BSBA students must earn a minimum of 120 units including a minimum of 48 units of General Education coursework and a minimum of 60 units of Professional coursework. All business courses and specific nonprofessional requirements must be taken for a grade. If you substitute a non-Olin course for an Olin requirement, you will still be required to earn 60 units in Olin. A minimum 2.0 GPA in both your overall and professional coursework are required.

**General Education Requirements (48 minimum units)**

- Writing I
- Math 131 and/or Math 132
- Distribution Requirements:
  - Behavioral Analysis (3 Units)
  - Ethics and Values (3 Units)
  - Humanities (3 Units)
  - International Studies (6 Units)
  - Physical/Life Sciences (3 Units)
  - Advanced 300-400 Electives (12 Minimum Units)

**Professional Requirements (42 minimum units)**

- MGT 100: Individual in a Managerial Environment*
- MGT 150A: Foundations of Business
- MGT 201: Management Communications
- MEC 290: Microeconomics
- MEC 292: Global Economy (or Econ 1021 or MEC 292S)
- QBA 120: Managerial Statistics I
- QBA 121: Managerial Statistics II
- QBA 200A: Modeling for Business Decision Making
- ACCT 2610: Principles of Financial Accounting
- ACCT 2620: Principles of Managerial Accounting
- MKT 370: Principles of Marketing
- OB 360: Organization Behavior within the Firm
- OSCM 356: Operations Management

*Transfer students may substitute MGT 380.

**Professional Electives (18 overall minimum units)**

A maximum of two business majors can be earned. Only one course per major can be taken abroad. You can only double count one major course. Independent study courses won't count towards majors or minors. 54 of your 60 business units must be taken in Olin. Minors require 12 unique credits with no double counting allowed. Declaration deadline: Feb. 28, 2020.

- Accounting
- Entrepreneurship
- Economics and Strategy
- Finance
- Healthcare Mgt
- Marketing
- Operations and Supply Chain Mgt
- Organization and Strategic Mgt
- Financial Engineering (2nd Major only)
- International Business (Minor)
- The Business of Entertainment (Minor)
- The Business of Social Impact (Minor)
- The Business of Sports (Minor)

Latest updates: https://olin.wustl.edu/EN-US/academic-programs/bs-business-administration/academics/Pages/majors.aspx June 2018
### Professional Electives (18 overall minimum units)

#### MAJOR: Accounting (15 minimum units)

**Core Requirements**
- ACCT 3610 Intermediate Financial Accounting Theory I
- ACCT 3620 Intermediate Financial Accounting II

**Electives: At least 9 units from the following**
- ACCT 400C Not-For-Profit Accounting (1.5 units)
- ACCT 400L Ethical Decision Making in Accounting (1.5 units)
- ACCT 464 Auditing

#### MAJOR: Economics and Strategy (12 minimum units)

**Core Requirements**
- MEC 370 Game Theory for Business
- MEC 400K Research in Industry Analysis

**MAJOR: Entrepreneurship (15 minimum units)**

**Core Requirements**
- MGT 421/460L Entrepreneurship or Social Entrepreneurship
- MGT 424 Business Planning for New Enterprises

**Electives: At least 9 units from the following**

**Experiential Electives (with at least 3 of the units from this category)**
- INTL 970 Entrepreneurship & Startups in Europe
- MGT 200C Venture Creation
- MGT 401 Mgt Ctr Practicum (Entrepreneurial focus)

**Industry Electives (with at least 3 of the units from this category)**
- CSE 131 Computer Science I
- ECON 335 Money and Banking
- FIN 549H Real Estate Finance (1.5 units)
- INTL 320 Business, Innovation & Entrepreneurship in Israel
- MEC 460 Economics of Entertainment

**Skill Electives (with at least 3 of the units from this category)**
- ACCT 466 Financial Statement Analysis
- CSE 104 Web Development
- CSE 330S Rapid Type Dev. & Creative Programming
- CSE 438S Mobile Application Development
- MEC 370 Game Theory for Business
- MEC 470 Market Competition and Value Appropriation

#### MAJOR: Finance (12 minimum units)

**Core Requirements**
- FIN 441 Investments
- FIN 448 Advanced Financial Management
- FIN 451 Options, Futures and Derivative Securities

**Electives: At least 3 units from the following**
- FIN 400I Mergers and Acquisitions (1.5 units)
- FIN 400J Advanced Valuation (1.5 units)
- FIN 420 International Economics and Finance
- FIN 443 International Finance
- FIN 447 Info, Intermediation, & Financial Markets
### MAJOR: Finance (12 minimum units) (Con’t)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 428</td>
<td>Investment Praxis</td>
</tr>
<tr>
<td>FIN 470A</td>
<td>Research Methods in Finance</td>
</tr>
</tbody>
</table>

