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. Our second major consists of a set of core courses and the specific courses for the major.

**General Education Requirements (3 minimum units)**

Math 127/128 or 131/132

**Professional Requirements (21 minimum units)**

<table>
<thead>
<tr>
<th>Management 100*</th>
<th>Quantitative Business Analysis 121***</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managerial Economics 290 or Economics 4011</td>
<td>Accounting 2610</td>
</tr>
<tr>
<td>Managerial Economics 292 or Economics 1021</td>
<td>Accounting 2620</td>
</tr>
<tr>
<td>Quantitative Business Analysis 120**</td>
<td></td>
</tr>
</tbody>
</table>

* Second majors may substitute MGT 380 or MEC 380 for MGT 100.
** Second majors may substitute Math 2200, Math 3200, ESE 326 or PS 363 for QBA 120.
*** Second majors may substitute Econ 413 or Math 439 for QBA 121.

**Professional Electives (15 minimum units)**

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
- Economics and Strategy
- Entrepreneurship
- Finance
- Healthcare Mgt
- International Business
- Marketing
- Operations and Supply Chain Mgt
- Organization and Human Resources

Specific requirements for each major are listed on the following pages. All course work for a major must be taken for a grade. An overall 2.0 average must be achieved in your business course work to earn your business 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.

Declarations must be completed by the end of the junior year.

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” to transfer a course.
Professional Electives (15 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 470 Market Competition and Value Appropriation
- MEC 471 Empirical Techniques for Industry Analysis
- MGT 380 Business Strategy
- MGT 390 Economics of Human Resources Management

**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 6 credits from the following**
- ACCT 466 Financial Statement Analysis
- ART 135I* Communication Design I
- ART 136I* Communication Design II
- ART 235I* Communication Design I
- ART 2361* Communication Design I
- ART 335I* Communication Design I
- ART 3361* Communication Design I
- ART 435I* Communication Design I
- BE 201 Business of Biomedical Engineering
- BIO 392 Impact of Biotechnology
- CSE 104 Web Development
- CSE 123 Introduction to Software Concepts
- CSE 131 Computer Science I
- CSE 152 Internet Applications
- CSE 407A Management Information Systems I
- ENGR 324 From Concept to Market: Business of Engineering
- ENGR 375 Game Theory for Business
- ECON 335 Money and Banking
- ECON 392 Impact of Biotechnology
- ECON 428 Capital Market Imperfections
- *Only one Art course can be applied towards this major.

**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
Second Majors for non-BSBA Students 2014

**Finance (Con’t)**

Electives: At least 3 credits from the following

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 400G</td>
<td>Financial Markets and Instruments (London Program)</td>
<td>FIN 428</td>
<td>Investments Praxis</td>
</tr>
<tr>
<td>FIN 401I</td>
<td>Mergers and Acquisitions</td>
<td>FIN 443</td>
<td>International Finance</td>
</tr>
<tr>
<td>FIN 400J</td>
<td>Advanced Valuation</td>
<td>FIN 447</td>
<td>Info., Intermediation and Financial Markets</td>
</tr>
<tr>
<td>FIN 420</td>
<td>International Economics and Finance</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Healthcare Mgt

Core Requirements

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGT 320</td>
<td>Olin Grand Rounds</td>
<td>MGT 322</td>
<td>Healthcare Management</td>
</tr>
<tr>
<td>MGT 321</td>
<td>Health Economics and Policy</td>
<td>MGT 420</td>
<td>Research In Healthcare Management</td>
</tr>
</tbody>
</table>

Electives: At least 3 credits from the following

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANTH 260</td>
<td>Topics in Health and Community</td>
<td>PHEALTH 224</td>
<td>Infectious Diseases: Past, Present &amp; Future</td>
</tr>
<tr>
<td>ANTH 328</td>
<td>Introduction to Public Health</td>
<td>PHEALTH 316</td>
<td>Contemporary Women's Health</td>
</tr>
<tr>
<td>ANTH 333</td>
<td>Culture and Health</td>
<td>PHEALTH 3183</td>
<td>History of Genetics in 20th Century</td>
</tr>
<tr>
<td>ANTH 3874</td>
<td>International Public Health</td>
<td>PHEALTH 348</td>
<td>Emerging Infectious Diseases</td>
</tr>
<tr>
<td>ANTH 4134</td>
<td>The AIDS Epidemic</td>
<td>PHEALTH 358</td>
<td>Leeches to Lasers</td>
</tr>
<tr>
<td>ANTH 4883</td>
<td>Political Economy of Health</td>
<td>PHEALTH 3621</td>
<td>Anthropology of Human Birth</td>
</tr>
<tr>
<td>BIO 2651</td>
<td>MedPrep Program-Experience in Life Sciences</td>
<td>PHEALTH 3626</td>
<td>Nature and the Meaning of Disease</td>
</tr>
<tr>
<td>BIO 2652</td>
<td>Pediatric Emergency Medicine Program</td>
<td>PHEALTH 372</td>
<td>Behavioral Ecology</td>
</tr>
<tr>
<td>BIO 3651</td>
<td>MedPrep Program-Experience in Life Sciences</td>
<td>PHEALTH 3874</td>
<td>International Public Health</td>
</tr>
<tr>
<td>BIO 3652</td>
<td>Pediatric Emergency Medicine Program</td>
<td>URB STU 415</td>
<td>Critical Issues in Life Span</td>
</tr>
<tr>
<td>BIO 390W</td>
<td>Biomedical Politics</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

