All BSBA students must complete a minimum of 120 units of work including a minimum of 48 units of General Education coursework and a minimum of 55.5 units of Professional coursework. All business courses and specific nonprofessional requirements must be taken for a grade. A minimum 2.0 GPA in both your overall and professional GPAs are required.

### General Education Requirements (48 minimum units)

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>English Composition 100</td>
<td></td>
</tr>
<tr>
<td>Math 127/128 or 131/132</td>
<td></td>
</tr>
<tr>
<td>Distribution Requirements:</td>
<td></td>
</tr>
<tr>
<td>Behavioral Analysis</td>
<td>(3 Units)</td>
</tr>
<tr>
<td>Ethics and Values</td>
<td>(3 Units)</td>
</tr>
<tr>
<td>Humanities</td>
<td>(3 Units)</td>
</tr>
<tr>
<td>International Studies</td>
<td>(6 Units)</td>
</tr>
<tr>
<td>Physical/Life Sciences</td>
<td>(3 Units)</td>
</tr>
<tr>
<td>Advanced 300-400 Electives</td>
<td>(18 Minimum Units)</td>
</tr>
</tbody>
</table>

### Professional Requirements (43.5 minimum units)

- MGT 100: Individual in a Managerial Environment*
- MGT 150A: Foundations of Business
- MGT 150B: Olin Business Experience
- MGT 201: Management Communications
- MGT 250A: Building your Career Foundations
- MEC 290: Microeconomics
- MEC 292: Global Economy or Econ 1021
- QBA 120: Managerial Statistics I
- QBA 121: Managerial Statistics II
- OSCM 230: Management Science
- OSCM 356: Operations Management
- ACCT 2610: Principles of Financial Accounting
- ACCT 2620: Principles of Managerial Accounting
- MKT 370: Principles of Marketing
- OB 360: Organization Behavior within the Firm

*Transfer students may substitute MGT 380 or MEC 380.

### Professional Electives (12 minimum units)

BSBA students must complete at least 12 professional units which can also be applied towards a specific professional major. You can pursue a maximum of two business majors (or one prime business and one non-business) from the list below. Since our International Business major is classified as a second major, IB majors must also earn another business major. Majors must be declared by October 15, 2013. If you substitute a non-Olin course for an Olin requirement, you will still be required to earn 55.5 units in Olin.

- Accounting
- Finance
- Marketing
- Economics and Strategy
- Healthcare Mgt
- Operations and Supply Chain Mgt
- Entrepreneurship
- International Business
- Organization and Human Resources
Professional Electives (12 minimum units)

Accounting

Core Requirements

ACCT 3610  Intermediate Financial Accounting Theory I

Electives: At least 12 credits from the following

ACCT 3620  Intermediate Financial Accounting II
ACCT 464  Auditing
ACCT 466  Financial Statement Analysis
ACCT 467  Income Tax Fundamentals
ACCT 4680  Advanced Financial Accounting Problems

Economics and Strategy

Core Requirements

FIN 340  Capital Markets and Financial Management
MEC 370  Game Theory for Business
MEC 380  Competitive Industry Analysis
MEC 391*  Economics of Human Resource Mgt

MEC 470  Market Competition and Value Appropriation
MEC 471  Empirical Techniques for Industry Analysis
MEC 380  Business Strategy
MGT 390  Economics of Human Resource Mgt

Entrepreneurship

Core Requirements

FIN 340  Capital Markets and Financial Management
MGT 421  Introduction to Entrepreneurship

MGT 424  Business Planning for New Enterprises
MKT 370  Principles of Marketing

Electives: At least 9 credits from the following

ACCT 466  Financial Statement Analysis
ART 136I  Communication Design I
ART 235I  Communication Design I
ART 236I  Communication Design I
ART 335I  Communication Design I
ART 336I  Communication Design I
ART 435I  Communication Design I
ART 436I  Communication Design I
BE 201  Concept to Market
BIO 392  Impact of Biotechnology
CE 104  Web Development
CE 123  Introduction to Software Concepts
CE 131  Computer Science I
CE 152  Internet Applications
CE 407A  Management Information Systems I
ECON 335  Money and Banking
ECON 337  Financial Intermediaries in Market Econ.
ECON 428  Capital Market Imperfections
EE 441A  Patents/Ways to Protect Inventions
ME 204  Intro to Manufacturing Processes
MEC 370  Game Theory for Business
MEC 380  Competitive Industry Analysis
MEC 460**  Economics of Entertainment
MGT 301  Legal Environment of Business Management
MGT 380  Business Strategy
MGT 450C  Venture Consulting
MKT 373  Retail Management
MKT 473  Marketing Research
OB 461  Negotiation

* Only one Art course can be applied towards this major.
** This course was formerly MEC 400H.

