

# College of Business Administration

*Welcome New Students & Guests!*

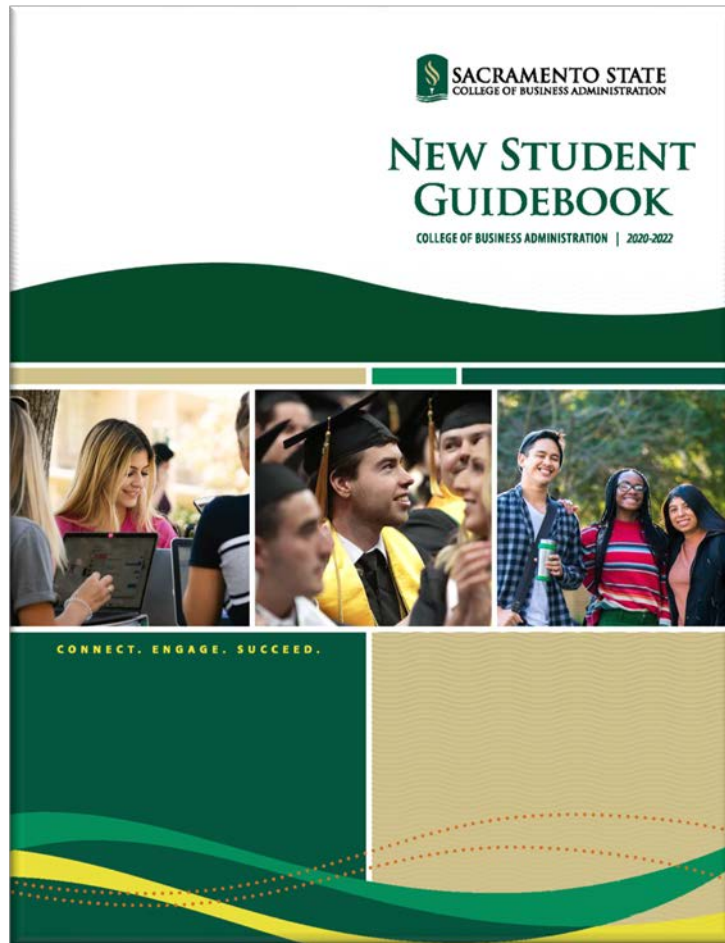


# Purpose of Orientation

By the time this session is over, you should know...

- what the OSE is and how it serves you
- important academic policies for Business majors
- when to apply to the Business major
- course requirements for all Business majors

# Get Ready!



# What is the College of Business Administration?

Accredited by the **Association to Advance Collegiate Schools of Business (AACSB)**, an honor granted to only 5% of institutions worldwide.

## Values:

- Quality
- Diversity and Inclusion
- Global Mindset
- Ethics
- Social Responsibility
- Community



# Who are we?

## Centers and Programs

- CBA Advisory Council (CBAAC)
- Center for Small Business
- Center for Business Analytics
- Carlsen Center for Innovation & Entrepreneurship
- Student Investment Fund



**Alumni Network: Who do you know that was Made at Sac State?**

# Student Centric Services

## Office of the Associate Dean for Academic Programs

*Course management, registration and enrollment needs, grade corrections and appeals, curriculum design, academic policies*

### **Dr. Andrey Mikhailitchenko**

Interim Associate Dean for Academic Programs

### **Barbara Vong**

Administrative Analyst

### **Maryam Sabet**

Administrative Coordinator

## Department Chairs

### **Dr. Jessica Bagger**

Management and Organizations

### **Dr. Jesse Catlin**

Marketing and Supply Chain Management

### **Dr. Jay Lee**

Strategy and Entrepreneurship

### **Dr. Hao Lin**

Finance, Insurance, and Real Estate

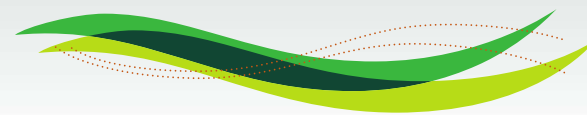
### **Dr. Hugh Pforsich**

Accountancy

### **Dr. Joseph Taylor**

Information Systems and Business Analytics

CONNECT. ENGAGE. SUCCEED.



