

BUSINESS

<http://www.bus.miami.edu>

Introduction

The School of Business Administration offers courses leading to the degrees of

- Bachelor of Business Administration (BBA), and
- Bachelor of Science in Business Administration (BSBA).

Undergraduate degrees in business are administered by the Vice Dean for Undergraduate Business Education.

Mission

The mission of the University of Miami School of Business Administration is to develop innovative ideas and principled leaders that transform global business and society.

Accreditation

The Bachelor of Science in Business Administration and the Bachelor of Business Administration as well as all Accounting programs are fully accredited by AACSB International – The Association to Advance Collegiate Schools of Business.

Academic Policies

Student Responsibilities

- Students in the School of Business Administration are responsible for planning their own academic programs and for meeting degree requirements.
- It is the student's responsibility to understand fully, and to comply with, all the provisions of this Bulletin and any written changes to their program of study.
- Students are provided assistance by academic advisors and faculty members.
- Requests for deviation from department, program, or school requirements are granted only by written approval from the Vice Dean or, in some cases, the relevant department chairperson.
- A student who is in violation of the provisions of this Bulletin may be administratively withdrawn from a class or classes, dismissed as a business student, and/or have an electronic hold placed upon future enrollment.
- A student who is disruptive in class as determined by assigned faculty and the Vice Dean will be administratively dropped from the class.
- Information regarding appeal procedures and special requests relative to academic matters is available in Merrick 104, School of Business Administration, Office of Undergraduate Business Education.

Admission to the School of Business Administration

Admission to the University for undergraduate study as a freshman is sufficient for admission to the School of Business Administration prior to matriculation. However, strong quantitative skills are typically needed for success. Students who do not matriculate in the School of Business Administration in their first semester of study at the University may

request a transfer to the School of Business Administration thereafter only according to the policies and procedures set out below.

Transferring to the School of Business Administration

Transfer applicants from outside the University of Miami must submit a satisfactory academic record in compliance with the standards of the University of Miami Office of Admission. All previous transfer courses must be from an accredited institution. Admitted applicants will be in good academic standing at all institutions previously attended and have a minimum cumulative grade point average (GPA) of 3.0. A minimum grade of "C" (2.0) must be earned in all transfer courses for credit to be awarded. This includes repeated courses under a forgiveness policy at any previous institution.

All transfer students to the School of Business Administration, including those from other Schools and Colleges within the University of Miami, must have completed and received college credit for a calculus course equivalent to either MTH 161 (4 credit hours) or MTH 140/MTH 141 (8 credit hours), and earned a grade of "B" or better in the course(s). The transfer calculus course must be approved by submitting the syllabus and textbook title to the University of Miami Department of Mathematics for evaluation.

All transfer coursework taken outside the University of Miami will be reviewed on a course-by-course basis for equivalency to School of Business Administration course requirements. Any business class that is from a non-AACSB accredited institution will be accepted only as elective credit toward the overall degree requirements. Transfer applicants may appeal to have transfer classes from non-AACSB accredited institutions reviewed for possible application toward business course requirements by submitting the course syllabus and textbook title to the Office of Undergraduate Business Education.

A transfer student's overall coursework must also meet specific curricular and residency requirements. Pursuant to School of Business Administration policy, transfer students must complete a minimum of 50 percent of the Business Core at the University of Miami. Transfer students must also complete a minimum of 50 percent of all major and a minimum of 50 percent of all minor courses at the University of Miami. University Residency and other requirements, applicable to all students, are set out below in the section headed Requirements for Graduation.

Academic Progress, Probation, and Dismissal

When a student's semester or cumulative GPA is below 2.0, or progress toward degree completion is unsatisfactory, the student will be warned, placed on academic probation, or dismissed in accordance with the University's or School of Business Administration's policies and procedures:

- Warning: semester GPA lower than 2.0 but cumulative GPA above 2.0
- Probation: cumulative GPA lower than 2.0
- Probation with Dismissal: two consecutive semesters with cumulative GPA lower than 2.0, or failure to make progress toward degree completion
- Failure to make progress toward degree completion includes, but is not be limited to:
 - failure to complete enough credit hours in the business degree program to graduate after ten regular semesters of enrollment

- failure to maintain a GPA sufficiently high to permit graduation in the ordinary course with the minimum 2.5 GPA.
 - failure in any business course the student repeats pursuant to the University's General Repeat Rule or otherwise.
 - failure to pass the required calculus course (MAS 110 or MTH 161 for the BBA degree, MTH 161 for the BSBA degree) by the fourth semester.
- A student on probation is not permitted to enroll in more than four courses (no more than 13 credit hours) and may have an electronic hold placed upon future enrollment until grades for work-in-progress are reviewed by the School of Business Academic Standards Committee.
 - A student who is dismissed for failure to satisfactorily complete required business core courses, or for failure to make progress toward the degree, may not automatically be dismissed from the University. Accordingly, such a student may apply to another School or College within the University, and if accepted, may continue as an undergraduate student at the University of Miami. For such a student who is **not** accepted by another School or College, dismissal from the School of Business Administration may have the incidental effect of dismissal from the University of Miami as well.

University Repeat Rule in the School of Business Administration

The University's rules regarding repeating courses may be viewed in the General University Information pages of this Bulletin, which explain the Undergraduate Academic Procedures and Information on Repeat Rules (<http://bulletin.miami.edu/general-university-information/university-policies/course-information/#text>). The following policy is applied specifically to business students taking advantage of the University's Repeat Rule:

- The summer sessions are not counted as semesters, either individually or together, in determining the last semester in which a student may elect to repeat a course in which a "D" or "F" grade is earned under the University Repeat policy.
- A student who wishes to take advantage of the University Repeat Rule policy must complete a Repeat Rule Request Form, which is available from the student's academic advisor in the School of Business Administration, Office of Undergraduate Business Education. For additional information about the application of the Repeat Rule in the School of Business Administration, consult an academic advisor in the Office of Undergraduate Business Education.