### MAJOR: Financial Engineering (48 minimum units - offered as a second major option only)

**Electives: At least 48 units from the following**

**GROUP A (with at least 18 of the units from Group A)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>CSE 131</td>
<td>Computer Science I</td>
</tr>
<tr>
<td>MATH 217</td>
<td>Differential Equations</td>
</tr>
<tr>
<td>MATH 233</td>
<td>Calculus III</td>
</tr>
</tbody>
</table>

**GROUP B (with at least 24 of the units from Group B)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 2610</td>
<td>Principles of Financial Accounting</td>
</tr>
<tr>
<td>CSE 240</td>
<td>Logic and Discrete Mathematics</td>
</tr>
<tr>
<td>CSE 247</td>
<td>Algorithms and Data Structures</td>
</tr>
<tr>
<td>CSE 417T</td>
<td>Big Data &amp; Machine Learning or CSE 427S</td>
</tr>
</tbody>
</table>

**GROUP C (with at least 6 of the units from Group C)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 500Q</td>
<td>Quantitative Risk Mgt</td>
</tr>
<tr>
<td>FIN 537</td>
<td>Advanced Derivative Securities or FIN 452</td>
</tr>
<tr>
<td>FIN 539</td>
<td>Mathematical Finance</td>
</tr>
</tbody>
</table>

### MAJOR: Healthcare Mgt (15 minimum units)

**Core Requirements**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
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</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>
<tr>
<td>MGT 200</td>
<td>Research in Healthcare Management</td>
</tr>
</tbody>
</table>

**Electives: At least 3 units from the following**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMCS 4135</td>
<td>Tobacco: History, Culture, Science and Policy</td>
</tr>
<tr>
<td>ANTH 260</td>
<td>Topics in Health and Community</td>
</tr>
<tr>
<td>ANTH 3283</td>
<td>Introduction to Global Health</td>
</tr>
<tr>
<td>ANTH 3309</td>
<td>Anthropological Perspectives on Care</td>
</tr>
<tr>
<td>ANTH 3310</td>
<td>Health, Healing and Ethics: Medical Anthropology</td>
</tr>
<tr>
<td>ANTH 333</td>
<td>Culture and Health</td>
</tr>
<tr>
<td>ANTH 3621</td>
<td>Anthropology of Human Birth</td>
</tr>
<tr>
<td>ANTH 3626</td>
<td>Nature and the Meaning of Disease</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>
</tbody>
</table>

### MAJOR: Marketing (12 minimum units)

**Core Requirements**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 378</td>
<td>Marketing Research</td>
</tr>
</tbody>
</table>

**Electives: At least 9 units from the following**

**GROUP A (with at least 6 of the units from Group A)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 377</td>
<td>Consumer Behavior</td>
</tr>
<tr>
<td>MKT 400F</td>
<td>Brand Management</td>
</tr>
<tr>
<td>MKT 400G</td>
<td>Digital Marketing and Customer Analytics</td>
</tr>
<tr>
<td>MKT 470E</td>
<td>Pricing Strategy</td>
</tr>
<tr>
<td>MKT 478</td>
<td>New Product Management</td>
</tr>
<tr>
<td>MKT 480</td>
<td>Marketing Strategy</td>
</tr>
</tbody>
</table>

**GROUP B**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 400E</td>
<td>Elements of Sales: Tools and Techniques</td>
</tr>
<tr>
<td>MKT 465</td>
<td>Retail Management</td>
</tr>
</tbody>
</table>
### MAJOR: Marketing (12 minimum units) (Con't)

- MKT 400I  Business and Marketing Innovation  MKT 477  Int'l Marketing (or MKT 477L or 477S)
- MKT 450F  Luxury Goods - A Dash of Fashion  MKT 481  Advertising and Promotions

### MAJOR: Operations and Supply Chain Mgt (12 minimum units)

**Electives: At least 12 units from the following**

- **GROUP A (with at least 6 of the units from Group A)**
  - OSCM 400C  Analytics for Operational Management  OSCM 458  Operations Planning and Control
  - OSCM 400D  Supply Chain Management

- **GROUP B (with at least 3 of the units from Group B)**
  - MGT 380  Business Strategy  MKT 378  Marketing Research
  - MGT 460H  Corporate and Global Strategy  MGT 465  Retail Management

