Marriott School of Management

Guidebook Contents

How Do I Decide My Major or Area of Emphasis? ................................................................. 2
I Got Into BYU . . . Now What? ................................................................................................ 3
What Should I Think About as a Marriott School Freshman? .................................................. 4
Pre-Major Programs Flowchart .............................................................................................. 6
Bachelor of Science Degrees
  BS Accounting .......................................................................................................................... 7
  BS Information Systems ............................................................................................................ 10
  BS Management ..................................................................................................................... 13
    Entrepreneurship Emphasis .................................................................................................. 16
    Finance Emphasis ................................................................................................................. 17
    General Management Emphasis ......................................................................................... 19
  Global Supply Chain Management Emphasis ...................................................................... 20
  Marketing Management Emphasis ....................................................................................... 21
  Organizational Behavior/Human Resource Management Emphasis .................................... 22
  Strategy Emphasis ................................................................................................................ 23
Minors and Certificates
  Management ............................................................................................................................. 24
  Strategy .................................................................................................................................... 24
  Undergraduate Global Management Certificate .................................................................... 24
Internships .................................................................................................................................. 25
Transfer Student Information .................................................................................................... 26
Centers and Institutes ................................................................................................................ 27
Clubs For All Majors .................................................................................................................. 29
Frequently Asked Questions ...................................................................................................... 30
MSM Advisement Center ......................................................................................................... 37
How Do I Decide My Major or Area of Emphasis?

The Marriott School offers three limited enrollment bachelor of science (BS) degrees: accounting, information systems, and management. Within the management degree there are seven emphases: entrepreneurship, finance, global supply chain, marketing, organizational behavior/human resource management, strategy, and general management. This guidebook will help you become familiar with each of these areas so you can make a knowledgeable decision when choosing a major.

The pages that follow explain what classes are required for the Marriott School undergraduate major programs. The flowcharts will help you build a preliminary graduation plan for the major or emphasis that interests you the most. (See “Programs” at marriottschool.byu.edu.)

You will also discover how to apply to the Marriott School, information about transferring from other schools, and which courses are required for two minors: management and strategy. Next, you will be introduced to ways to become involved in the Marriott School through clubs, centers, internships, and mentors.

Finally, you will learn answers to frequently asked questions.

One of the fourfold missions of the Marriott School is to “attract, develop, and place men and women of faith, character, and professional ability who will become outstanding leaders capable of dealing with change in a global environment.” In the undergraduate programs office we are here to help achieve that goal.

Professor Brent Wilson
Director, Undergraduate Management

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If you want to raise a family and change the world, the Marriott School can help you achieve your dreams. A business degree offers the skills to further your profession, help your family, build the Church, support your community, and influence the world.

**Sounds good, right?**

Want more information?

Read through this guidebook; visit the Undergraduate Business Advisement Center in 460 TNRB; and explore the Marriott School website at marriottschool.byu.edu.
What Should I Think About as a Marriott School Freshman?

➢ Pre-Major Programs
➢ Advisement Center
➢ Classes
➢ Acceptance Criteria
➢ Internships
➢ Clubs
➢ Mentors
➢ Networking
➢ Careers

➢ Pre-Major Programs: You are considered a “pre-major” until you are formally accepted to a Marriott School bachelors of science (BS) degree/program/major. The title “Pre-Management” major includes all pre-accounting, pre-information systems, and pre-management majors—and the prerequisites are different for each of these programs. Pre-major students must complete the prerequisites for one of these majors.

➢ Advisement Center: Room 460 TNRB is a place you are welcome to walk in anytime (or make an appointment). Don’t delay coming in to talk—the advisors can help you in ways you haven’t even dreamed of . . . yet.

➢ Classes: A list of recommended courses for freshmen and early sophomores. Some are required, others are electives—your choices depend on your academic background and goals: BusM 180, Isys 100, Isys 101, Math 116, Math 118, Stat 121, Univ 101 (sec 4), BusM 371 (sec 7), BusM 494R (sec 2), Acc 200, Econ 110 (soph year).

➢ Acceptance Criteria: The criteria are detailed on the pre-major flowcharts for pre-accounting, pre-information systems, and pre-management. After completing the prerequisites for a specific program, you formally apply to the major.

➢ Internships: A semester of on-the-job training. Student internships provide opportunities for students to gain experience in their field, determine if they have an interest in a particular career, create a network of contacts, or gain school credit. An internship may be paid or unpaid. Some interns find permanent, paid employment with the companies where they interned.
Clubs/Associations/Centers: Something you should not ignore! The Marriott School has approximately forty clubs for more than 2,500 students. These clubs build friendships and networks, provide career and service opportunities, supplement your education, and much more. Two clubs you are already a member of:

- **Pre-Management Association (PMA):** This is a newly formed group by the Undergraduate Advisement Office with the goal to inform freshmen and sophomores on everything they need to know to succeed in school and in their future careers. PMA provides important information EARLY in your studies so you can be on “top”—for classes, majors, internships, interviews, and jobs.

- **Marriott Undergraduate Student Association (MUSA):** All undergraduate students are automatically members of MUSA and it strives to improve the overall experience for every student. Visit byumusa.com.

Mentor: A trusted friend, counselor, or teacher, usually a more experienced person. “Newcomers” are paired with more experienced people, who advise them and serve as examples as they advance.

Networking: A business network is a type of social network whose reason for existing is business activity—it allows people to build new business relationships and generate business opportunities at the same time.

Careers: Something you want to do when you grow up . . . so choosing a career needs thought, research, exposure, experiences, etc., so you can be passionate about your work and “love Mondays.” Suggestion: **Take a career exploration class like Bus M 180!**
Prerequisites must be completed with grades posted before applying to any program.

**BS Accounting Prerequisites**
- ISys 100 (Excel) & ISys 101 (PowerPoint)
- Acc 200 Principles of Accounting
- M Com 320 Business Writing
- ISys 201 Intro to Mgt. Information Systems

**BS Info. Systems Prerequisites**
- ISys 100 (Excel) & ISys 101 (PowerPoint)
- Acc 200 Principles of Accounting
- ISys 201 Intro to Mgt. Information Systems
- I Sys 303 or CS 142 Intro to Computer Programming

**BS Management Prerequisites**
- ISys 100 (Excel) & ISys 101 (PowerPoint)
- Econ 110 Economic Problems & Principles
- Stat 121 Principles of Statistics
- Math 118 & Math 116 Finite Math & Essentials of Calculus
- Acc 200 Principles of Accounting

Management Core I courses are requirements, not prerequisites for the MSM programs and should be taken before formal admittance to a chosen program.

**Accounting: Management Core I**
- Matt 118 & Math 116 Finite Math and Essentials of Calculus
- Econ 110 Economic Problems & Principles
- Stat 121 Principles of Statistics

**Info. Systems: Management Core I**
- Acc 310 Principles of Accounting 2
- Econ 110 Economic Problems & Principles
- Bus M 301 Financial Management
- Stat 121 Principles of Statistics
- Matt 118 & Math 116 Finite Math and Essentials of Calculus

**Management: Management Core I**
- I Sys 201 Intro to Mgt. Information Systems
- M Com 320 Business Writing
- Bus M 301 Financial Management

**BS Accounting Requirements**
See BS Accounting flowchart for complete requirements.

**BS Info. Systems Requirements**
See BS Information Systems flowchart for complete requirements.

**BS Management Requirements**
See BS Management emphasis flowcharts for complete requirements.
Overview
Accounting has frequently been described as the “language of business.” Accounting is the study of how businesses track their income and assets over time. Accounting requires an aptitude for mathematics as well as critical and detail-oriented thinking. Accountants must be able to communicate the results of their work to clients and members of the management team both orally and in writing. Accountants engage in a wide variety of activities besides preparing financial statements and recording business transactions including computing costs and efficiency gains from new technologies, participating in strategies for mergers and acquisitions, quality management, developing and using information systems to track financial performance, and tax strategy. BYU’s accounting program is consistently ranked nationally as one of the top five programs. With this reputation, the program is very competitive.