Readmission

The requirements for readmission may be viewed in the General Information, Student Status (<http://bulletin.miami.edu/general-university-information/undergraduate-policies-and-procedures/student-status>) section of this Bulletin. The following special conditions related to readmission are also in effect for the School of Business Administration:

- A student requesting readmission, who was previously dismissed for academic reasons or who had below a 2.0 cumulative GPA, must present adequate evidence that the conditions and/or factors that caused the prior poor academic performance have changed sufficiently and that there is a reasonable expectation of satisfactory performance if the student is permitted to resume study in the School of Business Administration.
- A student dismissed for nonacademic reasons must provide written authorization from the Dean of Students' Office before re-enrollment will be permitted.
- A business student who did not earn at least a C grade in MAS 110 or MTH 161 will not be readmitted to the School of Business Administration.
- A student seeking readmission may have conditions placed upon any such readmission. Failure to satisfactorily accomplish the stated conditions may result in dismissal or the student otherwise not being permitted to register for future semesters.

Changes to Academic Requirements

The School of Business Administration reserves the right to change academic requirements including course offerings, minimum grade requirements, and minimum required grade point averages, to ensure that students are receiving the latest knowledge and are maintaining the standards necessary to be professionally competitive. Changes are communicated to students either by written or electronic notice, or personally by their academic advisors.

Requirements for Graduation

Residency and Other Graduation Requirements

In addition to meeting the graduation requirements as set out in Degree Programs, below, a candidate for either the BBA or BSBA degree must complete the last 45 credit hours consecutively and exclusively in degree-seeking status in residence at the School of Business Administration, University of Miami. Credit by examination may not be used to meet the residency requirement. In addition, a minimum of 120 credit hours is required for graduation, not including ENG 103, TAL 191, MTH 099, or any UMI Internship course. The student's last 56 credit hours must be completed at a four-year institution.

After being admitted to the University of Miami, students must complete all business coursework in residence, including coursework required by the Business Core and specific coursework for the business major and minor areas of specialization. This policy applies equally to non-business students completing minor areas of specialization in the School of Business Administration. Any appeal for an exception to this policy must be submitted in writing to the Office of Undergraduate Business Education.

Age of Credit Hours

Credit hours more than 12 years old are not recognized for degree purposes.

Grade Point Average (GPA)

To graduate, business students must earn a minimum cumulative grade point average (GPA) of 2.5 in all undergraduate courses taken (combined UM and transfer coursework) *and* must also earn a minimum cumulative GPA of 2.5 in all undergraduate courses taken at the University of Miami. (See the General University Information page in this Bulletin regarding Grades (<http://bulletin.miami.edu/general-university-information/undergraduate-policies-and-procedures/grades>.) Each major and/or minor area of specialization within the School of Business Administration has its own set of requirements regarding minimum GPA, both for individual courses in the major/minor area of specialization and with regard to the cumulative GPA in the specific coursework required for the major/minor area of specialization. Students are responsible for understanding the minimum GPA requirements for their proposed major/minor area(s) of specialization.

Degree Programs

Bachelor of Business Administration (BBA)

All BBA students must complete areas A, B, C, D, and E as listed below. All courses, except some of those in area D, must be taken for graded credit. (See the General University Information page in this Bulletin regarding Credit Only Option (<http://bulletin.miami.edu/general-university-information/undergraduate-policies-and-procedures/grades>).

A. University of Miami's General Education Requirements

The School of Business Administration participates in the University's General Education requirements (<http://bulletin.miami.edu/general-university-information/undergraduate-policies-and-procedures/general-education-requirements>). See descriptions in the General University Information section of this Academic Bulletin.

All students must satisfy the University's general education Areas of Proficiency: English composition (ENG 105 and ENG 106), Advanced Writing and Communication Skills (School-based program described below), and Quantitative Skills (MAS 110 or any Department of Mathematics course numbered MTH 108 or higher). In addition, all undergraduate students must satisfy the University's general education distribution requirements in three Areas of Knowledge: Arts & Humanities (A&H); People & Society (P&S); and Science, Technology, Engineering & Mathematics (STEM).

Every BBA student must complete a cognate designated Arts & Humanities (A&H) outside the School of Business Administration. Additionally, each business major and minor area of specialization fulfills either the People & Society (P&S) Area of Knowledge or the Science, Technology, Engineering & Mathematics (STEM) Area of Knowledge. For specific information about majors/minors and Area of Knowledge designations, please refer to the chart of **Majors and Minors for the BBA Degree** that follows or the relevant Academic Bulletin page for each major/minor area of specialization.

Depending on the Area of Knowledge of the student's major(s) and any minor(s), an additional cognate in either People & Society (P&S) or Science, Technology, Engineering, and Mathematics (STEM) may also be required of the BBA student. Students are required to declare their cognates with the Office of Undergraduate Business Education prior to the start of the junior year.

The School of Business Administration's program establishing Advanced Writing and Communication Skills proficiency for business requires students to successfully complete the following courses beyond the basic English composition courses, ENG 105 and ENG 106: BSL 212 and BUS 300. Any student who does not complete ENG 106 with at least a C- is required either to repeat ENG 106 and earn at least a C- or complete ENG 230, Advanced Professional Communication, with at least a C- before enrolling in BUS 300.

The University Quantitative Skills proficiency requirement is satisfied within the BBA degree requirements upon successful completion of MAS 110 or MTH 161 (or a MTH 161 equivalent).

