



College of Business Administration
 Office of Student Engagement
 Undergraduate Business Advising Center
 Tahoe Hall 1030 – (916) 278-2499 (BIZZ) – cba-ugrad@csus.edu
 Upper Division Major Worksheet (see reverse for lower division requirements)

GENERAL MANAGEMENT

Upper Division Major Core Requirements (24 units)

Course	Grade	Institution/Semester Taken	Equivalent Course	Prerequisites/Notes
<i>The following courses are open to expressed interest in business students who have completed the lower division requirements:</i>				
DS 101 – Data Analysis for Managers				(MATH 24 and STAT 1)
HROB 101 – Mgmt of Contemporary Org				(junior standing)
MGMT 102 – Business Communication				(ENGL 20 and junior standing)
<i>Students must be approved into the upper division business major in order to enroll in the following courses:</i>				
FIN 101 – Business Finance				
MKTG 101 – Principles of Marketing				
OPM 101- Operations Management				(DS 101; concurrent enrollment ok)
MIS 101 – Computer Info Systems for Management				
GM 105 – Strategic Management				(DS 101, HROB 101, MGMT 102, FIN 101, MKTG 101, OPM 101)

Concentration Requirements (21 units)

Course	Grade	Institution/Semester Taken	Equivalent Course	Prerequisites/Notes
ENTR 187 – Entrepreneurship				
IBUS 190 – International Business				
GM 170 – Fundamentals of Business Strategy				(HROB 101, MKTG 101, FIN 101, OPM 101)
<i>*Select FOUR courses from the following areas; no more than one course may be taken in a single area:</i>				
Area A Finance elective				
FIN 134 – Financial Management				(FIN 101)
FIN 135 – Investments				(FIN 101)
FIN 138 – Principles of Risk Management				
Area B Marketing elective				
MKTG 115 – Marketing Analytics				(MKTG 101 and either DS 101 or MKTG 121)
MKTG 121 – Marketing Research & Info				(MKTG 101)
MKTG 123 – PR & Ethics in Business				
MKTG 124 – Retail Management				(MKTG 101)
MKTG 125 – Advertising				(MKTG 101)
MKTG 126 – Salesmanship				
MKTG 127 – Sales Management				(MKTG 101)
MKTG 129 – Marketing Management				(MKTG 101)
Area C Decision Science elective				
MKTG 160 – Prin. Of Quality Management				
MKTG 181+ – Supply Chain Logistics				(OPM 101)
MKTG 186+ – Advanced Operations Planning & Control				(OPM 101)
MKTG 188++ – Supply Chain Modeling & Analysis				(OPM 101)
Area D Organization Behavior elective				
HROB 151 – Mgmt. of Human Resources				
HROB 152 – Mgmt. Skills Seminar				
HROB 157++ – Labor Relations				(HROB 101)
MGMT 117 – Business, Ethics, & Society				(Passing WPJ score or ENGL 109)
Area E Accounting elective				
ACCY 121 – Cost Accounting				

+ Typically Offered Fall semester only

++ Typically Offered Spring semester only



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 Business Administration Major Worksheet – **General Management**
 Effective Fall 2018

Lower Division Requirements (24 units)

All lower division requirements must be **completed** at the time of application to the upper division major.

Course	Grade	Institution/Semester Taken	Equivalent Course	Prerequisites/Notes
MIS 1 – Word Processing				
MIS 2 – Spreadsheets				
MIS 3 – Presentation Graphics				
ACCY 1 – Accounting Fundamentals				
ACCY 2 – Managerial Accounting				(ACCY 1)
ECON 1A – Introduction to Macroeconomics				
ECON 1B – Introduction to Microeconomics				
MATH 24 – Modern Business Mathematics				(ALEKS PPL) Calculus courses ok as substitution
MGMT 10 – Introduction to Business Law				
STAT 1 – Introduction to Statistics				(ALEKS PPL)

- The Business Administration major is **impacted**.
- Applicants will be **ranked based on overall GPA and lower division major GPA**.
- Minimum GPA to **apply** is 2.4, however, this does not guarantee admission to the program. Actual GPA cut-offs have been higher.
- All lower division requirements must be completed at the time of application.
- For a recent history of the “cutoff GPA” please visit www.csus.edu/cba/ubac/impaction.html.
- The number of students admitted to the major each semester will **vary** depending on faculty resources.

Where to apply:

The application can be found in the Student Center- bottom right under “Forms” **OR** www.csus.edu/cba/ubac/impaction.html.

When to apply online:

Spring Semester

If finishing computer literacy/lower division courses by the end of the previous Summer, the application will be available September 1.

Supplemental online business application due:

October 15

Fall Semester

If finishing computer literacy/lower division courses by the end of the previous Fall, the application will be available February 1.

Supplemental online business application due:

March 15