Career Options
Graduates who earn their degree in accounting are likely to work in public or private accounting directly—usually in either tax or audit. They also enjoy successful careers in the executive’s office, finance department, and operations department, or as management consultants, tax and investment advisors, estate planners, and entrepreneurs. Accounting is an excellent foundation for a career in any business area.

Outlook
Placement of accounting students with a bachelor’s or master of accountancy degree has been close to 100 percent. BYU is a national recruiting school for all of the major professional service firms. Demand for accounting graduates exceeds supply. Students are placed in major cities in the U.S. as well as in some foreign countries. The marketplace demand for accountants will continue to be strong for the foreseeable future.

Clubs
- **Beta Alpha Psi** (BAP) promotes professional attitudes, scholastic excellence, and interaction between students and professionals. BAP is a national scholastic organization for accounting, finance, and information systems majors. It provides opportunities to receive scholarships, network with professionals, build your résumé, and provide meaningful service. Visit bap.byu.net.
- **Women of the School of Accountancy** (WSOA) enable women to improve themselves and their families, workplaces, and communities with the skills gained in the School of Accountancy. Visit marriottschool.byu.edu/wsoa.
Pre-Accounting Flowchart

Prerequisites: BS Accounting
These courses must be completed before applying to the School of Accountancy:

<table>
<thead>
<tr>
<th>Course</th>
<th>Description</th>
<th>Grade Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>I Sys 100</td>
<td>Computer Spreadsheet Skills</td>
<td>“B” or better</td>
</tr>
<tr>
<td>I Sys 101</td>
<td>Computer Presentation Skills</td>
<td>“B” or better</td>
</tr>
<tr>
<td>Acc 200</td>
<td>Principles of Accounting</td>
<td>“B” or better</td>
</tr>
<tr>
<td>Acc 310</td>
<td>Principles of Accounting II</td>
<td>“B” or better</td>
</tr>
<tr>
<td>I Sys 201</td>
<td>Intro to Management Information Systems</td>
<td></td>
</tr>
<tr>
<td>M Com 320</td>
<td>Business Writing</td>
<td></td>
</tr>
</tbody>
</table>

Acceptance Criteria to Undergraduate Accounting Degree Program (BS)

1. Prerequisite Completion: The prerequisites (Acc 200, Acc 310, I Sys 100/101 & 201, M Com 320) should be completed before applying to the program. To be eligible to apply to the accounting program, an average GPA of 3.0 is required in these prerequisite courses (minimum GPA does not guarantee acceptance). A grade of B or better is required in Acc 200 and Acc 310.

2. GPA Calculations: Acceptance to the Accounting Program is primarily based on GPA.
   A. Prerequisite GPA—The averaged prerequisite GPA for Acc 200, Acc 310, M Com 320, I Sys 201. Prerequisite courses that are transferred from another university are discounted .3 in the application process only (e.g., A- to B+, for prerequisite GPA only). Repeating any of the four prerequisite courses to improve grades for purposes of admission is strongly discouraged. Repeated prerequisite grades from BYU are discounted one full letter grade (e.g., a repeated grade of A is calculated as a B for admissions purposes only). No prerequisite course may be repeated more than once.

   B. Overall GPA—The overall college GPA, including any transfer credits (transferred courses are not discounted here) and a review of the overall academic record including any comments from professors (if given).

3. Essay: Write a 500-word essay (accomplishments, goals, contributions, etc.) as part of your online application.

4. Graduation Plan: Create a graduation plan as part of your application at marriottschool.byu.edu/management/gradplan.cfm.

5. Review of Policies & Requirements:
   A. Transfer students: Must be accepted to BYU (or in the process); have all transcripts sent to BYU before applying; are strongly encouraged to take Acc 310 at BYU. It is strongly recommended that transfer students complete one semester at BYU before applying.
   B. Students should show satisfactory progress in General Education requirements when they begin the Accounting Junior Core.

Application Deadline
• The application deadline each year is the last business working day of June by 4:30 p.m. MST.
• Students are accepted once a year for the Accounting program beginning each Fall Semester.
• The Accounting application is available and submitted online directly at marriottschool.byu.edu/apply.cfm
• Students may apply to multiple Marriott School programs concurrently. See marriottschool.byu.edu/bsacc
Management Core I: Accounting
It is recommended that these courses be completed before beginning the Accounting Junior Core, and they must be taken before the Management Integrated Core and the MAcc.

| Econ 110 | Stat 121 | Math 116 | Math 118 |

After admission to the accounting program, complete the following requirements:

Accounting Junior Core

Fall Semester

| Acc 401 | Acc 403 | Acc 406 |

Winter Semester

| Acc 402 | Acc 404 | Acc 405 |

Management Integrated Core

| Bus M 341 | Bus M 361 | Bus M 390 | Bus M 402 | Org B 321 |
| Marketing Management | Supply Chain Management | Ethics for Management | Advanced Financial Management | Organizational Effectiveness |

Additional Requirements

| Acc /ManEc 453 | Acc 241 | Bus M 498 |
| Money, Banking, and Business | Business Law | Strategic Management |
Overview
Information systems managers play a vital role in the technological direction of their organizations. They design and implement information systems and networks, assess and resolve risks to information systems, build web sites, and maintain the databases organizations rely on to gather information. A broad range of skills are required including analysis and design methodologies, software and technology skills, business management, leadership, and the ability to communicate orally and in writing.

Career Options
An information systems graduate is prepared to excel in any of the emerging and varied roles of information systems professionals: systems analyst, application and database developer, systems integrator, network administrator, or technical support specialist. A degree in information systems is one of the best ways to prepare to enter the job market.

Outlook
Placement of information systems students is very high, and starting salaries are among the highest at the Marriott School. Demand for information systems students exceeds supply, and employment is expected to grow much faster than the average for other occupations. Since the field is constantly changing and evolving, you will need to update your skills during the course of your career.

Clubs
• Association for Systems Management (ASM) expands students’ knowledge of the information systems industry, offering training on new and useful skills. ASM helps prepare students for careers in information systems through workshops, seminars, field trips, and guest speakers. By providing students with guidance in their school and career planning, the ASM keeps students informed and gives them a chance to build relationships, network, and have fun. Visit asm.byu.edu
• Beta Alpha Psi (BAP) is a national scholastic organization for accounting, finance, and information systems majors. It provides opportunities to receive scholarships, network with professionals, build your résumé, and provide meaningful service.
### Pre-Information Systems Flowchart

**Prerequisites: BS Information Systems**

These courses must be completed **before** applying to the BS information systems program:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Grade Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>I Sys 100</td>
<td>Computer Spreadsheet Skills</td>
<td>“B” or better</td>
</tr>
<tr>
<td>I Sys 101</td>
<td>Computer Presentation Skills</td>
<td>“B” or better</td>
</tr>
<tr>
<td>I Sys 201</td>
<td>Intro to Management Information Systems</td>
<td>“B” or better</td>
</tr>
<tr>
<td>I Sys 303</td>
<td>Intro to Computer Programming or CS 142</td>
<td>“B” or better</td>
</tr>
<tr>
<td>Acc 200</td>
<td>Principles of Accounting</td>
<td></td>
</tr>
<tr>
<td>M Com 320</td>
<td>Business Writing</td>
<td></td>
</tr>
</tbody>
</table>

### Acceptance Criteria to Information Systems Degree Program

1. **Prerequisite Completion:** Prerequisites must be completed with grades posted **before** applying to the program. To be eligible to apply to a business degree program, a GPA average of 3.0 is required in the prerequisite courses.

2. **GPA Calculations:**
   
   A. **Prerequisite GPA**—The averaged prerequisite GPA for I Sys 201, I Sys 303 (or CS 142), Acc 200, M Com 320 (**prerequisite courses are discounted .3 if courses are repeated at BYU or transferred from another institution**)
   
   B. **Overall GPA**—Your overall college GPA, including transfer credit (**repeated/transferred courses are not discounted here**)

3. **Essay:** Write a 500-word essay (service, work experience, etc.) as part of your online application

4. **Graduation Plan:** Create a graduation plan as part of your online application at marriottschool.byu.edu/management/gradplan.cfm

5. **Review of Policies & Requirements:**
   
   A. Minimum 3.0 prerequisite GPA average to apply (**minimum GPA does not guarantee acceptance**)
   
   B. All prerequisite courses must be completed before application. A grade of B or better is required in I Sys 201 and I Sys 303.
   