# Meet the Office of Student Engagement (OSE) Staff

## **Bonnie Beevers**

Director of Office of Student Engagement

## **Nicole Zauner**

Coordinator of Student Programs

## **Sanitta Coey**

Assistant to the Director/Administrative Analyst

## **Felisa Lugo**

Office Coordinator (Interim)

## **Maria Lindstrom**

Academic Advisor/Coordinator

## **Brandon MacLeod**

CBA Undergraduate Academic Advisor

## **Jayne Richards**

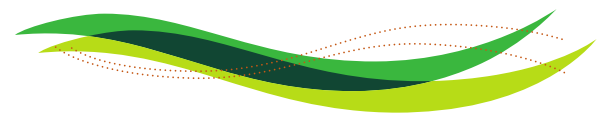
CBA Undergraduate Academic Advisor

## **Stephanie Serrato Neumann**

First/Second Year Academic Advisor

# The Office of Student Engagement (OSE)

- Clubs, organizations, honor societies
- Internships and job board
- Scholarships and awards
- Peer Tutoring
- Events: Core Connect, Biz Fest, Food 4 Thought, Prep Week Meal Streak, Becker CPA Days, Advising Dash-n-Bash, DSP Career Fair



# Undergraduate Business Advising Center

## **“One Stop” Academic Advising Services:**

- *“Drop-In” office hours via Zoom for quick questions*
- *Appointments for long-term planning*
- *First Year Focus/Second Year Success*
- *Admission/Impaction*
- *General Education*
- *Probation/Academic Standing*
- *Graduation Applications*



**Faculty Advisors** are also available for questions about your field of study:

- *What careers can I pursue with this concentration?*
- *Which concentration electives should I take?*
- *How do I prepare to get a professional license like CPA, CFP, Realtor?*

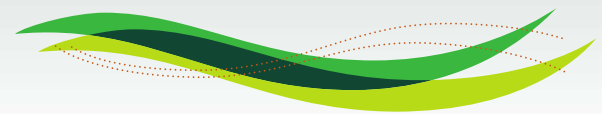
# Expressed Interest Status

All students (First-Year and Transfer) are admitted to Sacramento State with the status of “Expressed Interest” in the Business Administration major.



All students are required to declare a major by the time they reach junior class standing (60 units), or for transfer students, by the end of their first semester of Sac State enrollment.

***At that point, Expressed Interest students may receive a registration hold if they are not making progress towards major admission.***



# First Year Focus (FYF) & Second Year Success (SYS)

## FYF

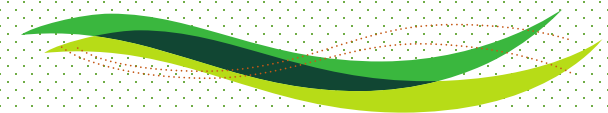
Expressed Interest in Business students in their 1<sup>st</sup> and 2<sup>nd</sup> semester at Sac State

## SYS

Expressed Interest in Business students in their 3<sup>rd</sup> and 4<sup>th</sup> semester at Sac State

Contact Information:

**Stephanie Serrato-Neumann, Academic Advisor**  
**[sjs256@csus.edu](mailto:sjs256@csus.edu)**

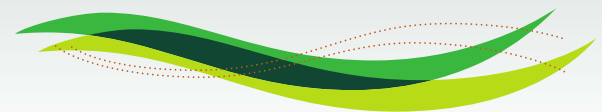


# First Year Focus

- Review business program impact and pre-requisite courses
- Mentorship opportunities
- Academic Advising Services
  - Develop short or long term course planning
- Referrals to campus services and resources
- Complete the BCSEE Survey (emailed 2 weeks before semester begins)

# Second Year Success

- Track progress towards major
- Academic Advising Services:
  - Business Advising
  - General Education
- Information on how to apply to major
- Major and/or concentration exploration
- Career exploration/development
- Referrals to campus services and resources



