301 is required for students that will be using prior learning credit to satisfy requirements for their MOT major</b>	
	<b>Total Major Prerequisite Requirement Hours:</b>	<b>18</b>
	<b>Total General Education and Major Prerequisite Requirement Hours:</b>	<b>59</b>

### Professional Course Requirements

(Courses are listed in the order they should be taken. 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>or</b> BUS 275 Principles of Management	<b>3</b>
	MG 350 Financial Management	<b>3</b>
	MK 331 Marketing Principles <b>or</b> BUS 285 Principles of Marketing	<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 Professional Requirement 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 (minimum 18 hours)	<b>18</b>
	<b>College of Business Minor options:</b>	
	Acquisition & Contract Management      Information Systems Management	
	Aviation Management      International Business	
	Enterprise Systems Management      Logistics and Supply Chain Management	
	Finance      Marketing	
	Health Care Management      Operations Management	
	Human Resource Management      Project Management	
	Information Assurance Management      Small Business/Entrepreneurship	
	Tailored Business Minor (must be approved by advisor)	
	<b>Total Minor Requirement Hours:</b>	<b>18</b>

### General Electives

		<b>Hours</b>
	Elective hours as needed to meet minimum 124 hour requirement and all other general University requirements ( <b>ADP 301 required for students that will be using prior learning credit to satisfy requirements for their MOT major</b> )	<b>12</b>

		<b>Hours</b>
	<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**

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

### **Certificate in Aviation Management**

	<b>Course</b>	<b>Hours</b>
	MG 470 Introduction to Aviation Management	<b>3</b>
	MG 471 Aviation Law	<b>3</b>
	MG 472 Aviation Safety and Security Management	<b>3</b>
	MG 474 General Aviation Management	<b>3</b>
	MG 476 Federal Aviation Regulations Management	<b>3</b>
	<b>Total Required Hours:</b>	<b>15</b>

### **Certificate in Logistics and Supply Chain Management**

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

### **Certificate in Management of Technology**

	<b>Course</b>	<b>Hours</b>
	MG 353 Project Management	<b>3</b>
	MG 415 Technical Risk Management	<b>3</b>
	MG 417 Management of Change	<b>3</b>
	MG 418 Management of Technology	<b>3</b>
	MG 419 Technology Transfer and Commercialization	<b>3</b>
	<b>Total Required Hours:</b>	<b>15</b>

### **Certificate in Marketing**

	<b>Course</b>	<b>Hours</b>
	MK 331 Marketing Principles <b>or</b> BUS 285 Principles of Marketing	<b>3</b>
	MK 336 Consumer Behavior	<b>3</b>
	MK 431 Marketing Research	<b>3</b>
	MK 432 Retailing	<b>3</b>
	MK 433 Marketing Strategies and Policies	<b>3</b>
	<b>Total Required Hours:</b>	<b>15</b>

### **Certificate in Project Management**

	<b>Course</b>	<b>Hours</b>
	MG 353 Project Management	<b>3</b>
	MG 357 Project Detailed Scheduling and Planning	<b>3</b>
	MG 358 Project Initiation and Scope Management	<b>3</b>
	MG 405 Project Cost Control and Earned Value Management	<b>3</b>
	MG 413 Project Communication, Management and Leadership	<b>3</b>
	<b>Total Required Hours:</b>	<b>15</b>

### **SAP Student Achievement Recognition Certificate**

	<b>Course</b>	<b>Hours</b>
	ESM 300 Enterprise Systems & Business Processes	<b>3</b>
	<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	<b>6</b>
	<b>Total Required Hours:</b>	<b>9</b>