   C. No prerequisite course may be repeated more than once
   
   D. Prerequisite courses that are repeated at BYU or transferred from another university are discounted .3 only in the application process (**A- to B+, etc. for prerequisite GPA only**)
   
   E. Transfer students must be accepted to BYU and have all transcripts sent to BYU before applying
   
   F. Students should show satisfactory progress in General Education requirements when they begin the I Sys Junior Core

### Application Deadline

- The application deadline each year is the last business working day of June by 4:30 p.m. MST.
- Students are accepted once a year for the undergraduate I SYS program beginning fall semester each year.
- The Information Systems application is available and submitted online at marriottschool.byu.edu/apply.cfm.
- Students are notified of acceptance status in July. Students may apply to multiple Marriott School programs concurrently.
- For additional information see the Information Systems website at marriottschool.byu.edu/bsisys/.
### Management Core I: Information Systems
These courses should be completed before beginning the BS information systems program.

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Econ 110</td>
<td>Economic Principles and Problems</td>
</tr>
<tr>
<td>Stat 121</td>
<td>Principles of Statistics</td>
</tr>
<tr>
<td>Acc 310</td>
<td>Principles of Accounting II</td>
</tr>
<tr>
<td>Math 116</td>
<td>Essentials of Calculus</td>
</tr>
<tr>
<td>Math 118</td>
<td>Finite Math</td>
</tr>
</tbody>
</table>

After admission to the information systems program, complete the following requirements:

### Information Systems Junior Core

#### Fall Semester
- I Sys 401 Systems Analysis
- I Sys 402 Database Systems
- I Sys 403 Principles of Business Programming
- I Sys 414 Business Processes and Controls

#### Winter Semester
- I Sys 404 Data Communications
- I Sys 411 Systems Design and Implementation
- I Sys 413 Enterprise Application Development
- I Sys 415 I Sys Capstone Project

### Management Integrated Core

<table>
<thead>
<tr>
<th>Area</th>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ManEc-Micro</td>
<td>Bus M 341</td>
<td>Marketing Management</td>
</tr>
<tr>
<td></td>
<td>Bus M 361</td>
<td>Supply Chain Management</td>
</tr>
<tr>
<td></td>
<td>Bus M 390</td>
<td>Ethics for Management</td>
</tr>
<tr>
<td></td>
<td>Org B 321</td>
<td>Organizational Effectiveness</td>
</tr>
<tr>
<td></td>
<td>Acc 241</td>
<td>Business Law</td>
</tr>
<tr>
<td></td>
<td>Bus M 371R</td>
<td>Entrepreneurship</td>
</tr>
<tr>
<td></td>
<td>Bus M 498</td>
<td>Strategic Management</td>
</tr>
<tr>
<td></td>
<td>Bus M 301</td>
<td>Financial Management</td>
</tr>
</tbody>
</table>
BS Management Program

The Marriott School Undergraduate Programs are consistently highly ranked nationally.

**BYU Undergraduate Business Jumps to No. 5**

**BUSINESSWEEK RANKS BYU IN TOP 10 FOR FOURTH CONSECUTIVE YEAR**

PROVO, Utah – Feb 27, 2009 – Brigham Young University’s undergraduate business programs rank fifth overall and first among recruiters according to BusinessWeek magazine’s comprehensive ranking of U.S. undergraduate business programs. The school was also ranked first in return on tuition for private colleges.

“I’m elated to see BYU recognized as one of the very best places to earn a degree in business,” says Gary Cornia, Marriott School dean. “I have long felt our secret weapon is our students. We owe much of our success to their parents who shaped the characteristics that have attracted so many recruiters—hard work, integrity and a determination to succeed.”

**Overview**

The BS Management Program includes a strong general business foundation as well as specific emphasis courses. There are seven different emphases included in the BS Management major:

1. Entrepreneurship
2. Finance
3. General Business
4. Global Supply Chain
5. Marketing
6. Organizational Behavior and Human Resource Management
7. Strategy

The seven emphases of the general pre-management and management core foundations are featured individually on the following pages.
Pre-Management Flowchart

**Prerequisites: BS Management**
These courses must be completed **before** applying to the BS management program:

<table>
<thead>
<tr>
<th>Math 116</th>
<th>Math 118</th>
<th>Econ 110</th>
<th>Stat 121</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acc 200*</td>
<td>I Sys 100</td>
<td>I Sys 101</td>
<td></td>
</tr>
<tr>
<td>Principles of Accounting</td>
<td>Computer Spreadsheet Skills</td>
<td>Computer Presentation Skills</td>
<td></td>
</tr>
</tbody>
</table>

**Acceptance Criteria to Management Degree Program**

1. **Prerequisite Completion:** Prerequisites must be completed with grades posted before applying to the program. To be eligible to apply to a business degree program, a GPA average of 3.0 is required in the prerequisite courses.
2. **Average GPA Calculation:** Prereq GPA + Overall GPA + Last 30 hours GPA ÷ 3 = Average GPA
   - **Prereq GPA**—The calculated prerequisite GPA for **Stat 121**, **Math 118**, and **Econ 110** (Prerequisite courses are discounted .3 if courses are repeated at BYU or transferred from another institution)
   - **Overall GPA**—Your overall college GPA, including transfer credit (repeated/transferred courses are not discounted here)
   - **Last 30 Hours GPA**—Your calculated GPA of your most recent 30 credit hours (repeated/transferred courses not discounted; language exams are not included in “Last 30 Hours” GPA)
3. **Essay:** Write a 500-word essay (service, work experience, etc.) as part of your online application
4. **Graduation Plan:** Create a graduation plan as part of your application
5. **Review of Policies & Requirements:**
   - Minimum 3.0 prerequisite GPA average to apply (minimum GPA does not guarantee acceptance)
   - All prerequisite courses must be completed before application
   - Prerequisite courses that are repeated or transferred are discounted .3 in the application process (A- to B+, etc. for prerequisite GPA only)
   - It is strongly recommended that transfer students complete one semester at BYU before applying
   - Transfer students must be accepted to BYU (or in the process of applying) and have all transcripts sent to BYU before applying
   - For FAQ and additional information see marriottschool.byu.edu/bsmgmt/

**Application Deadlines**

Application is available online at marriottschool.byu.edu/apply.cfm

<table>
<thead>
<tr>
<th>Semester</th>
<th>Deadline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall</td>
<td>Last business/work day of June by 4:30 p.m. MST</td>
</tr>
<tr>
<td>Winter</td>
<td>Last business/work day of October by 4:30 p.m. MST</td>
</tr>
<tr>
<td>Spring</td>
<td>Last business/work day of February by 4:30 p.m. MST</td>
</tr>
</tbody>
</table>
All admitted management students must complete the following requirements:

### Core I: Management

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>I Sys 201</td>
<td>Intro to Management</td>
</tr>
<tr>
<td></td>
<td>Information Systems</td>
</tr>
<tr>
<td>M Com 320</td>
<td>Business Writing</td>
</tr>
<tr>
<td>Bus M 320</td>
<td>Orientation Course</td>
</tr>
<tr>
<td></td>
<td>(1st semester of admission)</td>
</tr>
<tr>
<td>Bus M 321</td>
<td>Mentor Program</td>
</tr>
<tr>
<td></td>
<td>(1st semester of admission)</td>
</tr>
</tbody>
</table>

### Management Integrated Core

<table>
<thead>
<tr>
<th>Emphasis</th>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ManEc-Micro</td>
<td>ManEc-Micro</td>
<td>Micro Economics</td>
</tr>
<tr>
<td>Bus M 341</td>
<td>Bus M 341</td>
<td>Marketing Management</td>
</tr>
<tr>
<td>Bus M 361</td>
<td>Bus M 361</td>
<td>Supply Chain Management</td>
</tr>
<tr>
<td>Bus M 390</td>
<td>Bus M 390</td>
<td>Ethics for Management</td>
</tr>
<tr>
<td>Org B 321</td>
<td>Org B 321</td>
<td>Organizational Effectiveness</td>
</tr>
</tbody>
</table>