# Outline of the Business Administration Major

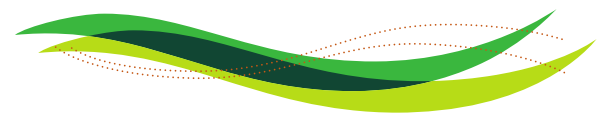
## Lower Division

I Lower division (23 units)

## Upper Division

II Major Core (24 units)

III Concentration (18 - 24 units)



# Lower Division (page 8)

- **Required Lower Division (23 units)**
  - **ACCY 1** - Accounting Fundamentals
  - **ACCY 2** - Managerial Accounting (ACCY 1)
  - **ECON 1A** - Introduction to Macroeconomic Analysis\*
  - **ECON 1B** - Introduction to Microeconomic Analysis\*
  - **MGMT 10** - Introduction to Business Law
  - **MIS 10** - Business Applications (Spreadsheets) – 2 units
  - **MATH 24** - Modern Business Math\* (ALEKS placement test required)
  - **STAT 1** - Introduction to Statistics\* (ALEKS placement test required)

\*Or, AP scores of 3 or higher

# CBA Academic Policies



- Minimum Grade Requirements
  - “C” for Math 24, “C-” for all others
  - Min. 2.0 in core and concentration
- Repeating Courses: 3 attempts
- 10-year “Currency of Knowledge” Policy

\*Refer to page 29 in guidebook for more details

# What is Impaction?

- Demand for the Business major exceeds available resources.
- Students must submit a **supplemental application** once all lower division major courses are complete and graded.
- Applicants are rank-ordered by **overall GPA** and admitted based on current department resources.



# Application Dates & Process

## Spring Semester Admission

(all LD done by previous summer)

Apply September 1 - October 15

Students notified mid-November

## Fall Semester Admission

(all LD done by previous fall)