B. BBA Business Core

Code	Title	Credit Hours
ACC 211	Principles of Financial Accounting	3
ACC 212	Managerial Accounting	3

BSL 212	Introduction to Business Law	3
BTE 210	Fundamentals Of Business Technology & Innovation	3
BUS 101	First Step (Freshman Integrity, Responsibility, and Success through teamwork)	3
BUS 150	Business Analytics	3
BUS 300	Critical Thinking & Persuasion for Business	3
ECO 211	Economic Principles and Problems (Microeconomics)	3
ECO 212	Economic Principles and Problems (Macroeconomics)	3
FIN 302	Fundamentals of Finance	3
MAS 110	Quantitative Applications in Business (minimum grade of C- required)	3
or MTH 161	Calculus I	
MAS 201	Introduction to Business Statistics (minimum grade of C- required)	3
MAS 202	Intermediate Business Statistics	3
MGT 303	Operations Management	3
MGT 304	Organizational Behavior	3
MGT 401	Strategic Management (must be taken in final semester)	3
MKT 201	Foundations of Marketing	3
or MKT 301	Marketing Foundations	
Total Credit Hours		51

NOTE: ENG 105 and ENG 106, or their equivalents, must be completed prior to attaining junior year classification, per the University General Education Requirements (<http://bulletin.miami.edu/general-university-information/undergraduate-academic-procedure-information/general-education-requirements>). Additionally, all 100 and 200-level Business Core courses must be completed by the end of the fifth semester of college work or during the semester in which the student is completing 75 credit hours.

NOTE: MAS 110/MTH 161 and MAS 201 must be completed with a "C-" or better.

C. Major and Minor Areas of Specialization - Requirements

All BBA students must complete at least one major area of specialization in the School of Business Administration. Additionally, students may elect to complete a minor area of specialization either in the School of Business Administration or in another School or College within the University. For specific information on minors offered by other Schools and Colleges of the University of Miami, please refer to the applicable College, School, or Department section within this Academic Bulletin.

Requirements for the major and minor areas of specialization are specified by each academic department. Every course completed in satisfaction of either a major or minor area of specialization must be taken for a grade and a grade of "C-" or higher earned, unless specified differently by the department. GPA minima for each business area of specialization are set by the departments. Please refer to the relevant Academic Bulletin page for the major/minor area of specialization.

Business students are permitted to pursue more than one (business or other) major in distinct areas of specialization; however, completion of all required coursework is dependent upon careful sequencing. No course may be counted toward more than one major area of specialization or toward a major and a minor area of specialization, except a course that is specifically listed by number as required for both major areas of specialization and/or a major and a minor area of specialization. In this case, an alternate course or courses may be required for the additional major and/or minor. The courses of choice required for one major or minor area of specialization may not be utilized to satisfy courses of choice requirements for a second major and/or minor area of specialization. Consequently, students should understand that completion of more than one major and/or minor area of specialization may necessitate the completion of more than 120 credit hours or more than eight semesters of study for graduation.

Business students may choose to pursue a second major (also referred to as an additional major) from the College of Arts and Sciences, the School of Communication, or the School of Education (certain majors only). No courses used to satisfy an additional major may be used to satisfy the requirements for a business major or minor area of specialization.

Major areas of specialization in the School of Business Administration are available only with completion of the required Business Core. A student in another School or College at the University of Miami pursuing a business degree as a "second degree" or "dual degree" student, must meet the minimum requirements for transfer to the School of Business Administration, although the student is not required to formally transfer to the School of Business Administration.

- The student must meet with the Director of Advising in the Office of Undergraduate Business Education in order to construct an academic plan and complete the Dual Degree Memorandum.
- A minimum of 160 credit hours is required for graduation with the dual degree.
- The student must meet for academic planning with the appropriate advising administrator in his/her University of Miami home School or College. Satisfaction of degree requirements in each School or College may vary.
- The Office of the Provost completes the final approval of the Dual Degree Memorandum.

Students are required to declare their major area of specialization and minor area of specialization with the Office of Undergraduate Business Education prior to the start of their junior year.

Majors and Minors for the BBA Degree

Major Areas of Specialization	Responsible Department
Accounting (P&S)	Accounting
Business Technology (STEM)	Business Technology
Economics (P&S or STEM, depending on track)	Economics
Entrepreneurship (P&S)	Management
Finance (STEM)	Finance
Health Sector Management and Policy (P&S)	Health Sector Management and Policy
Human Resource Management (P&S)	Management
International Finance and Marketing (STEM)	Finance

Legal Studies (P&S)	Business Law
Management (P&S)	Management
Marketing (P&S)	Marketing
Real Estate (STEM)	Finance

Minor Areas of Specialization	Responsible Department
Accounting (P&S)	Accounting
Business Law (P&S)	Business Law
Business Technology (STEM)	Business Technology
Entrepreneurship (P&S)	Management
Finance (STEM)	Finance
Health Sector Management and Policy (P&S)	Health Sector Management and Policy
International Business (P&S)	Undergraduate Business Education
Management (P&S)	Management
Marketing (P&S)	Marketing
Political Economy (P&S)	Economics
Quantitative Economics (STEM)	Economics
Real Estate (STEM)	Finance

D. Electives (as needed to meet the minimum 120 credit hours)

All undergraduate courses offered by the University may be used as electives, with the following exceptions:

- ENG 103, TAL 191, MTH 099, and UMI 105-UMI 410, are offered for credit but do not count toward degree requirements. Nonetheless, the grade, if any, earned in any of these courses is included in the student's cumulative GPA, and credit for the course is included in the student's overall credit hours earned. Accordingly, these courses will serve to increase the total number of credit hours required to graduate.
- No more than 8 credit hours in applied music, including band, may be used.
- Any science course taken as an elective and used as preparation for entrance to medical school must be taken for a grade.

E. International Focus Within the Curriculum

At least one course with an international focus must be completed within the degree requirements. The appropriateness of the course is determined by the academic advisor.

