

BS IN BUSINESS ADMINISTRATION (GENERAL MANAGEMENT)



SACRAMENTO STATE
Redefine the Possible

In Workflow

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Approval Path

1. Fri, 14 Feb 2020 19:16:17 GMT
Jaydeep Balakrishnan (jaydeep.balakrishnan): Rollback to Initiator
2. Wed, 01 Apr 2020 19:31:07 GMT
Jai Joon Lee (jlee): Approved for CBA College Committee Chair
3. Thu, 16 Apr 2020 21:33:52 GMT
Jaydeep Balakrishnan (jaydeep.balakrishnan): Approved for CBA Dean

History

1. May 3, 2018 by clmig-jwehrheim
2. Sep 18, 2018 by 212408496
3. Sep 18, 2018 by 212408496
4. Sep 17, 2019 by Yang Sun (ysun)

Date Submitted: Fri, 14 Feb 2020 19:27:06 GMT

Viewing: BS in Business Administration (General Management)

Last approved: Tue, 17 Sep 2019 22:13:17 GMT

Last edit: Wed, 29 Apr 2020 18:23:07 GMT

Changes proposed by: Kenichiro Chinen (101071434)

Academic Group: (College)

Business Administration

Academic Organization: (Department)

Business Administration

Catalog Year Effective:

2021-2022 Catalog

Individual(s) primarily responsible for drafting the proposed degree major program:

Name (First Last)	Email	Phone 999-999-9999
Kenichiro Chinen	chinen@csus.edu	916-278-6882

Type of Program Proposal:

Major

Program Change Type:

Non-Substantive

Title of the Program:

BS in Business Administration (General Management)

Designation: (degree terminology)

Bachelor of Science

Briefly describe the program proposal (new or change) and provide a justification:

Innovation and entrepreneurship spur productivity and economic dynamism. Innovative entrepreneurs try to meet international best-practice standards and upgrade quality. The proposed program will provide opportunities for students to explore different types of international business activity and the theories (e.g. international expansion models, international trade and FDI theories and practices) and innovative approaches (e.g. economic, sociological, psychological and managerial theories of entrepreneurship) to new business creation in different cultural and economic contexts. We propose that new elective (Area F: Entrepreneurship and International Business) be added to the General Management concentration.

Objectives of the degree program:

Goal 1. Fundamental Business Knowledge: Competence based on fundamental business knowledge.

LO 1.1 Demonstrate understanding of fundamental business theories, concepts, and skills.

LO 1.2 Ability to analyze business information in performing business related tasks.

Goal 2. Integrative Business Competence: Business competence integrated with other business knowledge areas and ethical responsibility.

LO 2.1 Ability to identify factors contributing to a managerial problem from a variety of business perspectives.

LO 2.2 Enumerate the costs and benefits that potential solutions will have on the interdependent stakeholders of a firm.

Goal 3. Effective Business Communication: Business communication utilizing contemporary and classic communication techniques and methods.

LO 3.1 Convey information in a variety of business settings.

LO 3.2 Evaluate the efficacy of business communications.

Goal 4. Applied Business Capability: Ability to translate knowledge of business and management into practice.

LO 4.1 Create effective business solutions that are both ethically sound and socially responsible.

LO 4.2 Generate innovative and effective solutions for problem solving and decision making.

University Learning Goals

Undergraduate Learning Goals:

Competence in the disciplines

Knowledge of human cultures and the physical and natural world

Integrative learning

Personal and social responsibility

Intellectual and practical skills

Will this program be required as part of a teaching credential program, a single subject, or multiple subject waiver program (e.g., Liberal Studies, Biology) or other school personnel preparation program (e.g., School of Nursing)?

No

Do these changes impact the Smart Planner roadmap?

No

Catalog Description:

Units required for Major: 66

Total units required for BS: 120

Program Description

The General Management concentration permits a focus upon the skills of the manager, whether the manager is an entrepreneur or operating at the corporate or agency level, with emphasis on the skills of decision making as taught through the case method. Managerial skills in planning, organizing, and controlling are highly transferable within private industry and within the public and nonprofit sector as well, thus permitting a wide variety of career goals.

Note: The use of the words “business administration” throughout this section refers to courses designated as Accountancy (ACCY), Accounting Information Systems (AIS), Decision Sciences (DS), Entrepreneurship (ENTR), Finance (FIN), General Management (GM), Human Resources/Organizational Behavior (HROB), International Business (IBUS), Management (MGMT), Management Information Science (MIS), Marketing (MKTG), and Operations Management (OPM).