### Additional Requirements

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lecture Series</td>
<td>Lecture Series</td>
<td>1-credit lecture series</td>
</tr>
<tr>
<td>ManEc-Macro</td>
<td>ManEc-Macro</td>
<td>Macro Economics</td>
</tr>
<tr>
<td>Acc 241</td>
<td>Acc 241</td>
<td>Business Law</td>
</tr>
<tr>
<td>Bus M 498</td>
<td>Bus M 498</td>
<td>Strategic Management</td>
</tr>
</tbody>
</table>

### Emphases Requirements

There are seven BS management emphases: entrepreneurship, finance, global supply chain, marketing, strategy, organizational behavior/human resources, and general management. Students complete twelve to fifteen credits of upper-division coursework specific to their field of study or emphasis. See the following pages for additional required courses and details for each emphasis.
BS Management: Entrepreneurship Emphasis

Overview
The entrepreneurship emphasis is designed to acquaint students with opportunities commonly encountered when starting, growing, and harvesting business ventures. You will learn to create business plans that can be used to start your own business. Since entrepreneurship is the practice of starting new organizations in response to identified opportunities, it is often associated with risk. Entrepreneurs tend to be independent and driven to achieve. The mission of the Rollins Center for Entrepreneurship and Technology (CET) is to inspire and prepare students to be world-class leaders in entrepreneurship and technology, foster interaction with successful role models, and facilitate supporting faculty research.

Career Options
You may choose to start your own business using the tools and business plans prepared in the program. You may also choose to join a small business or a venture capital company that provides services or products to new ventures.

Outlook
Entrepreneurial activities are substantially different depending on the type of organization that is being started. Entrepreneurship may involve creating many job opportunities.

Entrepreneurship Emphasis Requirements

1. Complete the three following emphasis requirements:
   - Bus M 472 Entrepreneurial Marketing
   - Bus M 473 Creating New Ventures
   - Bus M 474 Managing New Ventures

2. Complete two of the following emphasis electives:
   - Bus M 490R Creativity & Innovation
   - Bus M 490R Venture Capital Investing
   - Bus M 454 Sales Management
   - Bus M 462 Services Management
   - Bus M 475 Financing New Ventures
   - Bus M 493 Entrepreneurial Projects
   - Bus M 538 Managing Entrepreneurial Firms

3. Additional requirements:
   - Bus M 371R Entrepreneurship Lecture Series
   - Bus M 490R Legal Issues Entrepreneurship
   - Bus M 498 Strategic Management
   - ManEc 453 Banking and Business

Total credits: 64 (including prerequisites)

Entrepreneurship Center, Clubs & Competitions
- Center for Entrepreneurship & Technology (CET)
- LearnEarnReturn.com (Motto)
- Collegiate Entrepreneurs Organization (CEO)
  Promotes and encourages entrepreneurship among BYU students and helps other succeed with their planned or existing businesses. Visit ceo.byu.edu
- Startup Groups: Web, Social, Engineering & Technology
- Business Plan Competition (BPC)
- Business Model Competition (BMC)
- Student Mentoring (getmentoring.com)
**Overview**

The finance field deals with the control, management, and allocation of financial resources. Primary functions include project evaluation, asset allocation, security analysis, and cash flow estimation. Financial analysts create business plans, track annual budgets, value financial assets, make investment decisions, and undertake financial forecasting. Careers in finance require strong analytical and quantitative skills, a knack for understanding patterns that influence business, and attention to detail. Finance professionals need leadership, communication skills, and the ability to manage risks. Finance is a high-demand, high-reward field with significant professional opportunities for motivated students.

**Career Options**

Finance careers can be divided into two primary areas: 1) corporate finance, which deals with the financial problems of a business firm, and 2) financial services, which focuses on solving financial problems for client firms.

**Outlook**

Overall employment of financial analysts is expected to increase faster than the average for all occupations. Strong computer skills, knowledge of regulatory changes, and international finance are important to keep current.

**Finance Emphasis Requirements**

1. Complete **Bus M 301** Financial Management (*Prerequisite to the Finance Jr. Core, complete with a B+ or better*)
2. Complete the Finance Junior Core: *An envelope of classes taken during one semester.*
   - **Bus M 401** Advanced Financial Management
   - **Bus M 410** Investments
   - **Acc 440** Corporate Financial Reporting
   - **ManEc 453** Money, Banking, and Business
3. After the Finance Junior Core, choose two finance emphasis electives.
   - **Corporate Finance** Bus M 411, Bus M 432
   - **Asset Management** Bus M 409, Bus M 411, Bus M 415R
   - **International Finance** Bus M 430, Bus M 432
   - **Investment Banking** Bus M 409, Bus M 411, Bus M 412, Bus M 415R, Bus M 497R
   - **General Finance** Bus M 411, Bus M 412, Bus M 413, Bus M 418, Bus M 432, Bus M 490R, Bus M 497R

3. Additional requirements:
   - **Lecture Series** Bus M 371R, Bus M 380 or Bus M 382
   - **Acc 241** Business Law
   - **Bus M 498** Strategic Management

**Institute of Financial Services**

The Peery Institute prepares students for significant careers in the financial services industry. The curriculum offers students intensive industry participation and mentored learning. Its foundation courses, financial core, and academy electives are designed to prepare students for work in specific financial services industries. Visit marriottschool.byu.edu/financial.
Finance Clubs & Societies
BYU Finance Society (BYUFS) introduces members to the finance industry through panel discussions and industry speakers and facilitates networking opportunities with alumni and professionals from major corporations. Visit www.byufinance.com.
Investment Banking Club (IBC) facilitates the placement of undergraduate and graduate students in investment banking careers through educational endeavors and interaction with Wall Street professionals. Visit byuibc.org.
The Real Estate Club (TREC) seeks to provide tools, training, experience, and opportunities to prospective students of the real estate industry to increase their marketability in the field. Visit marriottschool.net/trec.
Beta Alpha Psi (BAP) a national scholastic fraternity for accounting, finance, and information systems majors promotes professional attitudes, scholastic excellence, and interaction between students and professionals. Visit bap.byu.net.
**BS Management: General Management Emphasis**

**Overview**
The general business management emphasis is for students wishing to meet specific career or educational goals, including working in a family business or preparing for a graduate program. To round out their management education, general management students can choose from courses in the areas of finance, marketing, global supply chain management, and organizational behavior.

**Career Options**
Students in the general business management emphasis are often going on to graduate school—many attend medical, dental, optometry, business, or law school—or are seeking employment in smaller organizations in which they will have responsibilities covering multiple functional areas. They desire to gain a strong business background but don’t want to specialize in one area.

**Outlook**
According to the U.S. Bureau of Labor Statistics, positions for managers will grow at about the same rate as jobs overall.

**General Management Emphasis Requirements**

Complete *four* approved General Management Electives. These should be taken after completing the Management Integrated Core. See the General Management flowchart online for the list of electives at marriottschool.byu.edu/bsmgmt/current/flowcharts.

Total credits: 61 (including prerequisites)
BS Management: Global Supply Chain Management Emphasis

Overview
Supply chain managers optimize all the steps required to produce the right amount of the right product and deliver it to the end user at the right time. Effective managers must coordinate all of the links of this chain as quickly as possible without losing any quality or customer satisfaction while keeping costs down. Students considering a career in global supply chain management should have the ability to see the big picture and be highly analytical and detail oriented. They must also be able to work in teams and be effective communicators. It is strongly recommended that students participate in internships early in their college career.

Career Options
The coursework for this emphasis is designed to prepare students for positions in operations or production management, purchasing/supply, inventory, logistics/transportation, and information. Career paths also lead to executive-level positions, such as chief purchasing officer, chief logistics officer, and chief operations officer.