Bachelor of Science in Business Administration (BSBA)

The BSBA degree in the School of Business Administration emphasizes quantitative foundation courses. All BSBA majors in the School of Business Administration must complete areas A, B, C, D, and E as listed below. All courses, except some of those in area D, must be taken for graded credit. (See the General University Information page in this Bulletin regarding Credit Only Option (<http://bulletin.miami.edu/general-university-information/undergraduate-policies-and-procedures/grades>).

A. University of Miami's General Education Requirements

The School of Business Administration participates in the University's General Education requirements (<http://bulletin.miami.edu/general-university-information/undergraduate-policies-and-procedures/general-education-requirements>). See descriptions in the General University Information section of this Academic Bulletin.

All students must satisfy the University's general education Areas of Proficiency: English composition (ENG 105 and ENG 106), Advanced Writing and Communication Skills (School-based program described

below), and Quantitative Skills (MAS 110 or any Department of Mathematics course numbered MTH 108 or higher). In addition, all undergraduate students must satisfy the University's general education distribution requirements in three Areas of Knowledge: Arts & Humanities (A&H); People & Society (P&S); and Science, Technology, Engineering & Mathematics (STEM).

Every BSBA student must complete a cognate designated Arts & Humanities (A&H) outside the School of Business Administration. Additionally, each business major and minor area of specialization fulfills either the People & Society (P&S) Area of Knowledge or the Science, Technology, Engineering & Mathematics (STEM) Area of Knowledge.

For specific information about majors/minors and Area of Knowledge designations, please refer to the chart of **Majors and Minors for the BSBA Degree** that follows or the relevant Academic Bulletin page for each major/minor area of specialization.

Depending on the Area of Knowledge of the student's major(s) and any minor(s), an additional cognate in either People & Society (P&S) or Science, Technology, Engineering, and Mathematics (STEM) may also be required of the BSBA student. Students are required to declare their cognates with the Office of Undergraduate Business Education prior to the start of the junior year.

The School of Business Administration's program establishing Advanced Writing and Communication Skills proficiency for business requires students to successfully complete the following courses beyond the basic English composition courses, ENG 105 and ENG 106: BSL 212 and BUS 300. Any student who does not complete ENG 106 with at least a C- is required to either repeat ENG 106 and earn at least a C- or complete ENG 230, Advanced Professional Communication, with at least a C- before enrolling in BUS 300.

The University Quantitative Skills proficiency requirement is satisfied within the BSBA degree requirements upon successful completion of MTH 161 (or a MTH 161 equivalent).

B. BSBA Business Core

Code	Title	Credit Hours
ACC 221	Accelerated Principles of Financial Accounting	3
ACC 222	Accelerated Managerial Accounting	3
BSL 212	Introduction to Business Law	3
BTE 210	Fundamentals Of Business Technology & Innovation	3
BTE 320	Introduction to Programming	3
BUS 101	First Step (Freshman Integrity, Responsibility, and Success through teamwork)	3
BUS 150	Business Analytics	3
BUS 300	Critical Thinking & Persuasion for Business	3
ECO 211	Economic Principles and Problems	3
ECO 212	Economic Principles and Problems	3
FIN 302	Fundamentals of Finance	3

MAS 311	Applied Probability and Statistics (minimum grade of C-required)	3
MAS 312	Statistical Methods and Quality Control	3
MTH 161	Calculus I (minimum grade of C-required)	4
MTH 162	Calculus II	4
MGT 303	Operations Management	3
MGT 304	Organizational Behavior	3
MGT 401	Strategic Management (must be taken in final semester)	3
MKT 201 or MKT 301	Foundations of Marketing Marketing Foundations	3
Quantitative Elective		
Select one of the suggested courses approved by the academic advisor:		3
BTE 324	Object-Oriented Programming	
BTE 423	Database Management Systems	
ECO 430	Applied Econometrics	
ECO 510	Mathematical Economics And Applications	
MAS 342	Introduction to Optimization and Decision Making	
MAS 442	Stochastic Models in Operations Research	
MAS 547	Computer Simulation Systems	
MGT 445	Supply Chain Modeling and Analysis	
MGT 446	Supply Chain Strategy	
Total Credit Hours		62

NOTE: ENG 105 and ENG 106, or their equivalents, must be completed prior to attaining junior year classification, per the University General Education Requirements (<http://bulletin.miami.edu/general-university-information/undergraduate-academic-procedure-information/general-education-requirements>). Additionally, all 100 and 200-level Business Core courses must be completed by the end of the fifth semester of college work or during the semester in which the student is completing 75 credit hours.

NOTE: MTH 161 and MAS 311 must be completed with a "C-" or better.

C. Major and Minor Areas of Specialization - Requirements

All BSBA students must complete at least one major area of specialization in the School of Business Administration. Additionally, students may elect to complete a minor area of specialization either in the School of Business Administration or in another School or College within the University. For specific information on minors offered by other Schools and Colleges of the University of Miami, please refer to the applicable College, School, or Department section within this Academic Bulletin.

Requirements for the major and minor areas of specialization are specified by each academic department. Every course completed in satisfaction of either a major or minor area of specialization must be taken for a grade and a grade of "C-" or higher earned, unless specified differently by the department. GPA minima for each business area of

specialization are set by the departments. Please refer to the relevant Academic Bulletin page for the major/minor area of specialization.

Business students are permitted to pursue more than one (business or other) major in distinct areas of specialization; however, completion of all required coursework is dependent upon careful sequencing. No course may be counted toward more than one major area of specialization or toward a major and a minor area of specialization, except a course that is specifically listed by number as required for both major areas of specialization and/or a major and a minor area of specialization. In this case, an alternate course or courses may be required for the additional major and/or minor. The courses of choice required for one major or minor area of specialization may not be utilized to satisfy courses of choice requirements for a second major and/or minor area of specialization. Consequently, students should understand that completion of more than one major and/or minor area of specialization may necessitate the completion of more than 120 credit hours or more than eight semesters of study for graduation.

