Students pursuing a degree from one of the other undergraduate schools may choose to major in a field of business offered through the Olin Business School. All courses for your second major must be taken for a grade. A second major consists of a set of core courses and the specific courses for the major. Core requirements for all business majors are:

MGT 100*  MATH 127 or 131  MEC 290**
QBA 120***  MATH 128 or 132  MEC 292 or
QBA 121****  ACCT 2610 and ACCT 2620  ECON 104B

* Students must take MGT 100 or MGT 380 or MEC 380.
** Students must take either MEC 290 or ECON 401.
*** Approved substitutions for QBA 120 are Math 2200, Math 3200 and ESE 326.
**** Approved substitutions for QBA 121 are ECON 413 or Math 439.

In addition to the core requirements listed above, you must also complete all requirements for the specific major.
You may select one of the following majors:

Accounting  Finance  Marketing
Economics & Strategy  Healthcare Management  Operations & Supply Chain Management
Entrepreneurship  International Business  Organization & Human Resources Management

You must complete specific requirements listed for the individual major. A minimum of 24 graded units toward the second major must be taken through the Olin School. Transfer students from another institution must take a minimum of 18 units at Olin. University College courses will not count toward this major. An overall 2.0 average must be achieved in course work taken as part of the business major. Declarations must be completed by the end of the junior year. If you are pursuing more than one business major, please note that you may not count one major course toward both majors, e.g., Marketing 477 cannot count toward both the International Business and Marketing majors.

As a general rule, the Olin School encourages students to take all of their business courses here at Washington University. Permission may be granted for a student to take a course at another institution. In order for consideration to be given, a syllabus from an AACSB accredited institution must be submitted for review to your business advisor. The review process usually takes about two weeks to complete. A student must earn at least a “C” grade in any transfer course.
**Accounting**

**Core Requirements:**
- ACCT 3610 Intermediate Financial Accounting I

**Electives: At least four courses from the following:**
- ACCT 3620 Intermediate Financial Accounting II
- ACCT 363 Cost Analysis & Control
- ACCT 464 Auditing
- ACCT 466 Financial Statement Analysis
- ACCT 467 Income Tax Accounting
- ACCT 4680 Advanced Accounting Problems

**Finance**

**Core Requirements:**
- FIN 340 Capital Markets & Financial Management
- FIN 441 Investments
- FIN 448 Advanced Financial Management

**Electives: At least two courses from the following:**
- FIN 400G* Financial Markets & Instruments
- FIN 420* International Finance & Economics
- FIN 443 International Finance
- FIN 447 Information, Intermediation & Financial Markets
- FIN 449 Risk Management
- FIN 451 Options, Futures & Derivative Securities
- FIN 452 Advanced Derivative Securities

*Offered through the London International Internship Program.

**Marketing**

**Core Requirements:**
- MKT 370 Principles of Marketing
- MKT 473 Market Research
- MKT 480* Marketing Strategy

**Electives: At least two courses from the following (with at least one course from Group A):**

**GROUP A**
- MKT 377 Consumer Behavior
- MKT 470E New Product Management

**GROUP B**
- MKT 373 Retail Management
- MKT 476 Advanced Retail Management
- MKT 477 International Marketing
- MKT 481 Integrated Marketing Communications

*Marketing 480 is taken spring semester of your senior year.

**Entrepreneurship**

**Core Requirements:**
- FIN 340 Capital Markets & Financial Management
- MGT 430 Introduction to Entrepreneurship
- MGT 424 Business Planning for New Enterprises
- MKT 370 Principles of Marketing

**Electives: At least two courses from the following:**
- ACCT 466 Financial Statement Analysis
- MEC 370 Game Theory for Business
- MEC 380 Competitive Industry Analysis
- MEC 470 Market Competition & Value Appropriation
- MGT 201 or MGT 400U Management Communication**
- MGT 301 Legal Environment of Business
- MGT 380 Business Strategy
- MKT 473 Market Research
- OB 360 Organizational Behavior
- OB 461 Negotiation
- OSCM 356 Operations Management
- OSCM 453 Technology Management & Process Design
- ART 135C-136C Visual Communications — (any level)***
- BE 201 The Business of Biomedical Engineering
- BIO 392 Impact of Biotechnology
- CE 450 New Product & Process Development
- CS 104 Web Development
- CS 131 Computer Science I
- CS 123 Introduction to Software Concepts
- CS 152 Internet Applications
- CS 407A Management Information Systems I
- ECON 335 Money & Banking
- ECON 337 Financial Intermediaries in the Market Economy
- ECON 428 Capital Market Imperfections & Entrepreneurial Finance
- EE 411A Patents & Other Ways to Protect Inventions
- ME 204 Introduction to Manufacturing Processes

*Entrepreneurship majors are not required to take either ECON 104 or MEC 292.
**Only one course can count toward this major.