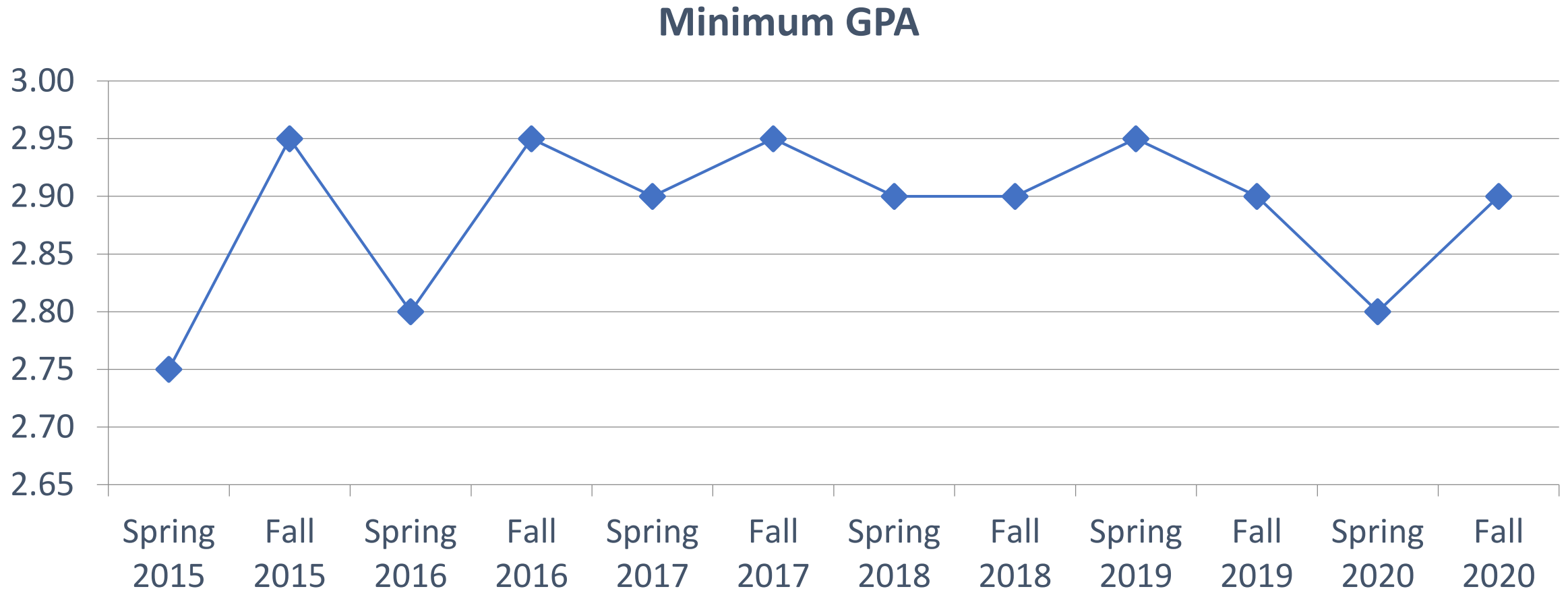
Apply February 1 - March 15

Students notified mid-April

## Minimum requirements to apply:

- Good academic standing
- 45 earned units
- Lower division complete (page 8)
- Minimum 2.4 overall GPA to apply (actual GPA cut-off ranges between 2.8-3.0)

# Application Statistics



# What's Your GPA?

Grade	GPA
A	4.0
A-	3.7
B+	3.3
B	3.0
B-	2.7
C+	2.3
C	2.0
C-	1.7
D+	1.3
D	1.0
D-	0.7



# Minors: A Taste of Business!

- Business Admin. (23 units)

*Similar prerequisites to the major:*

- ACCY 1 & 2
- MIS 10
- MGMT 10
- STAT 1

- Human Resources (18 units)
- Marketing (15 units)
- Real Estate (18 units)
- Risk Management & Insurance (15 units)

Must be junior standing  
(60 units) for all minors.

# Outline of the Business Administration Major

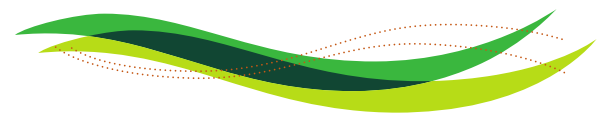
## Lower Division

I Lower division (23-24 units)

## Upper Division

II Major Core (24 units)

III Concentration (18 - 24 units)



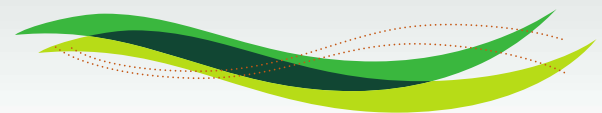
# Upper Division Major Core (page 9)

- *The following Major Core courses may be taken by Expressed Interest students when they have completed the last of the lower division requirements:*
  - **DS 101** - Data Analysis for Managers (*MATH 24 and STAT 1*)
  - **HROB 101** - Management of Contemporary Organizations
  - **MGMT 102** - Business Communications
- *The following Major Core courses must be taken after being formally admitted into the Business Administration major:*
  - **FIN 101** - Business Finance
  - **MIS 101** - Computer Information Systems for Management
  - **MKTG 101** - Principles of Marketing
  - **OPM 101** - Operations Management (DS 101; can be taken concurrently)
- *The following Major Core course must be taken after all other Major Core courses have been completed (except for MIS 101):*
  - **GM 105** - Strategic Management

# One Major, 10 Concentrations

- Accountancy (24)
- Business Analytics (21)
- Entrepreneurship (18)
- Finance (21) – 4 options
- General Management (21)
- International Business (21)

- Human Resources & Organizational Behavior (18)
- Management Information Systems (24)
- Marketing (21)
- Supply Chain Management (21)



# Career Possibilities (pages 24 -25)

## GENERAL INFORMATION

### CAREER POSSIBILITIES

**Accountancy**  
Account Executive  
Accountant  
Auditor  
Bank Examiner  
Budget Analyst  
Budget Officer  
Certified Management Accountant  
Certified Internal Auditor  
Certified Public Accountant  
Chief Financial Officer  
Controller  
Cost Accountant  
Cost Analyst  
Credit Manager  
Estate Planner  
FBI Agent  
Franchise Tax Board Agent  
Government Auditor  
Internal Auditor  
Internal Revenue Service Agent  
Investment Analyst  
Loan Officer  
System Auditor  
Tax Accountant  
Tax Consultant  
Treasurer