Business students may choose to pursue a second major (also referred to as an additional major) from the College of Arts and Sciences, the School of Communication, or the School of Education (certain majors only). No courses used to satisfy an additional major may be used to satisfy the requirements for a business major or minor area of specialization.

Major areas of specialization in the School of Business Administration are available only with completion of the required Business Core. A student in another School or College at the University of Miami pursuing a business degree as a "second degree" or "dual degree" student, must meet the minimum requirements for transfer to the School of Business Administration, although the student is not required to formally transfer to the School of Business Administration.

- The student must meet with the Director of Advising in the Office of Undergraduate Business Education in order to construct an academic plan and complete the Dual Degree Memorandum.
- A minimum of 160 credit hours is required for graduation with the dual degree.
- The student must meet for academic planning with the appropriate advising administrator in his/her University of Miami home School or College. Satisfaction of degree requirements in each School or College may vary.
- The Office of the Provost completes the final approval of the Dual Degree Memorandum.

Students are required to declare their major area of specialization and minor area of specialization with the Office of Undergraduate Business Education prior to the start of their junior year.

Majors and Minors for the BSBA Degree

Major Areas of Specialization	Responsible Department
Accounting (P&S)	Accounting
Business Analytics (STEM)	Management Science
Business Technology (STEM)	Business Technology
Economics (P&S or STEM, depending on track)	Economics
Entrepreneurship (P&S)	Management
Finance (STEM)	Finance
Health Sector Management and Policy (P&S)	Health Sector Management and Policy

Human Resource Management (P&S)	Management
International Finance and Marketing (STEM)	Finance
Legal Studies (P&S)	Business Law
Management (P&S)	Management
Marketing (P&S)	Marketing
Real Estate (STEM)	Finance

Minor Areas of Specialization	Responsible Department
Accounting (P&S)	Accounting
Business Analytics (STEM)	Management Science
Business Law (P&S)	Business Law
Business Technology (STEM)	Business Technology
Economics (P&S or STEM, depending on track)	Economics
Entrepreneurship (P&S)	Management
Finance (STEM)	Finance
Health Sector Management and Policy (P&S)	Health Sector Management and Policy
International Business (P&S)	Undergraduate Business Education
Management (P&S)	Management
Marketing (P&S)	Marketing
Real Estate (STEM)	Finance

D. Electives (as needed to meet the minimum 120 credit hours)

All undergraduate courses offered by the University may be used as electives with the following exceptions:

- ENG 103, TAL 191, MTH 099, and UMI 105-UMI 410, are offered for credit but do not count toward degree requirements. Nonetheless, the grade, if any, earned in any of these courses is included in the student's cumulative GPA, and credit for the course is included in the student's overall credit hours earned. Accordingly, these courses will serve to increase the total number of credit hours required to graduate.
- No more than 8 credit hours in applied music, including band, may be used.
- Any science course taken as an elective and used in preparation for entrance to medical school must be taken for a grade.

E. International Focus Within the Curriculum

At least one course with an international focus must be completed within the degree requirements. The appropriateness of the course is determined by the academic advisor.

Honors

Foote Fellow Honors Program

The Foote Fellows Honors Program recognizes the most educationally accomplished incoming students at the University of Miami. Select incoming students will receive an invitation to the Foote Fellows Honors Program (<http://admissions.miami.edu/undergraduate/academics/programs-of-distinction/foote-fellows>).

Graduation (Latin) Honors

- Students who qualify based on their **cumulative GPA** (combined UM GPA and transfer course GPA) and class rank will graduate with University Honors: *cum laude*, *magna cum laude*, or *summa cum laude*.
- For details consult an academic advisor in the Office of Undergraduate Business Education and the University Honors Program Office (http://www.miami.edu/index.php/honors_program_home).

General Business Honors, School of Business Administration

Graduation with General Business Honors requires:

- Completion of all of the requirements of the **BSBA degree program**; and
- A minimum 3.75 **cumulative GPA** (combined UM GPA and transfer course GPA) at graduation.

For details, consult an academic advisor in the Office of Undergraduate Business Education.

Departmental Honors in Business

Graduation with Departmental Honors requires:

- A minimum 3.9 GPA in School of Business Administration courses at the end of the junior year; and
- Completion of a 3-credit hour research project during the entire senior year on a topic that is of interest to both the faculty member supervising the research and the student responsible for completing it. The research and written deliverable must be deemed to be of exceptional quality, consistent with the workload of a 3-credit upper level independent study course, and worthy of a designation that is only open to the top 1% of Business School undergraduates; and
- A minimum 3.9 GPA in all School of Business Administration courses at graduation; and
- Any other requirements, if any, established by the Department granting honors, as set forth in this Academic Bulletin.

Students who major in two distinct areas of specialization may complete their honors research project in the department of either business major specialization. Students pursuing the International Finance and Marketing major area of specialization, may complete their research project in either department.

The 3-credit hour research project class is taken for "credit only" and does not count toward the 120-credit hours required for graduation. Students who begin a research project but do not complete it will be retroactively withdrawn from the research course. Students receive credit for the project only if the work is deemed to be of exceptional quality.

Details related to Departmental Honors are available in the Office of Undergraduate Business Education.

Business Honor Societies

Students may be nominated for or elected into an honor society based on specific criteria. Contact the listed department for additional information.