Note: Students graduating with a Bachelor of Science in Business Administration (all concentrations) will not be subject to the University’s Foreign Language Graduation Requirement. Students who change major may be subject to the University’s Foreign Language Graduation Requirement.

Note: At least 15 units of upper division business administration courses must be taken in residence at (or under the auspices of) California State University, Sacramento. Of these 15 units, a minimum of nine units must be in upper division courses in the concentration.

Admission Requirements: Course prerequisites and other criteria for admission of students to the degree major program, and for their continuation in it.

Pre-Requisite Requirements

A student **may not enroll** in any of the Major program or Concentration courses until he/she has completed the Pre-Requisite lower division program with a grade of 'C-' or better in each course and an overall GPA of 2.0 ('C'), with the exception of MATH 24 which requires a minimum acceptable grade of 'C' or better.

Students enrolled as Expressed Interest in Business may enroll in the following courses after completing the lower division pre-requisite requirements:

Code	Title	Units
DS 101	Data Analysis for Managers	3
MGMT 102	Business Communications	3
HROB 101	The Management of Contemporary Organizations	3

Computer Literacy

All business majors must meet spreadsheet competency **prior** to taking upper division courses in the major. This requires completing MIS 10 (or equivalent).

Minimum Grade Requirements

The purpose of this requirement is to assure that all business administration students attain the minimum level of competency in all their coursework required for the business administration degree.

The minimum acceptable grade for any undergraduate course required for the business administration degree is "C-" with the exception of MATH 24 which requires a minimum acceptable grade of 'C' or better.

A minimum grade point average of 2.0 ("C") is required in the Pre-Requisite courses, Major Core courses, and the Concentration courses presented for the degree.

As defined by policy <http://www.csus.edu/umannual/acadaff/fsm00010.htm>, a change in units constitutes a substantive change to the program. If your changes constitute a substantive change, please refer back to the 'Program Change Type' field above to ensure that 'Substantive' is selected.

Program Requirements: (If new courses are being created as part of a new program, it will be useful to propose courses first.)

Program Requirements

Code	Title	Units
Required Lower Division (Pre-Requisites) Courses (21 Units)		
ACCY 1	Accounting Fundamentals	3
ACCY 2	Managerial Accounting	3
ECON 1A	Introduction to Macroeconomic Analysis ¹	3
ECON 1B	Introduction to Microeconomic Analysis ¹	3
MATH 24	Modern Business Mathematics ¹	3
MGMT 10	Introduction to Business Law	3
STAT 1	Introduction to Statistics ¹	3
Total Units		21

¹ Course also satisfies General Education (GE)/Graduation Requirement.

When enrolled in the last of the pre-requisite courses, students must file the supplemental business application to officially apply to Business Administration as their major. Visit www.csus.edu/cba/ubac/impaction.html (<http://catalog.csus.edu/www.csus.edu/cba/ubac/impaction.html>) for more information.

Students who do not complete the required prerequisites as presented in the following Business Major program are subject to being administratively dropped from courses in which they are inappropriately enrolled.

Code	Title	Units
Required Upper Division (Major) Core Courses (24 Units)		
DS 101	Data Analysis for Managers	3
FIN 101	Business Finance	3
GM 105	Strategic Management	3
HROB 101	The Management of Contemporary Organizations	3
MGMT 102	Business Communications	3

MIS 101	Computer Information Systems for Management	3
MKTG 101	Principles Of Marketing	3
OPM 101	Operations Management	3
Total Units		24

General Management (GM) Concentration (21 units)

Code	Title	Units
Required Courses (9 Units)		
ENTR 187	Entrepreneurship	3
GM 170	Fundamentals of Business Strategy	3
IBUS 190	International Business	3
Electives (12 Units)		
Select four from the following areas: ¹		12
<i>Accountancy</i>		
ACCY 121	Cost Accounting	
<i>Supply Chain Management</i>		
MKTG 160	Principles of Quality Management	
MKTG 181	Supply Chain Logistics Management	
MKTG 186	Advanced Operations Planning and Control	
MKTG 188	Supply Chain Modeling and Analysis	
<i>Finance</i>		
FIN 134	Financial Management	
FIN 135	Investments	
FIN 138	Principles of Risk Management and Insurance	
<i>Human Resources/Organizational Behavior and Environment</i>		
HROB 151	Management of Human Resources	
HROB 152	Management Skills Seminar	
HROB 157	Labor Relations	
MGMT 117	Business, Ethics and Society ²	
<i>Marketing</i>		
MKTG 115	Marketing Analytics	
MKTG 121	Marketing Research and Information	
MKTG 123	Public Relations and Ethics in Business	
MKTG 124	Retail Management	
MKTG 125	Advertising	
MKTG 126	Salesmanship	
MKTG 127	Sales Management	
MKTG 129	Marketing Management	
<i>Entrepreneurship and International Business</i>		
IBUS 180	Sustainability Business in Global Economy	
ENTR 185	Venture Growth Strategies	
ENTR 189	Corporate Entrepreneurship	
Total Units		21

¹ No more than one course may be taken in a single area.