**Business Analytics**  
Analytics Researcher  
Analytics Analyst  
Analytics Manager  
Analytics Specialist  
Business Analytics Manager  
Business Intelligence Analyst  
Business Systems Analyst  
Consultant  
Data Analytics Manager  
Data Analyst  
Data Engineer  
Data Scientist  
Decision Analytics Consultant  
Program Data Analyst  
Quantitative Analytics Specialist  
Research Data Analyst  
Social Media Analyst

**Entrepreneurship**  
Business Development Manager  
Family Business Owner/Manager  
Financial Services Advisor/Manager  
Franchised Bus Owner/Manager  
Insurance Agency Owner/Manager  
Management Analyst  
Management Consultant  
New Venture Founder/Manager  
Non-Profit Org Founder/Manager  
Product Manager  
R&D Manager  
Realtor/Real Estate Manager  
Sales Representative  
Small Business Owner/Manager

**Finance (General Option)**  
Bank Examiner  
Banking Consultant  
Budget Analyst  
Collections Officer  
Commodity Broker  
Controller  
County Treasurer Auditor  
Economic Analyst  
Escrow Officer  
Estate Planner  
Finance Administrator  
Financial Consultant  
Financial Operations Officer  
Financial Planner  
Financial Statistician  
Insurance Examiner  
Loan Officer  
Securities Analyst  
Treasurer

**Finance (Financial Planning Option)**  
Account Executive  
Bank Trust Officer  
Employee Benefit Specialist  
Estate Planner  
Financial Planner  
Financial Advisor/Consultant  
Income Tax Consultant  
Life Insurance Agent

**Personal Banker**  
Retirement Plan Administrator  
Sales Representative  
Stock Broker

**Finance (Real Estate & Land Use Option)**  
Appraiser  
Asset Manager  
Assessor  
Commercial Brokerage  
Contractor/Builder  
Escrow Officer  
Investment Analyst  
Land Developer  
Land Use Planner  
Leasing Manager  
Leasing Representative  
Lease Negotiator/Site Selection  
Mortgage Loan Counselor  
Planning Commissioner  
Property Manager  
Real Estate Broker  
Real Estate Lending Officer  
Real Estate Market Research Analyst  
Real Estate Securities Analyst  
Real Estate Syndicator  
Right of Way Agent  
Site Feasibility Consultant  
Title Officer

**Finance (Risk Management and Insurance Option)**  
Account Executive  
Actuary  
Claims Investigator  
Commodity Broker  
Compensation Insurance Executive  
Disability Insurance Officer  
Employee Benefits Specialist  
Estate Planner  
Insurance Account Executive  
Insurance Examiner  
Insurance Officer  
Life Underwriter  
Realty Consultant  
Sales Representative  
Title Officer

## GENERAL INFORMATION

### CAREER POSSIBILITIES *continued*

**General Management**  
Administrative Analyst  
Business Manager  
Bank Manager  
Credit Analyst  
Management Analyst  
Management Consultant  
Office Manager  
Real Estate Manager  
Sales Representative  
Small Business Entrepreneur  
Strategic Planner

**Mgmt of Human Resource & Organizational Behavior**  
Business Executive  
Career Development Specialist  
Human Resources Manager  
Industrial Relations Manager  
Labor Negotiator  
Long-range Planner  
Management Analyst  
Mgmt and Business Consultant  
Manpower Planning Specialist  
Org Development Consultant  
Personnel Analyst  
Personnel Development Consultant  
Personnel Manager  
Recruitment Manager  
Small Business Owner  
Work Design Analyst