Outlook
Careers in global supply chain management are expected to continue to grow. The Utah Department of Workforce Services lists operations managers among the eight highest-paid positions with robust job growth through 2014. There are great opportunities in manufacturing, retail, health care, and other sectors of the economy. Regular recruiters of BYU supply chain graduates include Dell, DHL, Smuckers, Wal-Mart, Walgreens, Lands’ End, and Whirlpool. Candidates may also find many opportunities in the health care sector.

Global Supply Chain Management Emphasis Requirements

1. Complete the four following emphasis requirements:
   - Bus M 463 Quality Management
   - Bus M 466 Purchasing and Supply Chain Mgt.
   - Bus M 468 Supply Chain Logistics
   - Bus M 469 Integrated Supply Chain Management

2. Complete one course from the following emphasis electives:
   - Bus M 450 Global Business Negotiations
   - Bus M 462 Services Management
   - Bus M 465 Global Supply Chain Management

3. Additional requirements:
   - Lecture Series Bus M 371R, 380 or 382
   - Acc 241 Business Law
   - Bus M 498 Strategic Management
   - ManEc 453 Banking and Business

Total credits: 64 (including prerequisites)

Supply Chain Clubs
Supply Chain Management Student Association (SCMSA) is dedicated to furthering knowledge and opportunities at BYU in the area of global supply chain management.

Global Management Student Association (GMSA) provides a forum for students to prepare for global careers by learning about international career options, other cultures, and networking.

For more information about Global Supply Chain, contact Professor Scott Sampson at 801-422-9226.
BS Management: Marketing Emphasis

Overview
If you thrive on creating new products to make life better or if you can’t stop talking about the best deal you found with a QR code on the newest website—you could be a great marketer. Marketers create, price, and promote products and services to customers in every industry from consumer package goods to healthcare to electronics. Marketing appeals to creative thinkers as well as statisticians. A career in marketing requires a sharp, analytical mind, strong oral and written communication skills, and a keen interest in business and consumer behavior.

Academic Tracks
The tracks in the MSM marketing emphasis fit a variety of interests. The fast-thinking, creative student who loves to create ads, devise customer promotions, and build a corporate brand—should commit to the brand strategy track. If analyzing why consumers purchase products—go for the market research track. Those who enjoy building relationships on the golf course—should jump on the business-to-business and sales tracks. The tech-loving student who enjoys visual creativity will probably choose the high tech marketing track.

Outlook
The marketing emphasis prepares students for marketing management responsibilities, e-marketing, high-tech marketing, database analysis, product/brand management, industrial and consumer product sales, market analysis, and entrepreneurial activities. Marketing offers great career opportunities in areas such as market research, retail buying and management, distribution, product development, and distribution.

Marketing Emphasis Requirements

1. Complete both of the following emphasis requirements:
   - Bus M 442 Marketing Research
   - Bus M 459 Marketing Strategy (capstone course)

2. Complete three of the following emphasis electives:
   - Bus M 431 International Marketing
   - Bus M 444 Consumer Behavior
   - Bus M 448 Competitive Intelligence
   - Bus M 450 International Negotiations
   - Bus M 454 Professional Selling & Sales Management
   - Bus M 455 Promotion Management
   - Bus M 457 Internet Marketing of Products & Services
   - Bus M 463 Quality Management
   - Bus M 469 Integrated Supply Chain Management
   - Bus M 472 Entrepreneurial Marketing

3. Additional requirements:
   - Lecture Series Bus M 371R, 380 or 382
   - Acc 241 Business Law
   - Bus M 498 Strategic Management
   - ManEc 453 Banking and Business

Total credits: 64 (including prerequisites)

The following elective classes may be combined for students wishing to focus on Global Marketing: Bus M 430 (will not count as a marketing emphasis class unless taken with Bus M 431), Bus M 431, and either Bus M 450 or Bus M 454.

Marketing Club & Competitions
Marketing Association (MA) encourages and supports members to successfully market themselves as well as providing exposure to career opportunities in the business world. Our goal is to provide you with a superior marketing skill set, a nurtured professional network, and experience that will set you apart from your peers. Visit www.byumablog.com.

- National marketing case competitions
- Networking: face-to-face meetings with marketing executives
- Marketing workshops: new technology
- Hands-on marketing opportunities
BS Management: **Organizational Behavior/Human Resource Emphasis**

**Overview**
In today’s knowledge economy, the value of human capital has never been more important for firm survival. Organizational behavior/human resource (OB/HR) professionals help organizations convert human capital into sustainable competitive advantage. They focus their efforts on implementing the strategic objectives of the firm among the labor force to improve business results. OB/HR professionals often lead in organizational change and help their firms effectively use employee skills, provide training, and evaluate ways to increase employees’ satisfaction with their jobs and working conditions. The OB/HR field demands a range of personal qualities and skills. For example, human resource managers must be able to cope with conflicting points of view, function under pressure, and demonstrate discretion, integrity, and fair-mindedness.

**Career Options**
Many opportunities exist for undergraduate business students who major in business management with an emphasis in OB/HR. A career in organizational behavior or human resources may consist of entry-level jobs such as human resource generalists or specialists who help design and manage compensation and benefits programs. A growing number of OB/HR graduates begin their careers in organization design, recruiting, or consulting. They are involved with research and strategic implementation aimed at attracting, recruiting, training, and providing professional development for new hires. Most OB/HR graduates advance to managerial and executive positions, while others pursue MBAs and PhDs.

**Outlook**
Career opportunities for graduates with a business emphasis in OB/HR increase each year. The projections appear to be particularly strong in training, development, and project management in response to the increasing complexity of many jobs, the aging workforce, and technological advances. Demand has increased as the field of HR management becomes more strategic and integrated into mainstream business processes and as retail, service, nonprofit, governmental, and global business entities grow.

**Organizational Behavior/Human Resource Emphasis Requirements**

1. Complete the following emphasis requirements:
   - **Org B 327** Human Resource Management
   - **Org B 330** Org. Development and Change
   - **Org B 347** Managerial Leadership Development
   - **Org B 429** Compensation, Benefits, & Performance Mgt.

2. Complete one emphasis elective:
   - **Org B 490R** Professional Development Seminar OB/HR
   - **Bus M 494R** On-Campus Internship OB/HR
   - **Org B 490R** Pre-PhD Seminar OB/HR

*Note: Students are encouraged to take all three elective courses.*

3. Additional requirements:
   - **Lecture Series** Bus M 371R, 380, or 382
   - **Acc 241** Business Law
   - **Bus M 498** Strategic Management
   - **ManEc 453** Banking and Business

**Total credits: 64 (including prerequisites)**

**OB/HR Clubs & Societies**
- **MSM Leadership Organization** (MSMLO) strengthens leadership skills by providing leadership lectures, reading materials, workshops, professional networking, peer networking, and capstone service projects.
- **Organizational Behavior Student Association** (OBSA) provides opportunities to build valuable relationships with students who share similar professional goals, a vast network of involved alumni, exceptional faculty, and recruiters from top companies seeking future leaders in OB/HR.
- **Society for Human Resource Management** (SHRM) prepares members for future service opportunities by focusing on education, leadership, experience, and networking; conferences, seminars, government, and online services; and providing publications to more than 100,000 members worldwide.
BS Management: **Strategy Emphasis**

**Overview**
As the business environment becomes more complex, firms increasingly rely on strategy consultants to remain competitive. Strategy consultants affect change by collecting, reviewing, and analyzing information in order to make recommendations to management. Consultants may propose ways to improve an organization’s structure, efficiency, or profits. Strategy consultants need to be self-motivated and disciplined. They must possess analytical skills, the ability to get along with a wide range of people, strong oral and written communication skills, good judgment, time management skills, and creativity. The ability to work in teams is another important attribute as consulting teams become more common. Because they must spend a significant portion of their time with clients, strategy consultants may travel frequently.

