B.S. DEGREE IN MANAGEMENT
REQUIREMENTS FOR THE MANAGEMENT MAJOR

2019-2020

Admission Requirements for the Management Major:
The Management major is a limited access program. To be admitted to the major, students must (1) have completed at least 52 semester hours, (2) have completed ACG 2021, ACG 2071, CGS 2100 or CGS 2518, ECO 2013, ECO 2023, MAC 2233, and STA 2023 with a grade of "C-" or better in each course, and (3) have the required overall GPA on all prior college level work that is in effect at the time they enter the major. The overall GPA required for the 2019-2020 academic year (Fall 2019, Spring 2020, and Summer 2020) is 2.90. The overall GPA required is subject to change each academic year.

Lower-level Prerequisites for Management Majors: Students must earn a “C-” or better in each course. All of these courses must be completed prior to admission to the Management major.

<table>
<thead>
<tr>
<th>Course #</th>
<th>Course Title</th>
<th>Hrs</th>
<th>Course Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECO 2013</td>
<td>Principles of Macroeconomics</td>
<td>3</td>
<td>None</td>
</tr>
<tr>
<td>ECO 2023</td>
<td>Principles of Microeconomics</td>
<td>3</td>
<td>None</td>
</tr>
<tr>
<td>MAC 2233</td>
<td>Calculus for Business</td>
<td>3</td>
<td>MAC 1105</td>
</tr>
<tr>
<td>STA 2023</td>
<td>Fundamental Business Statistics</td>
<td>3</td>
<td>MAC 1105</td>
</tr>
<tr>
<td>CGS 2100</td>
<td>Microcomputer Applications for Business</td>
<td>3</td>
<td>None</td>
</tr>
<tr>
<td>CGS 2518</td>
<td>Spreadsheets for Business</td>
<td>3</td>
<td>None</td>
</tr>
<tr>
<td>ACG 2021</td>
<td>Introduction to Financial Accounting</td>
<td>3</td>
<td>None</td>
</tr>
<tr>
<td>ACG 2071</td>
<td>Introduction to Managerial Accounting</td>
<td>3</td>
<td>ACG 2021</td>
</tr>
</tbody>
</table>

GEB 1030 – Professional Development for Business careers (1) is required for all students entering FSU Fall 2019 or later. A grade of “C-“ or better is required.

RMI 2302 – Risk in Business and Society (3) is required for students entering FSU Fall 2013 or later. A grade of “C-“ or better is required.

3000-4000 Level Course Requirements: All students at FSU must complete at least 45 hours in courses at the 3000 or 4000 level. These courses may be in business or outside of business. The specific courses required at the 3000-4000 level for the Management major total 42 hours.

General Business Core Requirements for Management Majors: Students must earn a “C-“ or better in each course.

<table>
<thead>
<tr>
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<th>Course Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUL 3310</td>
<td>The Legal and Ethical Environment of Business</td>
<td>3</td>
<td>None</td>
</tr>
<tr>
<td>FIN 3403</td>
<td>Financial Management of the Firm</td>
<td>3</td>
<td>ECO 2023, ACG 2021</td>
</tr>
<tr>
<td>GEB 3213</td>
<td>Business Communications</td>
<td>3</td>
<td>Admission to the major</td>
</tr>
<tr>
<td>ISM 3541</td>
<td>Introduction to Business Analytics</td>
<td>3</td>
<td>None</td>
</tr>
<tr>
<td>MAN 3240</td>
<td>Organizational Behavior</td>
<td>3</td>
<td>None</td>
</tr>
<tr>
<td>MAR 3023</td>
<td>Basic Marketing Concepts</td>
<td>3</td>
<td>ECO 2023</td>
</tr>
</tbody>
</table>

General Business Breadth Requirements for Management Majors: Students must earn a “C-“ or better in each course.