Finance

Core Requirements

FIN 340  Capital Markets and Financial Management
FIN 441  Investments

FIN 448  Advanced Financial Management
FIN 451  Options, Futures and Derivative Securities

Electives: At least 3 credits from the following

FIN 400G  Financial Markets & Instruments (London Program)
FIN 443  International Finance
### Finance (Con't)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 400I</td>
<td>Mergers &amp; Acquisitions</td>
<td>FIN 447</td>
<td>Info, Intermediation, &amp; Financial Markets</td>
</tr>
<tr>
<td>FIN 428</td>
<td>Investments Praxis</td>
<td>FIN 470A</td>
<td>Research Methods in Finance</td>
</tr>
</tbody>
</table>

### Healthcare Mgt

#### Core Requirements

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGT 320</td>
<td>Olin Grand Rounds</td>
</tr>
<tr>
<td>MGT 321</td>
<td>Health Economics and Policy</td>
</tr>
</tbody>
</table>

#### Electives: At least 3 credits from the following

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANTH 260</td>
<td>Topics in Health and Community</td>
</tr>
<tr>
<td>ANTH 3283</td>
<td>Introduction to Public Health</td>
</tr>
<tr>
<td>ANTH 333</td>
<td>Culture and Health</td>
</tr>
<tr>
<td>ANTH 3874</td>
<td>International Public Health</td>
</tr>
<tr>
<td>ANTH 3875</td>
<td>Pharmaceutical Personhood</td>
</tr>
<tr>
<td>ANTH 4134</td>
<td>The AIDS Epidemic</td>
</tr>
<tr>
<td>ANTH 4883</td>
<td>The Political Economy of Health</td>
</tr>
<tr>
<td>BIO 2651</td>
<td>MedPrep Program-Experience in Life Sciences</td>
</tr>
<tr>
<td>BIO 2652</td>
<td>Pediatric Emergency Med Program</td>
</tr>
<tr>
<td>BIO 3651</td>
<td>MedPrep Program-Experience in Life Sciences</td>
</tr>
<tr>
<td>BIO 3652</td>
<td>Pediatric Emergency Med Program</td>
</tr>
<tr>
<td>BIO 390W</td>
<td>Biomedical Politics</td>
</tr>
</tbody>
</table>

### International Business

#### Core Requirements

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>INTL 300A</td>
<td>Planning for International Learning *</td>
</tr>
<tr>
<td>INTL 300B</td>
<td>Applying International Experiences</td>
</tr>
</tbody>
</table>

*Minimum four week off-Danforth campus experience is required to earn this major.

**Foundation course selections listed at: [http://bulletin.wustl.edu/interdisciplinaryopportunities/globalcertificate/#courses](http://bulletin.wustl.edu/interdisciplinaryopportunities/globalcertificate/#courses)

#### Electives: At least 9 credits from the following

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 400G</td>
<td>Financial Markets &amp; Instruments</td>
</tr>
<tr>
<td>FIN 443</td>
<td>International Finance</td>
</tr>
<tr>
<td>INTL 320*</td>
<td>Business, Innovation and Entrepreneurship in Israel</td>
</tr>
<tr>
<td>INTL 420</td>
<td>Business Research Internship</td>
</tr>
<tr>
<td>MGT 400S</td>
<td>International Business Environment</td>
</tr>
<tr>
<td>MGT 405S</td>
<td>International Business Environment Sydney</td>
</tr>
<tr>
<td>MGT 405T</td>
<td>Australian Study Tour</td>
</tr>
</tbody>
</table>

*This course was formerly named INTL 400I.

#### Marketing

#### Core Requirements

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 370</td>
<td>Principles of Marketing</td>
</tr>
</tbody>
</table>

#### Electives: At least 9 credits from the following

**with at least 6 of the credits from Group A**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>GROUP A</td>
<td></td>
</tr>
<tr>
<td>MKT 377</td>
<td>Consumer Behavior</td>
</tr>
<tr>
<td>MKT 400F</td>
<td>Brand Management</td>
</tr>
<tr>
<td>MKT 470E</td>
<td>Pricing Strategies</td>
</tr>
</tbody>
</table>

**with at least 6 of the credits from Group A**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 473</td>
<td>Marketing Research</td>
</tr>
</tbody>
</table>
Marketing (Con't)

**GROUP B**
- MKT 373  Retail Management
- MKT 477  International Marketing

**Operations and Supply Chain Mgt**

**Core Requirements**
- OSCM 230  Management Science
- OSCM 356  Operations Management

**Electives: At least 6 credits from the following**
- MEC 380  Competitive Industry Analysis
- MGT 380  Business Strategy
- MKT 373  Retail Management

**Electives: At least 6 credits from the following**

**Core Requirements**
- MEC 391*  Economics of Human Resource Mgt

*This course was formerly named MGT 390.

**Electives: At least 9 credits from the following**
(with at least 6 of the credits from Group A)

**GROUP A**
- HRM 320A  Managing People in Organizations
- HRM 325A  Personnel/Human Resources Management
- MEC 380  Competitive Industry Analysis
- MGT 380  Business Strategy
- MGT 402  Ethical Issues in Managerial Decision Making

* Mgt 402 & 526 are 1.5 credit courses. Mgt 402 is also a prerequisite for 526.

**GROUP B**
- ECON 380  Labor and the Economy
- PSYCH 315  Introduction to Social Psychology

**Electives**
- MKT 477S  International Marketing Sydney
- OMM 558  Advanced Operations Strategy
- OSCM 458  Operations Planning and Control
- MKT 473  Marketing Research
- OB 461  Negotiation
- OB 360  Organization Behavior within the Firm
- MGT 450V  Defining Moments
- MGT 526  Topics & Case Studies in Ethical Decision Making
- OB 461  Negotiation
- OB 462  Leadership in Organizations
- PSYCH 353  Psychology of Personality
- PSYCH 361  Psychology of Learning