**Career Options**
The strategy degree is designed to prepare students for initial jobs in professional service firms. Student placement has been excellent. Top recruiters who visit BYU from professional service firms include the following: Accenture, Aon Consulting, Audax Group, Bain & Co., Boston Consulting Group, CRA Associates, Deloitte Consulting, Duff & Phelps LLC, and KPMG. As industry and government increasingly rely on outside expertise to improve the performance of their organizations, employment of strategy consultants is expected to grow faster than the average for all occupations. The growth of international businesses has contributed to an increase in demand for strategy consultants, particularly those with a comprehensive knowledge of international business and foreign cultures and languages.

**Strategy Application**
The BS management strategy emphasis and strategy minor are limited enrollment degrees for approximately fifty students each year. Preference is given to those with outstanding GPAs and ACT/SAT scores. Each applicant will fill out an application and be interviewed by a strategy faculty member. Visit marriottschool.byu.edu/bsmgp/pdf/strategyapplication.pdf.

**Strategy Emphasis Requirements**
1. Complete the following emphasis requirements *in this sequence*:
   - **Bus M 480** Structured Problem Solving
   - **Bus M 481** Competitive Strategy
   - **Bus M 482** Strategy Implementation
   - **ManEc 387** Economics of Strategy
     *(take before or concurrently with Bus M 480)*
2. Complete two of the following emphasis electives:
   - **Bus M 401** Advanced Financial Management
   - **Bus M 473** Creating New Ventures
   - **Bus M 474** Managing New Ventures
   - **Bus M 475** Financing New Ventures
   - **Bus M 483** Topics in Strategy
   - **Bus M 448** Competitive Intelligence
   - **ISYS 520** Business Programming
3. Additional requirements:
   - **Lecture Series** Bus M 371R, 380 or 382
   - **Acc 241** Business Law
   - **ManEc 453** Banking and Business

**Total credits: 61 (including prerequisites)**

**Strategy Clubs**
- **Business Strategy Club** (BSC) provides students with opportunities to consult in marketing, operational, financial, strategic, and global supply chain solutions with real companies. Visit bsc.byu.edu.
- **Management Consulting Club** (MCC) helps students launch management consulting careers and provides networking opportunities with current and former consultants and alumni, interview preparation and practice, leadership opportunities, and exposure to real-life consulting experiences. Visit mcc.byu.edu.
Management Minor

Total credits: 22 or 23

A management minor provides additional skills and enrichment for a variety of majors. A business management minor is available to all interested BYU students who are not Marriott School of Management (MSM) majors. Students complete an official “Minor Clearance Form—Management” and have it signed by a counselor in 460 TNRB in order to bind the college to the current minor requirements.

To earn a management minor, complete the following courses: Econ 110; Math 110, 112, 118 or 119; Stat 121; Acc 200; Bus M 201; Bus M 241; Org B 221 or Hon P 223R; Bus M 371, 380 or 382.

Please check with the undergraduate programs office (460 TNRB) for use of transfer/substitute courses. Overall GPA for minor courses must be 2.25 or higher.

Strategy Minor Requirements

Total credits: 27 or 28

Admittance to the strategy minor is by application only. You may obtain a strategy minor application form online at marriottschool.byu.edu/bsmgt/academics/minors or in 460 TNRB. Strategy minor students take Bus M 480, 481 and 482 with the strategy emphasis majors.

To earn a strategy minor, complete the following courses: Acc 200; Econ 110; Stat 121; Math 110, 112, 118, or 119; ManEc 387; Bus M 201; Bus M 480; Bus M 481; Bus M 482.

Undergraduate Global Management Certificate Requirements

Total credits: 9

The global management certificate is not a Brigham Young University approved minor. However, the coursework is rigorous enough to count as an academic equivalent of a minor in international business. You must be a Marriott School BS major or management minor to receive a certificate.

1. Required course: Bus M 430: Intro to International Business (3.0 credits).
2. Elective course (choose one): Bus M 431; Bus M 432; Bus M 450; Bus M 465; OrgB 431; ManEc 358; Acc 545; MBA 539 (3.0 credits).
4. International Experience: Business study abroad, business student exchange, international business excursion, international internship, internship with multinational corporation, international field study project, or other approved international experiences.
Internships

It is never too early to begin thinking about internships.

Internships are a great way to get experience, build your résumé, and prepare for a full-time job after graduation. Students that get great jobs have often completed two or more internships before graduation.

Where do I start to look for internship opportunities? A few suggestions:

**eRecruiting:** This is where recruiters post and offer internships to BYU students. Visit byu.experience.com.

**On-Campus Internships:** There is a variety of on-campus internships offered through classes. Visit marriottschool.byu.edu/fieldstudies/student/oncampus.

**Network:** Reach out to family, friends, alumni, and other contacts to learn more about what they do. Professionals are generally very willing to help students—and even go to lunch with you. Visit lunch.byu.edu (have your questions ready). Faculty can be very helpful as well.

**Clubs:** Get involved with clubs to network with senior students who have done internships. Visit msm.byu.edu/clubs and byumusa.com. Seniors who have completed internships can be some of the best resources.

**Other Students:** To see a list of internships that BYU students have previously completed and to contact those students to learn more about their experience go to msm.byu.edu/internships/search_internships.cfm.

**Internship and Career Advisors:** Visit the Advisement Center, 460 TNRB, to talk with the internship advisors and visit their website at marriottschool.byu.edu/internships. Don’t miss making an appointment at the Business Career Center in 440 TNRB to talk with a career advisor in your emphasis—their purpose is to help you find a job!
Transfer Student Information

If you are a transfer student, make sure your most recent transcript has been sent to the BYU Admissions Office. This should be done well before the application deadline to allow enough time to process the transcript. Transfer students have to request that their transcripts are sent to BYU two times—once when applying and again after they have received their final grades from their transferring university. We are unable to process your application if there are missing semesters, classes, or associate’s degrees from your transfer school. You need to make sure that all of the pre-management courses are equivalent to those required at BYU and are entered on your BYU records.

See the general BYU transfer evaluation site for general education course equivalencies at saas.byu.edu/admissionsServices/transferEvaluation. To find information on business transfer course equivalencies, go to marriottschool.byu.edu/advisement/transfer. If your college or the course you have taken is not listed there, you may bring (460 TNRB), email (msm_transfer@byu.edu), or fax (801-422-0492) us a detailed syllabus of the course you need evaluated. Please include your name, student ID number, phone number, and email so we can notify you once your courses have been evaluated. The process of getting a class approved typically takes one to two weeks.

For the three Marriott School BS programs, transferred prerequisite courses will be discounted only in the application process .3 of a grade point when calculating a student’s prerequisite GPA (i.e., A to A-). Transfer students should also be aware that it is strongly recommended to complete one semester at BYU before applying to a specific BS program.

For specific transfer questions, email msm_transfer@byu.edu or call 801-422-2769.
Centers and Institutes

Business Career Center. The White Business Career Center provides students with resources to help build the foundation for a great career. The goal of the center is to “help students build careers.” Whether it be résumé help, interview preparation, or networking assistance, the counselors in the center are ready to help. Students use this center to access organization databases, research career paths, and collect employer literature. Additional information: marriottschool.byu.edu/career/, 446 TNRB, 801-422-5800.

Entrepreneurship & Technology. The mission of The Rollins Center for Entrepreneurship & Technology (CET) is to 1) prepare students to be entrepreneurial leaders who build scalable and sustainable businesses in a high-tech world, 2) facilitate faculty research that advances business innovation and technology entrepreneurship, and 3) promote synergistic activities that connect students and faculty with established business leaders. The CET offers many valuable resources to students including courses, mentoring, competitions, and student clubs. Additional information: marriottschool.byu.edu/cet/, 470 TNRB, cet@byu.edu, 801-422-7437.

Global Management Center. The Kay and Yvonne Whitmore Global Management Center seeks to internationalize students, faculty, and curriculum at the Marriott School. It offers the following to undergraduate students: the global management certificate, business language courses, clubs (GMSA: Global Management Student Association), international study abroad programs, field studies, and internships. Additional information: marriottschool.byu.edu/gmc/, 360 TNRB, 801-422-6495.
Economic Self-Reliance Center. *The Melvin J. Ballard Center for Economic Self-Reliance* is an academic center that interacts with students, faculty, and practitioners to search for pattern-breaking social innovations that address some of today’s most vexing social problems. The center provides ways for BYU students to apply the skills they learn in the classroom to solving real societal problems through rigorous and valuable experiences to supplement their education and gain understanding which they can apply to their various careers. Additional information: marriottschool.byu.edu/selfreliance/, 360 TNRB, 801-422-5283.