International Business

Core Requirements

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEC 292</td>
<td>Global Economy</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Electives: At least 4 courses from the following  
(with at least 2 of the courses from Group A)

**GROUP A**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 400G</td>
<td>Financial Markets and Instruments (London Program)</td>
<td>MGT 308</td>
<td>Introduction to International Business</td>
</tr>
<tr>
<td>FIN 420</td>
<td>International Economics and Finance</td>
<td>MGT 400S</td>
<td>International Business Environment</td>
</tr>
<tr>
<td>FIN 443</td>
<td>International Finance</td>
<td>MGT 418</td>
<td>International Business: A Euro Perspective</td>
</tr>
<tr>
<td>INTL 320*</td>
<td>Business, Innovation and Entrepreneurship in Israel</td>
<td>MGT 450C</td>
<td>Venture Consulting</td>
</tr>
<tr>
<td>INTL 999F</td>
<td>International Internship in Paris</td>
<td>MGT 460A</td>
<td>Asian Networks</td>
</tr>
<tr>
<td>INTL 999G</td>
<td>International Internship in Germany</td>
<td>MKT 450F</td>
<td>Luxury Goods</td>
</tr>
<tr>
<td>INTL 999L</td>
<td>International Internship in London</td>
<td>MKT 477</td>
<td>International Marketing</td>
</tr>
</tbody>
</table>

*Formerly INTL 400F.