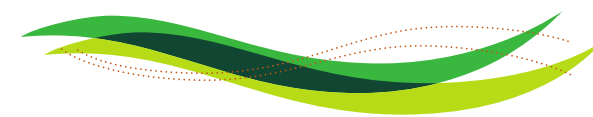
**International Business**  
Banking Manager  
Economic-Financial Consultant  
Foreign Branch Officer  
Import/Export Agent  
Import/Export Operations Manager  
International Marketing Manager  
Management Consultant  
Multinational Operations Executive  
Sales Representative

**Management Info Systems**  
Business Application Programmer  
Business IT Analyst  
Database Specialist  
End-User IT Consultant  
ERP Analyst  
Information Systems Auditor  
Information Systems Security Adm  
IT Administrator  
IT Technical Writer  
Network Administrator  
SAP Administrator  
Software Specialist  
Systems Administrator  
Web Application Developer

**Marketing**  
Advertising Analyst  
Customer Relations Manager  
Direct Marketing Manager  
E-Commerce Analyst  
Logistics Manager  
Manufacturer's Representative  
Marketing Analyst  
Market Research Analyst  
Marketing Manager  
Merchandising Manager  
Product Manager  
Public Opinion Specialist  
Public Relations Specialist  
Research/Development Director  
Retail Store Manager  
Sales Manager  
Sales Representative  
Sports Promotion Director

**Supply Chain Management**  
Business Analyst  
Category Manager  
Commodity Manager  
Control Analyst  
Distribution Manager  
Facility Planner  
Import/Export Agent  
Inventory Manager  
Logistics Consultant  
Logistics Manager  
Maintenance Manager  
Materials Planner  
Operations Analyst  
Operations Consultant  
Operations Manager  
Process Analyst  
Procurement Specialist  
Production Manager  
Production Planner/Scheduler  
Productivity Analyst  
Project Manager  
Purchasing Manager  
Quality Manager  
Retail Manager  
Safety Manager  
Service Manager  
Sourcing Leader  
Supply Chain Consultant  
Supply Chain Manager  
Systems Analyst  
Systems Manager  
Warehouse Manager

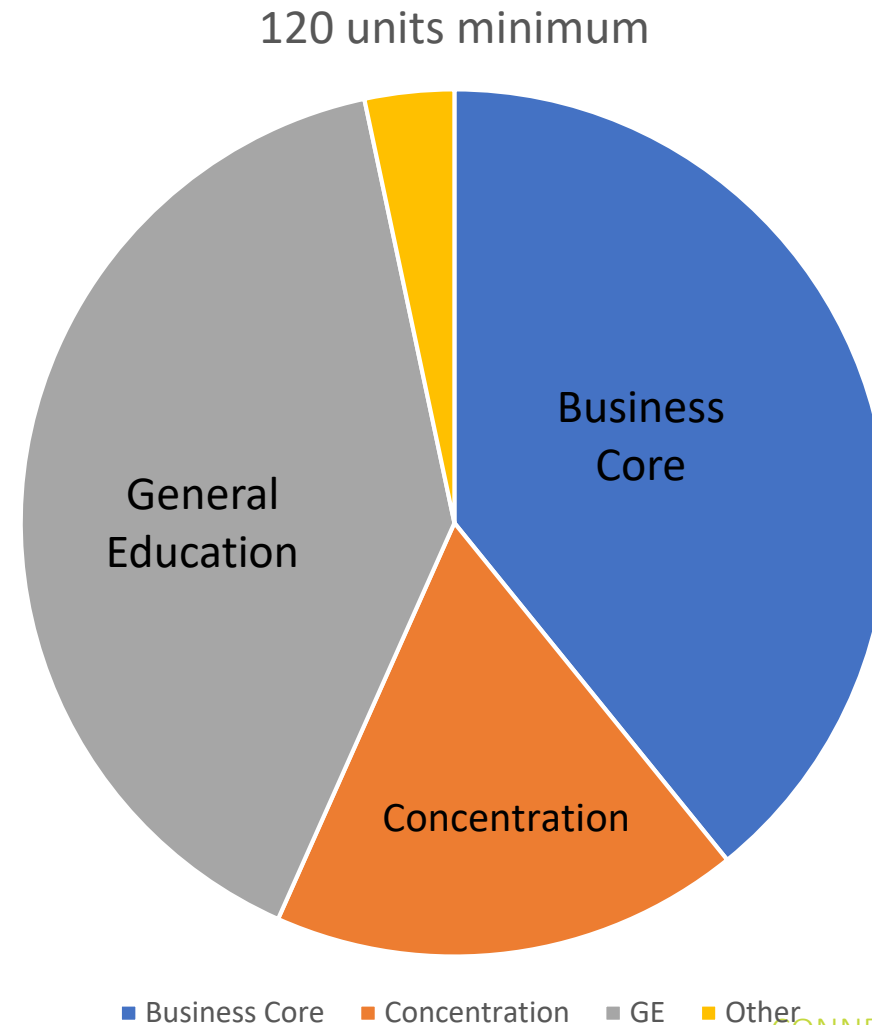
Students are encouraged to visit the Sacramento State Career Center (Lassen 1013) for detailed job description information.