**Economics And Strategy**

**Major Requirements:**
- FIN 340 Capital Markets & Financial Management
- MEC 370* Game Theory
- MEC 380 Competitive Industry Analysis
- MEC 470 Market Competition & Value Appropriation
- MEC 471 Empirical Techniques for Industry Analysis
- MGT 380 Business Strategy
- MGT 390 Economics of HRM

*ECON 467 can be substituted for MEC 370.
Organization and Human Resources

**Major Requirements:**
- OB 360 Organizational Behavior within the Firm
- MGT 390 Economics of Human Resource Management

**Electives: At least nine units (at least six units from Group A):**

**GROUP A**
- HRM 320A Managing People in Organizations
- HRM 325 Personnel/Human Resources Management
- MEC 380 Competitive Industry Analysis
- MGT 380 Business Strategy
- MGT 402* Ethical Issues-Managerial Decision Making
- MGT 513I* Case Studies in Ethical Decision Making
- OB 461 Negotiation
- OB 462 Organizational Leadership

**GROUP B**
- PSYCH 315 Introduction to Social Psychology
- PSYCH 353 Psychology of Personality
- PSYCH 361 Psychology of Learning
- ECON 454 Institutions of Production & Exchange
- ECON 480 Labor Economics
- ECON 485 Labor Mgt. Relations in Modern Economics

*MGT 402 & 513I are 1.5-credit courses. MGT 402 is also a prerequisite for MGT 513I.

International Business

**Major Requirements:**
- MEC 292* Global Economy

**Electives: At least four courses from the following:**
(with at least two courses from Group A):

**GROUP A**
- FIN 400G or 420 International Finance & Economics**
- FIN 443 International Finance
- IIP 999 International Internship Program***
- MGT 308 Introduction to International Business
- MGT 400S or 418 International Business Environment***
- MKT 477 International Marketing

*ECON 104B cannot be substituted for this requirement.
**Offered only in the London International Internship Program (IIP).
***Offered through Olin’s IIPs in Koblenz, London and Paris.

**GROUP B**
- AFAS 370 Youth, Generation & Age in Africa
- AMCS 3292 Modern South Asian Politics
- ANECC 3912 Culture & Society of Modern Iran
- ANTH 306B Africa: Peoples & Cultures
- ANTH 3092 Peoples & Movements in Latin America
- ANTH 3093 Anthropology of Modern Latin America
- ANTH 3313 Women & Islam
- ANTH 3322 Brave New Crops
- ANTH 361 Culture & Environment
- ANTH 3874 International Public Health
- ANTH 399 Rich Nations Poor Nations
- ANTH 4041 Islam & Politics
- ANTH 4361 Culture, Power & the State
- ANTH 4500 Economic Development
- ANTH 4883 Political Economy of Health
- CHIN 3164 Chinese Foreign Relations Since the Opium War
- CHIN 330 Chinese City in Global Context
- CHIN 463 Legal & Business Chinese
- ECON 333 Economics of European Union
- ECON 371W Institutions/Problems of Economic Development
- ECON 376 International Economics
- ECON 377 International Political Economy
- ECON 423 Western Economic History
- ECON 426 Economic Systems in Theory & Practice
- ECON 435 Open Economy Macroeconomics
- ECON 475 International Trade
- ECON 4921 Japanese Political Economy
- E ASIA 351 Warrior Culture of Japan
- FILM 320 British Cinema
- FILM 323 Cinema of Eastern Europe in Cold War
- FILM 328 History of German Cinema
- FILM 336 Cinema & Ireland
- FILM 340 History of World Cinema