**GROUP B**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANTH 306B</td>
<td>Africa: Peoples and Cultures</td>
<td>HIST 3741</td>
<td>United States Foreign Relations Since 1950</td>
</tr>
<tr>
<td>ANTH 3093</td>
<td>Anthropology of Modern Latin America</td>
<td>HIST 3879</td>
<td>Britain and its Empire Since 1870</td>
</tr>
<tr>
<td>ANTH 3313</td>
<td>Women and Islam</td>
<td>HIST 395C</td>
<td>African Civilization: 1800 to the Present</td>
</tr>
<tr>
<td>ANTH 3322</td>
<td>Brave New Crops</td>
<td>HIST 449C</td>
<td>Imperial Russia</td>
</tr>
<tr>
<td>ANTH 3326</td>
<td>Modern Third World</td>
<td>IAS 3260</td>
<td>Race, Class, and Gender: Brazil</td>
</tr>
<tr>
<td>ANTH 361</td>
<td>Culture and Environment</td>
<td>IAS 362</td>
<td>Introduction to Russian Civilization</td>
</tr>
<tr>
<td>ANTH 4041</td>
<td>Islam and Politics</td>
<td>IS 336</td>
<td>China Under Revolution and Reform</td>
</tr>
<tr>
<td>ANTH 4883</td>
<td>The Political Economy of Health</td>
<td>IS 344</td>
<td>Introduction to European Studies</td>
</tr>
<tr>
<td>ASIAN 320</td>
<td>Literature &amp; Visual Culture Arab World</td>
<td>IS 350</td>
<td>Israeli Culture and Society</td>
</tr>
</tbody>
</table>
### International Business (Con't)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHIN 330</td>
<td>Topics in Chinese Literature and Culture</td>
<td>IS 3598</td>
<td>WWI and the Making of Modern Europe</td>
</tr>
<tr>
<td>CHIN 4631</td>
<td>Business Chinese I</td>
<td>ITALIAN 332</td>
<td>Italian Cinema</td>
</tr>
<tr>
<td>CHIN 4632</td>
<td>Business Chinese II</td>
<td>JNE 3272</td>
<td>Parshanut: The Bible in the Jewish Tradition</td>
</tr>
<tr>
<td>EAST 3301</td>
<td>Topics in Chinese Literature and Culture</td>
<td>JNE 4042</td>
<td>Competing Ideologies and Nationalisms</td>
</tr>
<tr>
<td>EAST 3421</td>
<td>Literature of Contemporary and Modern China</td>
<td>KOREAN 417</td>
<td>Third-Level Modern Korean I</td>
</tr>
<tr>
<td>EAST 346</td>
<td>British Enlightenment Culture</td>
<td>KOREAN 418</td>
<td>Third-Level Modern Korean II</td>
</tr>
<tr>
<td>EAST 352</td>
<td>Literature of Modern &amp; Contemporary Korea</td>
<td>KOREAN 437</td>
<td>Korean Literature and Culture</td>
</tr>
<tr>
<td>ECON 372</td>
<td>Political Economy of Development in Africa</td>
<td>KOREAN 438</td>
<td>Contemporary Korean II</td>
</tr>
<tr>
<td>ECON 423</td>
<td>Western Economic History</td>
<td>LATAM 3092</td>
<td>Indigenous Peoples - Latin America</td>
</tr>
<tr>
<td>ECON 426</td>
<td>Economic Systems in Theory and Practice</td>
<td>PSCI 3093</td>
<td>Politics of the European Union</td>
</tr>
<tr>
<td>ECON 435</td>
<td>Open Economy Macroeconomics</td>
<td>PSCI 3120</td>
<td>Globalization and Gender</td>
</tr>
<tr>
<td>ECON 475</td>
<td>International Trade</td>
<td>PSCI 321</td>
<td>Comparative European Politics</td>
</tr>
<tr>
<td>FILM 332</td>
<td>Contemporary East Asian Culture</td>
<td>PSCI 326B</td>
<td>Latin-American Politics</td>
</tr>
<tr>
<td>FILM 340</td>
<td>History of World Cinema</td>
<td>PSCI 327B</td>
<td>African Politics</td>
</tr>
<tr>
<td>FREN 301</td>
<td>French in France</td>
<td>PSCI 3280</td>
<td>Political Intolerance in World Politics</td>
</tr>
<tr>
<td>FREN 3012</td>
<td>Internship Practicum</td>
<td>PSCI 3292</td>
<td>South Asian Politics</td>
</tr>
<tr>
<td>FREN 311C</td>
<td>French Culture and Civilization</td>
<td>PSCI 332B</td>
<td>Environmental and Energy Issues</td>
</tr>
<tr>
<td>FREN 318D</td>
<td>Preparation for Year in France</td>
<td>PSCI 357B</td>
<td>Gender and Politics in Global Perspective</td>
</tr>
<tr>
<td>FREN 325</td>
<td>French Film Culture</td>
<td>PSCI 3690</td>
<td>Politics of International Trade</td>
</tr>
<tr>
<td>FREN 376C</td>
<td>Cinema and Society</td>
<td>PSCI 372</td>
<td>Topics in International Politics</td>
</tr>
<tr>
<td>GERM 404</td>
<td>Germany Today</td>
<td>PSCI 374</td>
<td>Contemporary American Foreign Policy</td>
</tr>
<tr>
<td>GERM 408D</td>
<td>German as a Language of Business</td>
<td>PSCI 3781</td>
<td>Topics in Politics: Israeli Politics</td>
</tr>
<tr>
<td>HIST 3124</td>
<td>9/11 in World History</td>
<td>PSCI 3782</td>
<td>Terrorism and Political Violence</td>
</tr>
<tr>
<td>HIST 3150</td>
<td>The Middle East in the 20th Century</td>
<td>PSCI 4231</td>
<td>Contemporary Issues in Latin America</td>
</tr>
<tr>
<td>HIST 3164</td>
<td>Chinese Foreign Relations Since Opium War</td>
<td>PSCI 4281</td>
<td>Comparative Political Parties</td>
</tr>
<tr>
<td>HIST 316C</td>
<td>Modern China: 1890s to the Present</td>
<td>PSCI 4432</td>
<td>Politics of Post-Soviet Countries</td>
</tr>
<tr>
<td>HIST 3192</td>
<td>Modern South Asia</td>
<td>PSCI 4451</td>
<td>Contemporary Politics in India</td>
</tr>
<tr>
<td>HIST 320C</td>
<td>Japan Since 1868</td>
<td>PSCI 4621</td>
<td>Politics and the Theory of Games</td>
</tr>
<tr>
<td>HIST 322C</td>
<td>Latin America: 20th &amp; 21st Centuries</td>
<td>PSCI 4730</td>
<td>Political Economy of Multinational Enterprises</td>
</tr>
<tr>
<td>HIST 333</td>
<td>The Holocaust: History and Memory</td>
<td>PSCI 475</td>
<td>Topics in International Politics</td>
</tr>
<tr>
<td>HIST 3350</td>
<td>Jews in Central and Eastern Europe</td>
<td>REL STU 309</td>
<td>Chinese Thought</td>
</tr>
<tr>
<td>HIST 335C</td>
<td>Modern Jewish History</td>
<td>RUSSIAN 431</td>
<td>Russia Today and Tomorrow</td>
</tr>
<tr>
<td>HIST 3441</td>
<td>Introduction to European Studies</td>
<td>RUSSIAN 4480</td>
<td>Russian Intellectual History</td>
</tr>
<tr>
<td>HIST 3450</td>
<td>Modern Germany</td>
<td>SPAN 311</td>
<td>Hispanic Culture and Civilization I</td>
</tr>
<tr>
<td>HIST 355</td>
<td>Twentieth Century Britain</td>
<td>SPAN 351</td>
<td>Business Spanish</td>
</tr>
<tr>
<td>HIST 356C</td>
<td>20th Century Russian History</td>
<td>SPAN 426</td>
<td>Latin-American Theater</td>
</tr>
<tr>
<td>HIST 359</td>
<td>Modern European Women</td>
<td>WGS 3206</td>
<td>Global Gender Issues</td>
</tr>
<tr>
<td>HIST 3598</td>
<td>WWI - The Making of Modern Europe</td>
<td>WGS 3551</td>
<td>Gender in Korean Film and Literature</td>
</tr>
<tr>
<td>HIST 3680</td>
<td>The Cold War, 1945-1991</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Marketing