# Finish in 4?

**15 units per semester**  
**x8 semesters (4 years)**  
**= 120 units**

**12 units per semester**  
**x10 semesters (5 years)**  
**= 120 units**



# How do online classes work?

## SYNCHRONOUS:

The class has days of the week and times assigned.

You will be expected to be available and logged in during those times for live lectures, discussions, and group work.

### MUSC 18 - Music Appreciation

Class	Section	Days & Times	Room	Instructor	Meeting Dates	Status	
80185	01-LEC Regular	TuTh 10:30AM - 11:45AM	Web Online	Joel Elias	08/31/2020 - 12/11/2020	▲	

Attribute(s) ARTS (C1), OL, PARTIAL

## ASYNCHRONOUS:

The class has “TBA” for the meeting time.

You will be able to complete weekly classwork on your own schedule.

### HIST 17A - United States History, 1607-1877

Class	Section	Days & Times	Room	Instructor	Meeting Dates	Status	
80817	02-LEC Regular	TBA	Web Online	Brendan Lindsay	08/31/2020 - 12/11/2020	▲	

Attribute(s) AB386, GE AREA D, US HISTORY, RE, PARTIAL

# Set Yourself Up for Success!



- **Organization and self-discipline** are key. Consider keeping a planner (paper or electronic), schedule time for asynchronous classes, and set reminders and alarms.
- **Communication and connection** important for success in online courses! Reach out to your professors early and often. Faculty, advisors, financial aid, and tutors all have virtual office hours to discuss whatever you need.
- Set up a system and routine to **manage your email**.
- Remember Zoom and email **etiquette**: use your full name, know your student ID, use complete sentences, be aware of your environment. **Be professional!**
- Take advantage of free peer **tutoring**!

# Stay Connected With Us!



## BIZLIST (page 32)

*CBA announcements and opportunities, jobs and internships, events, giveaways!*



**Facebook**

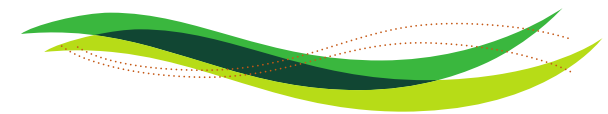
Sac State Business Advising



**Instagram**

**CBABizStudents**

CONNECT. ENGAGE. SUCCEED.



# Stay Connected With Us!

- BY EMAIL

[CBA-ugrad@csus.edu](mailto:CBA-ugrad@csus.edu)

- ON WEB

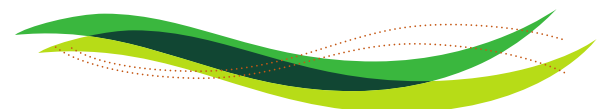
[www.CSUS.edu/CBA/OSE](http://www.CSUS.edu/CBA/OSE)

*\*Find Zoom office hours here!*

- DIRECTORY

<http://directory.csus.edu>

- TAHOE HALL 1030 (currently closed to the public)
- BY TELEPHONE (not currently available)  
(916) 278-BIZZ (2499)



# End Result: Graduation!