² Course also satisfies General Education (GE)/Graduation Requirement.

General Education Requirements¹

Code	Title	Units
Area A: Basic Subjects (9 Units)		
A1	Oral Communication	3
A2	Written Communication	3
A3	Critical Thinking	3
Area B: Physical Universe and Its Life Forms (10 Units)		
B1	Physical Science	3
B2	Life Forms	3
B3	Lab (Note: Lab experience to be taken with one of the following: B1, B2 or B5)	1
B4	Math Concepts ²	0

B5 - Additional Course (Any B to reach 12 units) - Take upper-division course to complete Area & upper division requirements.	3
Area C: Arts and Humanities (12 Units)	
C1 - Arts	3
C2 - Humanities	3
C1/C2 - Area C Course	3
C1/C2 - Area C Course - Take upper-division course to complete Area & upper division requirements.	3
Area D: The Individual and Society (6-9 Units)	
Area D Course	3
Area D Course	3
Area D Course ²	0
Area D Course - Take upper-division course to complete Area & upper division requirements. ³	0 - 3
Area E: Understanding Personal Development (3 Units)	
Area E Course	3
Total Units	40-43

¹ To help you complete your degree in a timely manner and not take more units than absolutely necessary, there are ways to use single courses to meet more than one requirement (overlap). For further information, please visit the General Education page (<http://catalog.csus.edu/colleges/academic-affairs/general-education/>).

Note: There is no way to list all possible overlaps so please consult with a professional advisor. The Academic Advising Center can be visited online (<http://www.csus.edu/acad/>), by phone (916) 278-1000, or email (advising@csus.edu).

² Required in Major; also satisfies GE.

³ Department offers students a 'select from the following' option:
 • If student chooses to take MGMT 117, they will meet upper division Area D.

Graduation Requirements ¹

Code	Title	Units
Graduation Requirements (required by CSU) (6-9 Units)		
American Institutions: U.S. History		3
American Institutions: U.S. Constitution & CA Government		3
Writing Intensive (WI) ²		0 - 3
Graduation Requirements (required by Sacramento State) (6 Units)		
English Composition II		3
Race and Ethnicity in American Society (RE)		3
Foreign Language Proficiency Requirement ³		0

¹ To help you complete your degree in a timely manner and not take more units than absolutely necessary, there are ways to use single courses to meet more than one requirement (overlap). For further information, please visit the General Education page (<http://catalog.csus.edu/colleges/academic-affairs/general-education/>).

Note: There is no way to list all possible overlaps so please consult with a professional advisor. The Academic Advising Center can be visited online (<http://www.csus.edu/acad/>), by phone (916) 278-1000, or email (advising@csus.edu).

² Department offers students a 'select from the following' option:
 • If student chooses to take MGMT 117, they will meet the Writing Intensive (WI) graduation requirement.

³ If not satisfied before entering Sacramento State, it may be satisfied in General Education Area C2 (Humanities). 'C- or better required.' The alternative methods for satisfying the Foreign Language Proficiency Requirement are described here: <https://www.csus.edu/college/arts-letters/world-languages-literatures/foreign-language-requirement.html>

Note: Students with a declared major of BS in Business Administration (all concentrations) are exempt from the Foreign Language Graduation Requirement.

Fiscal Impact to Change an Existing Program

Indicate programmatic or fiscal impact which this change will have on other academic units' programs, and describe the consultation that has occurred with affected units:

This change has no programmatic or fiscal impact on other academic units' programs.

Attach a copy of correspondence with these units:

The following message was sent to department chairs in CBA on Dec 6.docx

Provide a fiscal analysis of the proposed changes:

No cost impact due to this change.

How will the above changes be accommodated within the department/College existing fiscal resources?

Since IBUS 180, ENTRE 185, are ENTRE 189 are regularly taught, no impact of CBA's fiscal resources.

Will the proposed changes require additional resources?

No

What additional space, equipment, operating expenses, library, computer, or media resources, clerical/technical support, or other resources will be needed?

None.

Estimate the cost and indicate how these resource needs will be accommodated:

Zero.

Reviewer Comments:

Jaydeep Balakrishnan (jaydeep.balakrishnan) (Fri, 14 Feb 2020 19:16:17 GMT):Rollback: Dr. Chinen wants to revise

Key: 340