**B.S.B.A. IN MANAGEMENT**

Major Area of Specialization in Management (People & Society)

Business students who pursue the Management major area of specialization will be prepared for future careers in all areas of management, including small business and corporate levels. The study of Management also provides a solid preparation for the pursuit of other graduate degree programs, particularly in law and business.

**Curriculum Requirements**

In addition to satisfying the University General Education Requirements and Electives, students pursuing the BSBA in Management must complete the BSBA Business Core and the specific coursework for the Management major area of specialization as follows:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENG 105</td>
<td>English Composition I</td>
<td>3</td>
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<tr>
<td>ENG 106</td>
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<tr>
<td>Arts and Humanities Cognate Courses</td>
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<td>STEM Cognate Courses</td>
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<td>Electives</td>
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<td>BSBA Business Core Requirements</td>
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<tr>
<td>ACC 211</td>
<td>Principles of Financial Accounting</td>
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<tr>
<td>or ACC 221</td>
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<tr>
<td>ACC 212</td>
<td>Managerial Accounting</td>
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<tr>
<td>or ACC 222</td>
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</tr>
<tr>
<td>BSL 212</td>
<td>Introduction to Business Law</td>
<td>3</td>
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<tr>
<td>BTE 210</td>
<td>Fundamentals of Business Technology and Innovation</td>
<td>3</td>
</tr>
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<td>ECO 211</td>
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<tr>
<td>FIN 302</td>
<td>Fundamentals of Finance</td>
<td>3</td>
</tr>
<tr>
<td>MAS 311</td>
<td>Applied Probability and Statistics (minimum grade of C- required)</td>
<td>3</td>
</tr>
<tr>
<td>MAS 312</td>
<td>Statistical Methods and Quality Control</td>
<td>3</td>
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<tr>
<td>MTH 161</td>
<td>Calculus I (minimum grade of C- required)</td>
<td>4</td>
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<tr>
<td>MTH 162</td>
<td>Calculus II</td>
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<tr>
<td>MGT 100</td>
<td>Managing for Success in the Global Environment</td>
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<tr>
<td>MGT 303</td>
<td>Operations Management</td>
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<tr>
<td>MGT 304</td>
<td>Organizational Behavior</td>
<td>3</td>
</tr>
<tr>
<td>MGT 401</td>
<td>Strategic Management (must be taken in the final semester)</td>
<td>3</td>
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<tr>
<td>MKT 201</td>
<td>Foundations of Marketing</td>
<td>3</td>
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<tr>
<td>or MKT 301</td>
<td>Marketing Foundations</td>
<td></td>
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<tr>
<td>Quantitative Choice - Select one of these suggested courses approved by the academic advisor - check pre-requisites:</td>
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<tr>
<td>BTE 324</td>
<td>Object-Oriented Programming</td>
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<tr>
<td>BTE 423</td>
<td>Database Management Systems</td>
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<tr>
<td>ECO 430</td>
<td>Applied Econometrics</td>
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<tr>
<td>ECO 510</td>
<td>Mathematical Economics and Applications</td>
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<tr>
<td>MAS 342</td>
<td>Introduction to Optimization and Decision Making</td>
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<tr>
<td>MAS 442</td>
<td>Stochastic Models in Operations Research</td>
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<tr>
<td>MAS 547</td>
<td>Computer Simulation Systems</td>
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<tr>
<td>MGT 445</td>
<td>Supply Chain Modeling and Analysis (may not double count as both the Quantitative Choice and a major choice unless Management is an additional major)</td>
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</table>
B.S.B.A. in Management

MGT 446  Supply Chain Strategy (may not double count as both the Quantitative Choice and a major choice unless Management is an additional major)

Major Area of Specialization in Management 4, 5

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<thead>
<tr>
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<tr>
<td>MGT 303</td>
<td>Operations Management (taken as part of the Business Core)</td>
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<tr>
<td>MGT 304</td>
<td>Organizational Behavior (taken as part of the Business Core)</td>
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</tr>
<tr>
<td>MGT 302</td>
<td>Human Resource Management</td>
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</tr>
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<td>MGT 307</td>
<td>Advanced Organizational Behavior</td>
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</table>

Major Choice Courses - Select three courses (9 credit hours) from the Department of Management 6

Total Credit Hours 120

NOTE: ENG 105 and ENG 106, or their equivalents, must be completed prior to attaining junior year classification, per the University 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.

1 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.

2 Students who do not earn at least a C- in ENG 106 must either repeat ENG 106 and earn at least a C- or complete ENG 230 with at least a C- before enrolling in BUS 300.

3 All specific coursework for the major area of specialization in Management must be completed with a grade of “C” or higher. A minimum cumulative GPA of 2.5 is required for all courses taken in the major area of specialization.

4 No one course may be applied toward more than one major and/or minor area of specialization in the Department of Management.

5 Excluding any 100-level Management courses and MGT 401

Sample Plan of Study

This Sample Plan of Study represents one possible version of a new freshman business student’s 8-semester plan. The individual student’s plan may vary depending upon the initial placement into English Composition and mathematics. Moreover, numerous plan variations are possible if a student enters the University with advanced college credits, wishes to participate in study abroad, chooses a special program option, or selects additional majors or minors.

Note that each major/minor at the University of Miami satisfies a particular "Area of Knowledge" within the general education requirements of the University. This means that it is possible to pursue two majors, or a major and a minor, within Miami Business School and fulfill both the STEM and People and Society Areas of Knowledge; a separate cognate in these areas would not be required. The only remaining general education Area of Knowledge is Arts and Humanities, which must be completed through a major, minor, or cognate outside of the Business School.

Students construct their individualized plans in collaboration with their assigned academic advisor.

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<tr>
<th>Course</th>
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<tbody>
<tr>
<td>Fall</td>
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<tr>
<td>ECO 211</td>
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Spring

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### Sophomore Year

#### Fall
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<td>Introduction to Business Law</td>
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<td>MAS 311</td>
<td>Applied Probability and Statistics</td>
<td>3</td>
</tr>
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<td>Arts and Humanities Cognate Course</td>
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<td><strong>Credit Hours</strong></td>
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#### Spring
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<td>ACC 212</td>
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<td>BUS 300</td>
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### Junior Year

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<td>MGT 303</td>
<td>Operations Management</td>
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<td>Arts and Humanities Cognate Course</td>
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#### Spring
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<tr>
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<td>MGT 307</td>
<td>Advanced Organizational Behavior</td>
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<td>Management Major Choice</td>
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<td>STEM Cognate Course</td>
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### Senior Year

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#### Spring
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<tr>
<td>MGT 401</td>
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<td>Elective</td>
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Total Credit Hours: **120**

### Mission

- To develop innovative ideas and principled leaders that transform global business and society.
Goals

• The development of critical thinking skills to evaluate decision choices, challenges, and issues confronting managers today;
• The improvement of interpersonal skills and learning to work effectively in teams; and
• An understanding of the tools, methods, and procedures used to successfully lead people and organizations.

Student Learning Outcomes

• BBA/BSBA graduates will be critical thinkers, able to select and apply appropriate models, tools, and techniques, and frameworks to enable them to render analytically sound business decisions.
• BBA/BSBA graduates will be able to identify, analyze and resolve ethical issues in business scenarios.
• BBA/BSBA graduates will demonstrate professional written communication skills.
• BSBA graduates will have strong technical skills.