#### Core Requirements

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 370</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>MKT 473</td>
<td>Marketing Research</td>
</tr>
</tbody>
</table>

*MKT 480 is taken spring semester of senior year.

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

(***with at least 3 of the credits from Group A***)

#### GROUP A

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 377</td>
<td>Consumer Behavior</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 470E</td>
<td>Pricing Strategies</td>
</tr>
</tbody>
</table>
**Marketing (Con't)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 400F</td>
<td>Brand Management</td>
<td>MKT 478</td>
<td>New Product Management</td>
</tr>
<tr>
<td>MKT 373</td>
<td>Retail Management</td>
<td>MKT 477</td>
<td>International Marketing</td>
</tr>
<tr>
<td>MKT 476</td>
<td>Advanced Retail Topics</td>
<td>MKT 481</td>
<td>Integrated Marketing Communication</td>
</tr>
</tbody>
</table>

**Operations and Supply Chain Mgt**

**Core Requirements**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>OSCM 230</td>
<td>Management Science</td>
</tr>
<tr>
<td>OSCM 356</td>
<td>Operations Management</td>
</tr>
<tr>
<td>OMM 558</td>
<td>Advanced Operations Strategy</td>
</tr>
<tr>
<td>OSCM 458</td>
<td>Operations Planning and Control</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEC 380</td>
<td>Competitive Industry Analysis</td>
</tr>
<tr>
<td>MGT 380</td>
<td>Business Strategy</td>
</tr>
<tr>
<td>MKT 373</td>
<td>Retail Management</td>
</tr>
<tr>
<td>MKT 473</td>
<td>Marketing Research</td>
</tr>
<tr>
<td>OB 461</td>
<td>Negotiation</td>
</tr>
</tbody>
</table>

**Organization and Human Resources**

**Core Requirements**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGT 390</td>
<td>Economics of Human Resources Management</td>
</tr>
<tr>
<td>OB 360</td>
<td>Organization Behavior within the Firm</td>
</tr>
</tbody>
</table>

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

(With at least 6 of the credits from Group A)

**GROUP A**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>HRM 320A</td>
<td>Managing People in Organizations</td>
</tr>
<tr>
<td>HRM 325A</td>
<td>Personnel/Human Resources Management</td>
</tr>
<tr>
<td>MEC 380</td>
<td>Competitive Industry Analysis</td>
</tr>
<tr>
<td>MGT 380</td>
<td>Business Strategy</td>
</tr>
<tr>
<td>MGT 402*</td>
<td>Ethical Issues in Managerial Decision Making</td>
</tr>
</tbody>
</table>

* MGT 402, MGT 450V and MGT 526 are 1.5 credit courses. MGT 402 is also a prerequisite for MGT 526.

**GROUP B**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 380</td>
<td>Labor and the Economy</td>
</tr>
<tr>
<td>PSYCH 315</td>
<td>Introduction to Social Psychology</td>
</tr>
<tr>
<td>PSYCH 353</td>
<td>Psychology of Personality</td>
</tr>
<tr>
<td>PSYCH 361</td>
<td>Psychology of Learning</td>
</tr>
</tbody>
</table>