

COLLEGE OF BUSINESS MINORS

Business Administration Minor

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

AC	300	Fundamentals of Accounting.....	3 semester hours	___
EC	310	Modern Economics or Principles of Economics I.....	3 semester hours	___
GBA	305	Statistical Methods of Business I.....	3 semester hours	___
GBA	311	The Legal Environment of Business.....	3 semester hours	___
MG	320	Organizational Communication.....	3 semester hours	___
MG	346	Principles of Management and Leadership.....	3 semester hours	___
MG	350	Financial Management.....	3 semester hours	___
MK	331	Marketing Principles.....	3 semester hours	___
TOTAL HOURS REQUIRED.....			24 SEMESTER HOURS	

Contract Management Minor

(This minor is open to students in all majors. Please consult course descriptions for prerequisites.)

CM	394	Introduction to Contract Management.....	3 semester hours	___
CM	395	Contract Pricing.....	3 semester hours	___
CM	396	Contract Administration.....	3 semester hours	___
CM	397	Contract Negotiations.....	3 semester hours	___
CM	398	Contract Law.....	3 semester hours	___
CM	399	Advanced Contract Research/Project.....	3 semester hours	___
TOTAL MINOR HOURS.....			18 SEMESTER HOURS	

e-Commerce Marketing Minor

(This minor is open to students in all majors. Please consult course descriptions for prerequisites.)

MG	416	Entrepreneurship.....	3 semester hours	___
MK	332	Introduction to e-Commerce.....	3 semester hours	___
MK	334	Internet Marketing.....	3 semester hours	___
MK	336	Consumer Behavior.....	3 semester hours	___
MK	434	E-Commerce Strategy.....	3 semester hours	___
MK	435	E-Commerce Practicum.....	3 semester hours	___
TOTAL HOURS REQUIRED.....			18 SEMESTER HOURS	

Health Care Management Minor

(This minor is open to students in all majors. Please consult course descriptions for prerequisites.)

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

Human Resource Management Minor

(This minor is open to students in all majors. Please consult course descriptions for prerequisites.)

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

International Business Minor

(This minor is open to students in all majors. Please consult course descriptions for prerequisites.)

MG 352 International Business#.....	3 semester hours	___
EC 410 Intern'l Fin. & Monetary Econ OR EC 320 Intern'l Commerce.....	3 semester hours	___
GBA350 International Business Law.....	3 semester hours	___
MG 412 Cultural Diversity & Comm. Iss.	3 semester hours	___
Select 2 courses from the following:.....	6 semester hours	___ ___
PO 453 International Relations		
GBA 314 Business Ethics		
AR/RE 421 Sacred Art in History		
MK 431 Marketing Research		
TOTAL HOURS REQUIRED	18 SEMESTER HOURS	

Marketing Minor

(This minor is open to students in all majors. Please consult course descriptions for prerequisites.)

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

Small Business/Entrepreneurship Minor

(This minor is open to students in all majors. Please consult course descriptions for prerequisites.)

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

CERTIFICATES

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

Certificate in Contract Management

CM 394 Introduction to Contract Management.....	3 semester hours	___
CM 395 Contract Pricing	3 semester hours	___
CM 396 Contract Administration.....	3 semester hours	___
CM 397 Contract Negotiations.....	3 semester hours	___
CM 398 Contract Law.....	3 semester hours	___
TOTAL HOURS REQUIRED	15 SEMESTER HOURS	

Certificate in Marketing

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