(continued on back page)
Second Major in Business for Non-BSBA Degree Students

FRENCH 301 French in France****
FRENCH 3012 Olin Internship Language Practicum****
FRENCH 310 Commercial French
FRENCH 311C French Culture
FRENCH 318 Grammar & Comp II
FRENCH 318D Prep for Year Abroad
GERM 404 German Today
GERM 408D German Language of Business I
GERM 4911 Europe, An Imagined Community
HIST 3060 East Asia Since 1500
HIST 315C Middle East in Modern Times
HIST 3150 Middle East in the 20th Century
HIST 3152 History of Iran from 1501-Present
HIST 316C Modern China
HIST 3164 Chinese Foreign Relations
HIST 3192 Modern South Asia
HIST 320C Japan Since 1868
HIST 322C Latin America — 20th Century
HIST 3252 History & Autobiography from Modern South Africa
HIST 327C Modern East Asia & Technology
HIST 3272 Economic Development of East Asia
HIST 333 The Holocaust
HIST 335C Jews in the Modern World
HIST 3441 Introduction to European Studies
HIST 3450 Modern Germany
HIST 3491 Europe in the 20th Century 1914-45
HIST 3491 Europe in the 20th Century 1945-2000
HIST 355 20th Century Britain
HIST 3552 Modern France Since 1870
HIST 356 20th Century Russia
HIST 359 Modern European Women
HIST 3598 WWI — Making of Modern Europe
HIST 3680 Cold War, 1945-1991
HIST 3741 U.S. Foreign Relations Since 1950
HIST 3872 History of Modern Britain
HIST 3879 Britain & Its Empire Since 1870
HIST 3891 East Asia Since 1945
HIST 38R8 Russian Revolution
HIST 3912 Culture & Society of Modern Iran
HIST 395C African Modernity: 1800 — Civilization
HIST 397 Shi‘ite Revival in Modern Middle East
HIST 4932 Japanese Foreign Relations
HIST 4973 Gender, Race & Culture in South Africa
IAS 3260 Race, Class & Gender: Brazil
IAS 362 Introduction to Russian Civilization
IAS 382 Migrations and Identities in 20th & 21st Centuries
IS 336 China Under Revolution & Reform
IS 344 Introduction to European Studies
IS 350 Israeli Culture & Society
IS 417 African-Americans & South Africa
JAPAN 445 Japanese Fiction in Postwar Period
JAPAN 466 Legal & Business Japanese
JNE 3273 Introduction to Israeli Politics
JNE 4042 Competing Ideologies & Nationalisms
KOREAN 417 Third-Level Korean I
KOREAN 418 Third-Level Korean II
KOREAN 437 Korean Literature & Culture
KOREAN 438 Contemporary Korean II
LATAM 3092 Indigenous People — Latin America
PSCI 3024 International Institutions
PSCI 3082 China & International Political Economy
PSCI 3093 Politics of European Union
PSCI 3103 Middle East Politics
PSCI 3131 Russian Politics
PSCI 3141 Revolution & Protest in Latin America
PSCI 316B African-American Politics
PSCI 320B Politics of Arab World
PSCI 321 Comparative European Politics
PSCI 326B Latin American Politics
PSCI 327B African Politics
PSCI 3280 Political Intolerance in World Politics
PSCI 3292 South Asian Politics
PSCI 331 Political Economy in the European World
PSCI 332B Energy & Environmental Issues
PSCI 336 East Asian Economic Miracles
PSCI 3361 China Under Reform & Revolution
PSCI 340 Global War & Peace
PSCI 3461 Topics in Politics
PSCI 357B Gender & Politics in Global Perspective
PSCI 3680 Cold War, 1945-1991
PSCI 3690 Politics of International Trade
PSCI 372 Politics of International Finance
PSCI 374 Contemporary American Foreign Policy
PSCI 3781 Israeli Politics
PSCI 3782 Terrorism & Political Violence
PSCI 4111 Afghanistan
PSCI 4231 Contemporary Issues in Latin America
PSCI 4281 Comparative Political Parties
PSCI 4353 Political Economy of European Union
PSCI 4432 Politics of Post-Soviet Countries
PSCI 4621 Politics & Theory of Games
PSCI 4730 Political Economies of Multinational Enterprises
PSCI 4731 Global Political Economy
PSCI 475 Terrorism & Guerrilla Warfare
PSCI 4761 Politics of International Finance
PSCI 478 Law & International Politics
PSCI 4791 Political Economy of Development
PSCI 4792 Globalization & National Politics
SPAN 311 Hispanic Culture I
SPAN 312 Hispanic Culture II
SPAN 313 Chilean Contemporary Culture
SPAN 322 Advanced Conversation in Spain
SPAN 351 Business Spanish
SPAN 426 Latin American Theater
WGS 306 Women & Family in Islam
WGS 312 Globalization & Gender
WGS 3206 Global Gender Issues

****Offered through Olin’s Paris Program.