- Beta Gamma Sigma (Highest Honors in Business) (Undergraduate Business Education (<http://bus.miami.edu/undergraduate-programs>))
- Beta Alpha Psi (Department of Accounting (<http://bus.miami.edu/faculty-and-research/academic-departments/accounting/contact-us>))

- Omicron Delta Epsilon (Department of Economics (<http://bus.miami.edu/faculty-and-research/academic-departments/economics/contact-us>))

Majors for Business Students

- B.B.A. in Accounting (<http://bulletin.miami.edu/undergraduate-academic-programs/business/accounting/accounting-bba>)
- B.S.B.A. in Accounting (<http://bulletin.miami.edu/undergraduate-academic-programs/business/accounting/accounting-bsba>)
- B.S.B.A. in Business Analytics (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management-science/management-science-bsba>)
- B.B.A. in Business Technology (<http://bulletin.miami.edu/undergraduate-academic-programs/business/business-technology/business-technology-bba>)
- B.S.B.A. in Business Technology (<http://bulletin.miami.edu/undergraduate-academic-programs/business/business-technology/business-technology-bsba>)
- B.B.A. in Economics (<http://bulletin.miami.edu/undergraduate-academic-programs/business/economics/economics-bba>)
- B.S.B.A. in Economics (<http://bulletin.miami.edu/undergraduate-academic-programs/business/economics/economics-bsba>)
- B.B.A. in Entrepreneurship (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/entrepreneurship-bba>)
- B.S.B.A. in Entrepreneurship (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/entrepreneurship-bsba>)
- B.B.A. in Finance (<http://bulletin.miami.edu/undergraduate-academic-programs/business/finance/finance-bba>)
- B.S.B.A. in Finance (<http://bulletin.miami.edu/undergraduate-academic-programs/business/finance/finance-bsba>)
- B.B.A. in Health Sector Management and Policy (<http://bulletin.miami.edu/undergraduate-academic-programs/business/health-sector-management-policy/health-sector-management-policy-bba>)
- B.S.B.A. in Health Sector Management and Policy (<http://bulletin.miami.edu/undergraduate-academic-programs/business/health-sector-management-policy/health-sector-management-policy-bsba>)
- B.B.A. in Human Resource Management (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/human-resource-management-bba>)
- B.S.B.A. in Human Resource Management (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/human-resource-management-bsba>)
- B.B.A. in International Finance and Marketing (<http://bulletin.miami.edu/undergraduate-academic-programs/business/finance/international-finance-marketing-bba>)
- B.S.B.A. in International Finance and Marketing (<http://bulletin.miami.edu/undergraduate-academic-programs/business/finance/international-finance-marketing-bsba>)
- B.B.A. in Legal Studies (<http://bulletin.miami.edu/undergraduate-academic-programs/business/business-law/legal-studies-bba>)
- B.S.B.A. in Legal Studies (<http://bulletin.miami.edu/undergraduate-academic-programs/business/business-law/legal-studies-bsba>)
- B.B.A. in Management (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/management-bba>)

- B.S.B.A. in Management (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/management-bsba>)
- B.B.A. in Marketing (<http://bulletin.miami.edu/undergraduate-academic-programs/business/marketing/marketing-bba>)
- B.S.B.A. in Marketing (<http://bulletin.miami.edu/undergraduate-academic-programs/business/marketing/marketing-bsba>)
- B.B.A. in Real Estate (<http://bulletin.miami.edu/undergraduate-academic-programs/business/finance/real-estate-bba>)
- B.S.B.A. in Real Estate (<http://bulletin.miami.edu/undergraduate-academic-programs/business/finance/real-estate-bsba>)

Minors for Business Students

- Accounting (<http://bulletin.miami.edu/undergraduate-academic-programs/business/accounting/accounting-minor>)
- Business Analytics (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management-science/management-science-minor>)
- Business Law (<http://bulletin.miami.edu/undergraduate-academic-programs/business/business-law/business-law-minor>)
- Business Technology (<http://bulletin.miami.edu/undergraduate-academic-programs/business/business-technology/business-technology-minor>)
- Entrepreneurship for Business Students (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/entrepreneurship-business-students-minor-high-growth-technology-ventures-track-enbt>)
- Finance (<http://bulletin.miami.edu/undergraduate-academic-programs/business/finance/finance-minor>)
- Health Sector Management and Policy (<http://bulletin.miami.edu/undergraduate-academic-programs/business/health-sector-management-policy/health-sector-management-policy-minor>)
- International Business (p. 8)
- Management for Business Students (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/management-business-students-minor>)
- Marketing for Business Students (<http://bulletin.miami.edu/undergraduate-academic-programs/business/marketing/marketing-minor>)
- Political Economy (<http://bulletin.miami.edu/undergraduate-academic-programs/business/economics/political-economy-minor>)
- Quantitative Economiccs (<http://bulletin.miami.edu/undergraduate-academic-programs/business/economics/quantitative-economics-minor>)
- Real Estate (<http://bulletin.miami.edu/undergraduate-academic-programs/business/finance/real-estate-minor>)

Minors for Non-Business Students

- Business Law (<http://bulletin.miami.edu/undergraduate-academic-programs/business/business-law/business-law-minor>)
- Business Technology (<http://bulletin.miami.edu/undergraduate-academic-programs/business/business-technology/business-technology-minor>)
- Entrepreneurship for Non-Business Students (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/entrepreneurship-non-business-students-minor-ent>)

- Finance (<http://bulletin.miami.edu/undergraduate-academic-programs/business/finance/finance-minor>)
- Health Sector Management and Policy (<http://bulletin.miami.edu/undergraduate-academic-programs/business/health-sector-management-policy/health-sector-management-policy-minor>)
- Management for Non-Business Students (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/management-non-business-students-minor>)
- Marketing for Non-Business Students (<http://bulletin.miami.edu/undergraduate-academic-programs/business/marketing/marketing-non-business-majors-minor>)
- Political Economy (<http://bulletin.miami.edu/undergraduate-academic-programs/business/economics/political-economy-minor>)
- Quantitative Economiccs (<http://bulletin.miami.edu/undergraduate-academic-programs/business/economics/quantitative-economics-minor>)

The Global Business Studies Program: Latin America (People & Society)

The Global Business Studies Program (<https://www.bus.miami.edu/undergraduate-programs/curriculum/majors/global-business>) is a co-major option for incoming Business freshmen, who apply and are selected. The co-major is not available to continuing or transfer students. Students in the program simultaneously pursue a major in a functional area of Business and, in the co-major, region-specific global studies coursework.