<table>
<thead>
<tr>
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<th>Hrs</th>
<th>Course Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAN 4720</td>
<td>Strategic Management and Business Policy</td>
<td>3</td>
<td>FIN 3403, MAN 3240, MAR 303</td>
</tr>
</tbody>
</table>

Plus two (2) electives from the following list of courses:

- FIN 3244 Financial Markets, Institutions, and Intl. Finance Systems
- *ISM 3003 Foundations of Management Information Systems
- *MAN 3600 Multinational Business Operations
- MAR 3231 Retailing Management
- *MAR 3400 Professional Selling
- QMB 3200 Quantitative Methods for Business Decisions
- REE 3043 Real Estate
- RMI 3011 Risk Management and Insurance

*Recommended options for Management majors.

Please see reverse side
Management Major Area Requirements: All Management majors must complete six courses (18 semester hours) as listed below. A grade of “C-” or better must be earned in each course used to satisfy the management major area requirements. In addition, a minimum grade point average (GPA) of 2.0 must be earned in the courses used to satisfy the major area requirements.

<table>
<thead>
<tr>
<th>Course #</th>
<th>Course Title</th>
<th>Hrs</th>
<th>Course Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAN 4301</td>
<td>Human Resource Management</td>
<td>3</td>
<td>MAN 3240</td>
</tr>
<tr>
<td>MAN 4701</td>
<td>Business and Society</td>
<td>3</td>
<td>MAN 3240</td>
</tr>
<tr>
<td></td>
<td>Plus four (4) electives from the following list of courses:</td>
<td></td>
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<tr>
<td>MAN 4143</td>
<td>Leadership</td>
<td>3</td>
<td>MAN 3240</td>
</tr>
<tr>
<td>MAN 4201</td>
<td>Organizational Analysis &amp; Change</td>
<td>3</td>
<td>MAN 3240</td>
</tr>
<tr>
<td>MAN 4330</td>
<td>Compensation</td>
<td>3</td>
<td>MAN 4301</td>
</tr>
<tr>
<td>MAN 4401</td>
<td>Management of Labor and Industrial Relations</td>
<td>3</td>
<td>MAN 3240</td>
</tr>
<tr>
<td>MAN 4441</td>
<td>Negotiations and Conflict Management</td>
<td>3</td>
<td>MAN 3240</td>
</tr>
<tr>
<td>MAN 4605</td>
<td>Cross Cultural Management</td>
<td>3</td>
<td>MAN 3240</td>
</tr>
<tr>
<td>MAN 4752</td>
<td>Competitive Dynamics</td>
<td>3</td>
<td>MAN 3240</td>
</tr>
<tr>
<td>MAN 4930r</td>
<td>Special Topics in Management</td>
<td>3</td>
<td>MAN 3240</td>
</tr>
<tr>
<td>MAN 4941</td>
<td>Management Internship</td>
<td>3</td>
<td>Permission of Department</td>
</tr>
</tbody>
</table>

*Students cannot major in both Management & Human Resource Management.

Additional Information:

1. In addition to the requirements outlined above, each student must complete all University-wide requirements for graduation. These requirements include liberal studies requirements, the multicultural requirement, the summer residency requirement, the FSU residency requirement, and total hours requirement. Depending on time of admission to Florida State University, University-wide requirements may differ; please consult your advisor.

2. Students must not enroll in any course at another institution without first receiving approval from the College of Business Undergraduate programs Office. Once enrolled at FSU, students should plan to take their upper-level business courses at FSU. Any exception to this policy must be approved in advance by the College of Business Undergraduate Programs Office. Transfer of upper-level business courses completed prior to enrolling at FSU must be from business colleges at other 4-year, accredited institutions. These courses must be approved for course substitution by the College of Business Undergraduate Programs Office upon entering FSU.

3. Please be advised that business courses offered in the summer semester are extremely limited.

4. For additional information regarding the Management major, contact the Department of Management, RBA 305, 644-5505.