### MAJOR: Organization and Strategic Mgt (12 minimum units)

**Electives: At least 12 units from the following**

- **GROUP A (with at least 3 of the units from Group A)**
  - MGT 450V  Defining Moments (1.5 units)  OB 461  Negotiations
  - OB 400C  Women in Leadership (1.5 units)  OB 462  Leadership in Organization
  - OB 400D  Thinking Creatively & Leading Creative Teams (1.5 units)

- **GROUP B (with at least 3 of the units from Group B)**
  - MGT 380  Business Strategy  MGT 460G  Critical Thinking & Problem Solving (1.5 units)
  - MGT 402  Ethical Issues in Managerial Decisions (1.5 units)  MGT 460H  Corporate and Global Strategy
  - MGT 450R  Business and Government

- **GROUP C**
  - HRM 325A  Personnel/Human Resources Management  MEC 391  Economics of Human Resource Management

### MINOR: Business of Social Impact (12 minimum units - units are distinct and can't be double counted)

**Core Requirements**

- MGT 450V  Defining Moments (1.5 units)
- MGT 460M  Business of Social Impact (1.5 units)

**Electives: At least 9 units from the following**

- **GROUP A (with at least 3 of the units from Group A)**
  - MGT 401  Mgt Ctr Practicum: Madagascar and/or SBI Focus  MGT 460K  Taylor Community Consulting (1.5 units)

- **GROUP B (with at least 3 of the units from Group B)**
  - ACCT 400C  Not-for-Profit Accounting (1.5 units)  MGT 450R  The Regulatory Environment (1.5 units)
  - MGT 402  Ethical Issues in Decision Making (1.5 units)  MGT 460L  Social Leadership

- **GROUP C (with at least 3 of the units from Group C)**
  - AMCS 280  Exploring Inequality  EN ST 405  Sustainability Exchange
  - ARCH 307X  Community Building  EPSC 111  Intro to Global Change in 21st Century
  - ARCH 490A  WU & Henry Elem School Collaboration  EPSC 201  Earth and the Environment
  - ART H 229F  Tale of Two Cities: Documenting our Divides  INTER D 101  Earth's Future
  - EN ST 310  Ecological Economics  POL SCI 332B  Environmental and Energy Issues
  - EN ST 375  Urban Ecology  URST 299  Study of Cities and Metropolitan America

### MINOR: International Business (12 minimum units - units are distinct and can't be double counted)

**Core Requirements**

- MGT 308  Introduction to International Business
MINOR: International Business (12 minimum units) (Con't)

Electives: At least 9 units from the following

GROUP A (with at least 3 of the units from Group A)
- FIN 420 International Economics and Finance
- INTL 320 Business, Innovation & Entrepreneurship in Israel
- INTL 420 Business Research Internship
- INTL 970 Entrepreneurship & Startups in Europe
- MGT 200B Global Perspective Series
- MGT 200C Venture Creation
- MGT 418
- MGT 450I
- MGT 450Z
- MGT 471
- MKT 477S
- International Business: Euro Perspective
- Int'l Internship in Business - 1.5 units
- Study Tour (or MGT 405A) - 1.5 units
- Venture Consulting
- Int'l Marketing (or MKT 477L)

GROUP B
- FIN 443 International Finance
- MEC 292 Global Economy
- Corporate and Global Strategy
- Int'l Marketing (Can't take MKT 477S or 477L)

MINOR: The Business of Entertainment (12 minimum units - units are distinct and can't be double counted)

Core Requirements
- MEC 460 Economics of Entertainment

Electives: At least 9 units from the following

GROUP A (with at least 3 of the units from Group A)
- AMCS 3490 Media Culture
- FILM 423 Histories of Media Convergence
- FILM 220 Intro to Film Studies

GROUP B (with at least 3 of the units from Group B)
- FIN 448 Advanced Financial Management
- MEC 471 Empirical Techniques for Industry Analysis
- MKT 301 Legal Foundations of Business
- MKT 378 Marketing Research
- MKT 400F Brand Management

MINOR: The Business of Sports (12 minimum units - units are distinct and can't be double counted)

Core Requirements
- MGT 440 Sports Management (1.5 units)
- MGT 450G The Business of Sports
- MGT 460I Sports Business Analytics (1.5 units)

Electives: At least 6 units from the following

- FIN 448 Advanced Financial Management
- MGT 400F Brand Management
- MEC 460 Economics of Entertainment
- MGT 460J Legal Issues in Sports
- MEC 471 Empirical Techniques for Industry Analysis
- MKT 378 Marketing Research
- MGT 301 Legal Environment of Business
- MKT 400E Elements of Sales: Tools & Techniques
- MGT 380 Business Strategy