Institute of Financial Services. *The Peery Institute of Financial Services* builds upon the intelligence, strong work ethic, and well-developed integrity of our students and prepares them for significant careers in the financial services industry. The institute facilitates relationships among students, faculty, and corporate friends thereby training students to become business leaders. The Peery Institute’s curriculum offers students intensive industry participation and mentored learning. Its foundation courses, financial core, and academy electives are designed to prepare students for work in specific financial services industries. In addition to rigorous coursework, the Peery Institute prepares students to understand the institutions comprising the financial services industry and the products offered. Additional information: marriottschool.byu.edu/financial.
Clubs for all Majors

A great way to begin your association at the Marriott School is to get involved with Marriott School Clubs. Visit marriottschool.byu.edu/clubs. Below are clubs that aren’t listed for specific majors.

**PMA (Pre-Management Association)**
All undergraduate pre-accounting, pre-information systems, and pre-management students are automatically members of PMA. Organized by the Undergraduate Advisement Center, the PMA provides important information EARLY in your studies so you can be on “top”—for classes, majors, internships, interviews, and jobs.

**MUSA (Marriott Undergraduate Student Association)**
All undergraduate students are automatically members of MUSA and it strives to improve the overall student experience for every undergraduate student in the Marriott School. Visit byumusa.com.

**MUWIB (Marriott Undergraduate Women in Business)**
MUWIB caters exclusively to undergraduate and prospective female business students. We provide opportunities for women to connect with fellow classmates, network with alumni, and gain skills that will be helpful in the workplace.

**HMA (Healthcare Management Association)**
HMA is dedicated to helping BYU students explore healthcare administration including opportunities for them to learn and network with professionals in the field.

**ROTARY CLUB**
The Rotary Club focuses on service in the community and internationally, professional development, and leadership development. This club will add a wonderful dimension of service and leadership to your résumé, open up an abundant network of successful business people worldwide, and grow your character during your school years.

**GMSA (Global Management Student Association)**
GMSA provides students with international business exposure; builds awareness about important global events and international business professions; provides service opportunities; promotes international business curriculum at BYU; and establishes positive relationships with business professionals, faculty, and peers.

**CBC (China Business Club)**
The mission of the CBC is to develop China-related career opportunities for Marriott School students by providing a platform for networking with relevant alumni and industry contacts. Secondary goals include promoting the BYU brand in China and educating the Marriott School community about doing business in China.
Frequently Asked Questions

How long does it usually take until I am ready to apply to the Marriott School?
On average, it typically takes students three semesters. It can take less time if you plan well. By completing the prerequisites and some of the GE requirements, many students apply to the Marriott School before their junior year.

What required classes should I take now?
During your first two years it is recommended that you complete a majority of your general education requirements, as well as all of your prerequisite courses. We recommend that students take Math 116, Math 118, Stat 121, I Sys 100, and I Sys 101 within their first year. It is also recommended that you take Econ 110 and Acc 200 during the first semester of your sophomore year. If you plan to apply to the accounting or information systems programs you will have the remaining semester to complete additional required prerequisite courses.

What are some other recommended classes that I can take to learn more about a management major?
Good options for the 2011-12 academic year are: Bus M 180 Business Career Lectures (0.5 credits); Bus M 371 sec 7 Entrepreneur Lectures (1.0); Univ 101 Finance Lecture (1.0); Bus M 494R sec 2 On-Campus Internships (3.0). None of these classes are “required” but are strongly recommended to help students decide on a major and career.

What general education requirements will be covered with management classes?
The pre-management courses that will count toward your general education requirements include:
   Stat 121 GE: Languages of Learning/Quantitative Reasoning
   Math 118 GE: Languages of Learning/Quantitative Reasoning
   Econ 110 GE: Social Science
   Acc 200 GE: Quantitative Reasoning
   In addition, M Com 320 will count toward your Advanced Writing GE.

Do I have to take Math 118 or does another math requirement fulfill the prerequisite?
Math 118 “Finite Math” was designed specifically for management students and beginning Fall 2012 all students will need to take it—other math classes will not fulfill this prerequisite. However, transfer calculus classes and AP calculus may fill the new Math 116 requirement.
Can I take all of the prerequisite classes in the same semester?
It is not recommended because of the time involved, effort required, and emphasis placed on the prerequisite GPA for admission to the programs.

What should I do if I cannot get into a management class that I need? (I.e., the class is full or the registration system does not allow me to register for it.)
Before classes actually begin they may appear full online. As students drop the classes, seats become available. Be diligent in checking online for available seats. If you have not been able to find a seat available by the first day of class, contact the advisement center in 460 TNRB.

Should I repeat a class?
Determining whether or not you should retake a class is a decision that should be carefully weighed. Any repeated pre-management or pre-information system prerequisite course will be discounted (.3) in the Marriott School application process (i.e., A to A-). Repeated prerequisite accounting courses will be discounted one full grade in the application process (i.e., A to B).

How many times may I repeat a prerequisite class?
You may repeat prerequisite courses only once.

What if I retake a class but do worse on it the second time? Do you take the best grade?
No, we take the most recent grade. If you decide to retake a class, it is important that you do better than you did the first time. Remember that when you retake a prerequisite course, it is discounted in the application process.

How do I change my major to pre-management?
Go to the Marriott School Advisement Center (460 TNRB) and complete a change of major form.

Can you help me figure out what is the best major for me?
Doing personal research on the types of careers you are most interested in is the best way to figure out what the best major is for you. In addition, the Business Career Center located in 410 TNRB is a helpful resource when choosing a major. There you can meet with advisors who specialize in career placement. Once accepted to the Marriott School you will begin taking coursework that will help provide direction. The Business Career Lecture Series, Bus M 180, is extremely helpful in your major and career choice.
How do I apply to the Marriott School programs?
To apply, you must fill out an online application at marriottschool.byu.edu/apply.cfm. Online applications for each of the different degrees offered by the Marriott School can be located on that web site.

May I apply concurrently to the accounting program or information systems program or management program?
Yes, you may apply concurrently to all undergraduate degree programs at the Marriott School. The accounting and information systems programs admit students only for the fall semester, so be aware of deadlines and know which requirements are needed to apply. Visit marriottschool.byu.edu/students/apply for more information.

How am I accepted into the management program?
Complete the prerequisite courses before applying: Stat 121, Econ 110 Micro/Macro, Math 118, Math 116, Acc 200, I Sys 100, I Sys 101. Make sure your prerequisite GPA for Stat 121, Econ 110, and Math 118 average at least a 3.0—so you are eligible to apply. *(However, this minimum does not guarantee acceptance to the Marriott School.)* Write a 500-word essay. Do a simple MSM graduation plan. *(See Students—Online Grad Plan.)* See the “Pre-Management Flowchart.”

How is the “Average GPA” determined in the management application?
The “Average GPA” for management includes: (1) your prerequisite GPA plus (2) your overall college GPA plus (3) your last 30 hours of college GPA divided by three.

For management, when are the three application deadlines for each semester?
- **Fall:** Due the last working/business day of June by 4:30 p.m. MST
- **Winter:** Due the last working/business day of October by 4:30 p.m. MST
- **Spring:** Due the last working/business day of February by 4:30 p.m. MST

How do I get into the accounting program?
Complete the prerequisite courses before applying: Acc 200, Acc 310, M Com 320, ISys 201, ISys 100, ISys 101. *(You must have a minimum of a “B” grade in Acc 200 and Acc 310 to be eligible to apply to accounting—minimum does not guarantee acceptance.)* Write a 500-word essay. Complete a simple MSM online graduation plan as part of your application. The admissions committee also carefully reviews each applicant’s overall GPA and college transcript.
When is the deadline to apply to accounting each year?
The accounting program accepts applications to enter the program for fall semester only. The application deadline is the last working/business day of June by 4:30 p.m., MST. Students may submit their application as early as 1 November of the preceding year.