Curriculum for Co-major in Global Business Studies (21-27 credit hours)

1. Introduction to the region (3 credit hours)
2. Demonstrated proficiency in the language of the region, or where this is not feasible, at least one language course at the 200 level or above (min. 3 credit hours) Students may demonstrate language proficiency by completing business coursework delivered in the language of the region selected.
3. Economics of the region (3 credit hours)
4. Political and/or Regulatory Environment of the region (3 credit hours)
5. History of the region (3 credit hours)
6. Introduction to International Business (Standard course is MGT 349. Recommended alternatives: MGT "Doing Business in [the Region]" where available, or other approved business course in-country) (total of 3 credit hours)
7. Seminar & Senior Thesis (6 credit hours)
 - Culminates in a written research paper examining a significant problem or proposal for a particular country, approached from an interdisciplinary stand point
 - Carried out under the supervision of one or more faculty members
 - Oral presentation of the student's findings and recommendations also required
 - Required internship or directed study in-country may allow for field research

8. Minimum of one semester "study abroad" in the studied region is required.

- Students may choose to satisfy the co-major's economics and/or history and/or politics/regulation course requirement in-country.

Minor Area of Specialization in International Business (People & Society)

The International Business minor provides business students an interdisciplinary perspective of international business to augment their studies in other areas of business specialization. The International Business minor may not be taken by students pursuing the International Finance and Marketing major or by non-business students. Students must complete all pre-requisite courses before enrolling in required International Business minor courses.

The International Business minor consists of 12 credit hours as follows:

Code	Title	Credit Hours
Core Courses ¹		
Select two or three courses (6-9 credit hours) from the following:		6-9
FIN 330	International Finance	
MGT 349	International Business	
MGT 459	International and Multinational Management	
MKT 360	International Marketing	
Choice Courses for the Minor: ¹		
Select one or two courses (3-6 credit hours) to equal 12 total credit hours for the minor from the following:		3-6
BSL 412	International Business Law	
ECO 351	Economics of Developing Countries	
ECO 371	Latin America And The Global Economy	
ECO 441	International Trade Theory	
ECO 442	International Monetary Economics	
FIN 431	International Financial Management	
MGT 359	Comparative Management	
MGT 371	DOING BUSINESS IN LATIN AMERICA	
MKT 469	International Marketing Management	
POL 346	U.S.-Latin American Relations	
POL 347	American Foreign Policy	
POL 348	United States Relations with the Middle East	
POL 381	West European Politics (Previous Title: European Politics and Government)	
POL 384	Postcommunist Russian Politics	
POL 385	Politics and Society in Latin America	

POL 387	Politics of the Middle East
POL 392	International Terrorism
POL 544	Chinese Foreign Policy
POL 582	Political Economy of Development
POL 588	Politics in China
POL 591	International Security
POL 593	International Relations of the Middle East
Total Credit Hours	12

- ¹ All specific coursework for the International Business minor must be completed with a grade of "C-" or higher. A minimum cumulative GPA of 2.0 is required for all specific coursework in this minor area of specialization.

All courses must be taken within the current pre-requisite structure.

The General Business Program: An Individually-Designed Major for BBA and BSBA Students (People & Society or STEM)

The Individualized General Business major allows students in the School of Business Administration to tailor an area of business specialization creatively and to seek and develop connections among the business disciplines in ways that will suit their own academic interests and graduate school or career objectives. Building upon the strong foundation provided by the Business Core, students pursuing this program of study will be motivated to craft a unique business specialization that enhances their ability to respond to and compete in a dynamic economic marketplace.

Any BBA or BSBA degree-seeking student may pursue the customized Individualized General Business major. No additional admission or application is required. The student, however, must consult with his/her School of Business academic advisor in order to select the Individualized General Business major. A three#person committee comprised of at least one faculty member and at least one undergraduate business academic advisor will be appointed by the Undergraduate Business Education Committee to oversee the student's chosen academic program, provide feedback and assistance with course choices, and to connect the student to other relevant faculty or administrators for advice where indicated.

Curriculum for the Individualized General Business Major Area of Specialization

The student who wishes to pursue the BBA or BSBA in General Business must complete:

1. all University general education requirements, unless exempt (e.g. Foote Fellows), and
2. the Business Core requirements for either the BBA or the BSBA, including the international focus course, and
3. a minimum of 18 additional credit hours of upper-level (300-500 level) coursework chosen from among the course offerings in the School of Business Administration. The specific coursework selected to satisfy the Individualized General Business major may not be utilized to also satisfy the Business Core or the specific coursework requirements

for any other major or minor area of specialization in Business. All coursework must be taken for a grade and within the current pre-requisite structure.

A minimum of 120 credit hours is required for graduation. The Individualized General Business major area of specialization may fulfill either the People & Society or the STEM general education Area of Knowledge, based upon the preponderance of the specific coursework pursued and with the approval of the advising committee.

Cognate for Non-Business Students (People & Society)

The School of Business Administration offers a general business cognate to non-business students: *Understanding Business*. Completion of this cognate fulfills the University's General Education requirement of a cognate in the Area of Knowledge labeled People & Society (P&S).

This cognate offers students an overview of the business environment with the goal of promoting awareness and understanding of the real-world issues that affect the global economy in the twenty-first century. Courses in the cognate deliver the essential business concepts that enable critical consideration of the questions that confront decision makers in the various functional areas of business. Students declare the cognate via their advisor at their home School or College.

The *Understanding Business* cognate consists of the following courses:

Code	Title	Credit Hours
Required Course ¹		
BUS 200	Introduction To Business	3
Options ²		
Select two courses (6 credit hours) from the following:		6
BUS 201	Money	
BUS 202	Introduction To The Legal Environment Of Business	
BUS 203	Managing Effectively: A Skills Development Approach	
BUS 206	PRINCIPLES OF INTERNATIONAL BUSINESS	
FIN 300	Fundamentals of Finance for Non-Finance Majors	
HIS 225	History of the Modern Business Enterprise	
MGT 251	Nature and Foundations of Entrepreneurship	
MKT 301	Marketing Foundations	
Total Credit Hours		9

¹ Course must be taken by all students pursuing the *Understanding Business* cognate before taking any other courses in the cognate.

² To be taken after completing BUS 200. All courses must be taken within the current pre-requisite structure.

Minors for Non-Business Students

Students in other schools and colleges of the University may choose to pursue any of the following minor areas of specialization in the School of

Business Administration by officially declaring the minor at their home School or College:

Minor Areas of Specialization

- Business Law (P&S) (<http://bulletin.miami.edu/undergraduate-academic-programs/business/business-law/business-law-minor>)
- Business Technology (STEM) (<http://bulletin.miami.edu/undergraduate-academic-programs/business/business-technology/business-technology-minor>)
- Political Economy (<http://bulletin.miami.edu/undergraduate-academic-programs/business/economics/political-economy-minor>)
- Quantitative Economics (<http://bulletin.miami.edu/undergraduate-academic-programs/business/economics/quantitative-economics-minor>)
- Entrepreneurship (P&S) (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/entrepreneurship-non-business-students-minor-ent>)
- Finance (STEM) (<http://bulletin.miami.edu/undergraduate-academic-programs/business/finance/finance-minor>)
- Health Sector Management and Policy (P&S) (<http://bulletin.miami.edu/undergraduate-academic-programs/business/health-sector-management-policy/health-sector-management-policy-minor>)
- Management (P&S) (<http://bulletin.miami.edu/undergraduate-academic-programs/business/management/management-non-business-students-minor>)
- Marketing (P&S) (<http://bulletin.miami.edu/undergraduate-academic-programs/business/marketing/marketing-non-business-majors-minor>)

Students interested in completing a minor offered by the School of Business Administration should consult with an academic advisor *in the School or College of their degree/major* to determine if a business minor is acceptable. Neither advice nor consent from either the Office of Undergraduate Business Education or the relevant School of Business Administration department is necessary for a student to choose or complete a minor offered in the School of Business Administration. Instead the non-business student should simply declare the minor in CaneLink and complete the necessary specific coursework, according to the details listed in the appropriate department's section of this Academic Bulletin and the following supplemental guidelines, which are applicable to all minors unless otherwise provided by the department offering the minor area of specialization:

All courses within the minor must be taken for a grade and completed with a grade of "C-" or higher. To be awarded the minor, the student must also achieve a minimum cumulative GPA of 2.0 in all minor courses, unless a higher grade or GPA is prescribed by the department offering the minor, as set out in that department's section of this Academic Bulletin. All courses taken by the student in the department offering the minor will count toward the GPA in the minor.

General Overview

The Foote Fellows Honors Program recognizes the most educationally accomplished incoming students at the University of Miami. Foote Fellows have distinguished themselves both in and out of the classroom at their previous schools, are self-motivated, and think independently. Admission to the Foote Fellows Honors Program is by invitation.

Foote Fellows are exempt from the Cognates Program of General Education requirements. Within the curricular framework of their school or college, Foote Fellows enjoy unmatched freedom and flexibility to explore a multitude of educational resources. Many Foote Fellows leverage this opportunity to take additional majors and/or minors and to study abroad.

At each of the nine undergraduate schools at the University of Miami, a dedicated advisor helps Foote Fellows chart their academic path and attain access to distinctive learning opportunities at the University, such as special school-based seminars, faculty-mentored research, networking opportunities, and off-campus internships.

Foote Fellows also will be invited to join advanced, interdisciplinary Foote Fellow seminars taught by leading faculty members from across the University. An example is Books That Matter, a rigorous seminar in non-fiction reading that is offered in sessions for first-year and for upper-class students. Freshman Foote Fellows benefit from early move-in to the residential colleges. Further, Foote Fellows receive focused advising on post-baccalaureate distinguished fellowships and awards.

The Foote Fellows Honors Program reflects the educational vision of former University of Miami President Edward T. Foote, who retired in 2000 after serving the University for twenty years.

Foote Fellows in Business

As the best and brightest of each incoming class, School of Business Administration Foote Fellows are afforded the most stimulating academic and co-curricular experiences the School has to offer. They are invited to take part in Foote-only seminars, exclusive workshops on a variety of academic and career-oriented themes, and networking events with some of the School's most honored speakers and guests.

Foote Fellows in the School of Business are expected to enroll in the "honors" sections of Business core classes, such as MKT 201, BSL 212, ACC 221, and FIN 302 and to also engage, one-on-one, with business faculty, for at least one (1) semester, in cutting-edge research projects that culminate in a series of collaborative workshops as well as potential publications. Unsurprisingly, then, Foote Fellows frequently represent the School as ambassadors to elite conferences and as members of competitive teams vying for regional, national, and international recognition.

Business Foote Fellows also enjoy dedicated academic and co-curricular/career advisors, as well as opportunities for unique mentorship by prominent alumni.