What other classes should be completed for accounting?
In addition to the accounting prerequisite courses, students should complete Stat 121, Econ 110, Math 118, and Math 116 before entering the accounting program. However, these courses are not included in the accounting prerequisite GPA. A student should also have completed a significant number of GE courses as well.

How do I get into the information systems program?
Complete the prerequisite courses before applying: Acc 200, I Sys 100, I Sys 101, I Sys 201, I Sys 303 or CS 142, M Com 320. In order to be eligible to apply you will need a minimum 3.0 prerequisite GPA (minimum GPA does not guarantee acceptance). Write a 500-word essay. Complete a simple MSM online graduation plan. In addition to the I Sys prerequisites courses, Stat 121, Econ 110, Math 118, Math 116, and Acc 310 should be completed before entering the information systems core program.

When is the deadline to apply to Information Systems each year?
The information systems program accepts applications to enter the program for fall semester. The application deadline is the last working/business day of June by 4:30 p.m., MST.

Other than grades, what goes into the application?
In addition to grades, the application for each of the degrees offered in the Marriott School requires a 500-word essay. Instructions for each essay can be found as part of the applications at marriottschool.byu.edu/apply.cfm and are included below.

Accounting Essay Questions
- Tell us about your accomplishments, background, talents, motivation, life experiences, and challenges you have overcome or anything you feel is important for the admissions committee to know.
- What contribution(s) will you make to the Accounting Program?
- What is unique about you?
Information Systems Essay Questions

• Describe your view of the field of Information Systems.
• Why are you interested in an Information Systems career?
• What unique contribution(s) will you bring to the BSIS program? (How will your participation strengthen the BSIS program?)
• What is unique about you or your situation that should be considered with your application?

Management Essay Questions

• How have your experiences, service, and/or work contributed to your life and to the lives of others?
• What makes you unique from other Marriott School applicants? What activities, qualifications, work experience, or special circumstances would you like the admissions committee to consider when comparing your application with that of other applicants?
• If you believe your academic record does not reflect your abilities, please provide a brief explanation.

What is the purpose of an essay?
The primary purpose of the essay is to help the admissions committee see how you differ from other applicants and to get a picture of who you are in addition to what is on your transcript.

What do my AP credits count for?
A score of 4 on the AP statistics test will waive your Stat 121 requirement. A math AP score of 4 on AB or 4 on BC will waive your Math 116 requirement (not Math 118). In order to waive the Econ 110 requirement you must have received a 5 on both of the micro and macro AP economics tests. ACT test scores do not waive the math requirements. As university AP requirements may change, please refer to your record summary to see which classes you received credit for.

What transfer classes count?
At marriottschool.byu.edu/management/transfer you can find information on transfer courses from many colleges. If your college or the course you have taken is not in our database, you can bring (460 TNRB), email (msm_transfer@byu.edu), call (801-422-2769), or fax (801-422-0492) a syllabus. Please include your name, student ID number, phone number, and email so we can notify you once your courses have been evaluated. The process of getting a class approved typically takes one to two weeks. Transferred prerequisite courses will be discounted in the application process (.3) when computing a student’s prerequisite GPA (i.e., A to A-). For specific transfer questions, email msm_transfer@byu.edu or call 801-422-2769.

Can I test out of I Sys 100 and I Sys 101?
If you have previously received an MCAS or MOS or MOUS certificate you can bring the certificate
into 460 TNRB, fill out a form, pay a $20 fee, and get the class waived.

Since I Sys 100 and 101 and Math 116 are all pass/fail classes, do you discount them if I retake them a second time?  
No, we do not. We make sure that you have passed these classes.

What are the prerequisites for I Sys 201?  
You must have I Sys 100 completed before you can take I Sys 201. If necessary, you can take I Sys 100 in the first block of the semester that you are enrolled in I Sys 201.

I am waiting to see if I was accepted; is there any way that I can register for business classes such as ManEc or the Integrated Core?  
No, you must wait until you are accepted into the program before you can register for classes other than Core I classes. If you have your prerequisites completed, you may register for M Com 320, Bus M 301, the Lecture Series, and Acc 241 (business law).

Do I have to wait until I am in the business management program to take my emphasis classes or can I get some of them done before?  
The majority of the emphasis classes must be taken after the Integrated Core. There are a few classes open to all students in the university that will count toward emphasis classes. You should check to make sure that they count toward your area of emphasis before taking them. Some of these emphasis classes include Org B 347 and Bus M 430.

What if I want to change my emphasis after I am admitted to the business management program?  
Once you are in the Marriott School, you are allowed to change your emphasis up until you start to take your emphasis classes. You will need to complete an online change of emphasis form at marriottschool.byu.edu/management/forms. If you have already taken an emphasis class, you may only change your emphasis to general business.

Do I have to take the classes in the Management Integrated Core in the same semester or can I break them up?  
All of the courses in the Management Integrated Core must be taken in the same semester or divided over spring and summer terms. This is a fifteen-hour schedule and must be taken all at once.
What do I have to do if I want to minor in business?
You will need to complete a management minor clearance form in the Marriott School Advisement Center (460 TNRB). To receive a minor in management, complete the following classes: Econ 110, Acc 200, a math class (Math 110, 112, or 116), Stat 121, Bus M 201, Bus M 241, Org B 221 or Hon P 223, and one lecture series class (Bus M 371R, 380, or 382).

What do I have to do if I want to minor in strategy?
You will need to formally apply for a minor in strategy. Applications are online at marriottschool.byu.edu/bsmgt/academics/minors or in 460 TNRB. Upon acceptance to the minor in strategy, complete the following classes: Econ 110, Acc 200, a math class (Math 110, 112, or 118), Stat 121, Bus M 201, ManEc 387, Bus M 480, Bus M 481, and Bus M 482.

What do I have to do if I want to declare a minor in a different subject?
You will need to go to the advisement center of the minor and fill out the necessary paperwork and return it to 460 TNRB.

What do I do if I want to double major?
You will need to get a double major form online or from 460 TNRB. It must be approved by the director of the undergraduate management program, the dean, and your secondary major’s college. You may not double major within the business school itself (e.g., accounting and management).

Does the Marriott School require students to do internships?
The Marriott School does not require students to do an internship, but students are strongly encouraged to do at least one. Email msm_internship@byu.edu.

What should I do if I want to do an internship or go on a mission during a fall semester? Is there a way to defer?
Yes. If you need to defer for a mission, an internship, or other reasons, you will need to apply for a deferment. Once you are accepted into a program in the Marriott School, you must be enrolled in one three-credit hour class for every semester that you are in the program. Deferment forms are available online at marriottschool.byu.edu/students/forms.

I am not in the program, but I want to get internship credit. What should I do?
You may sign up for Bus M 199R. In this class, pre-management students may earn credit for doing an internship. Internships must be approved for credit by the Internships Office in 460 TNRB.
The Marriott School Undergraduate Programs and Advisement Center located in Room 460 in the Tanner Building offers services to students to help them choose a Marriott School of Management (MSM) program and get them on the path to graduation. Advisors are prepared to assist undergraduate students in successfully completing university, college, and major requirements. Students are encouraged to meet frequently with their advisors.

The Advisement Center personnel assist students by:

• Providing information about programs within the Marriott School and emphasis within each program.
• Helping students with registration, graduation requirements, fields of study, changes in major, and transfer evaluation, as well as to clarify policies and procedures.
• Pointing students to academic resources available.
• Answering questions students might have regarding the MSM application process.
• Clearing students to register for Marriott School classes or change their emphasis.
We’ll see you in “460”

The Marriott School Advisement Center

Contact Information
Undergraduate Programs Office and Advisement Center
460 Tanner Building (TNRB)
Phone: 801-422-4285
Fax: 801-422-0492
Email: management@byu.edu; msm_advisement@byu.edu