

General Management Emphasis

Entrepreneurship Emphasis

Management Core I (12.0 Credit Hours)

Management Core I courses are **requirements not prerequisites** for admission to the Marriott School (see *Pre-Management Flowchart for prerequisites*). Core I courses must be completed before the Management Integrated Core. Students may register for these courses before formal admittance to the MSM.

Acc 210 (FWSpSu) Principles of Accounting 2 <i>(Acc 202 is the transfer equivalent for Acc 210 if Acc 201 was taken)</i> <i>Prerequisite: Acc 200</i> (3.0)	I Sys 201 (FWSpSu) Introduction to Management Information Systems <i>Prerequisites: I Sys 100/101</i> (3.0)	M Com 320* (FWSpSu) Business Writing <i>GE: Advanced Writing</i> (3.0)	Bus M 301* (FWSpSu) Financial Management <i>(Acc 210 is recommended to be taken as a prerequisite, it may be taken concurrently)</i> (3.0)
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*To gain admission to M Com 320 and Bus M 301: **fill out a "Core I Continuance" form online** (<http://marriottschool.byu.edu/management/forms.cfm>); have one grade in a pre-management course (Acc 200, Econ 110, Math 119, Stat 221) & be enrolled in or registered for the others; have a 3.0 pre-management GPA; be a pre-management major; and fill out a graduation plan as part of the form.

Bus M 320 & Bus M 321
Must be taken during the first semester of admission to the Marriott School

Bus M 320 (FWSp) Orientation Course (0.5)	Bus M 321 (FWSp) Mentor Program (0.5)
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Management Integrated Core (15.0) FWSp/Su

You must be admitted to the MSM to enroll in these Integrated courses and they must be taken during the same semester or divided over Spring/ Summer terms. No transfer classes may be substituted for any of the Integrated Core Classes. Prerequisites: Acc 210, M Com 320, I Sys 201, Bus M 301.

ManEc - choose one: ManEc 300: Market Sys ManEc 358: Int'l Economics ManEc 387: Strategy (3.0)	Bus M 341 Marketing Management (3.0)	Org B 321 Organizational Effectiveness (3.0)	Bus M 361 Supply Chain Management (3.0)	Bus M 390 Ethics for Management (3.0)
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Additional Requirements (10.0)

Lecture Series (FW) choose one: Bus M 371R: Entrepreneurship Bus M 380: Executive Bus M 382: Special Topics (1.0)	Acc 241 (FWSpSu) Business Law (3.0)	Bus M 498 (FWSpSu) Strategic Management <i>Take after the Integrated Core</i> (3.0)	ManEc 453 or ManEc 301 Banking and Business <i>Should be taken after Bus M 301</i> (3.0)
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Electives

After completing the Management Integrated Core students take should take:
 1. **Four** General Emphasis Electives OR
 2. **Five** Entrepreneurship Emphasis Electives

Entrepreneurship Emphasis Requirements & Electives (15.0)

- Complete the following **three** courses:
Bus M 472 Entrepreneurial Marketing (FW)
Bus M 473 Creating New Ventures (FW)
Bus M 474* Managing New Ventures (W)
(Fall 2009 Bus M 479 is divided into Bus M 473 & 474)
- Complete **two** of the following emphasis courses:
Bus M 454 Sales Management (FW)
Bus M 462 Services Management (W)
Bus M 475 Financing New Ventures (FW)
Bus M 493 Entrepreneurial Projects (W)
Bus M 538* Managing Entrepreneurial Firms (FW)
*(*Bus M 538 may substitute for Bus M 474 Fall semester)*

General Management Emphasis Electives

See back for the General Emphasis Elective courses (12.0)

General Management total credits: 64
(including prerequisites)

Entrepreneurship total credits: 67
(including prerequisites)

General Management Emphasis Electives (12.0 credit hours)

Notes for Electives:

- Electives should be taken after completing the Management Integrated Core
- Complete four approved emphasis courses from the list below in addition to the courses on the front page**
- Any 3-hour 300 or 400 level Marriott School course is permitted except the following:
Bus M 300, Bus M 340, Bus M 372, Org B 320, Bus M 596R
- The following prefixes are Marriott School courses: **Bus M, Org B, Man Ec**
- Additionally, the following courses are approved: **Acc 440, I Sys 520 and approved sections of Bus M 490R and Org B 490R**
- Students need to be aware of what semesters various courses are offered to plan for graduation

Approved General Emphasis Courses: *Complete four approved emphasis courses from the list below*

Acc 440	Corporate Financial Reporting	Bus M 465	Global Supply Chain Management
Bus M 401	Advanced Financial Management	Bus M 466	Purchasing and Supply Management
Bus M 410	Investments	Bus M 468	Supply Chain Logistics
Bus M 411	Advanced Investments	Bus M 469	Integrated Supply Chain Management
Bus M 412	Investments Academy	Bus M 472	Entrepreneurial Marketing
Bus M 413	Real Estate Finance and Investment	Bus M 473	Creating New Ventures
Bus M 414	Real Estate Development	Bus M 474	Managing New Ventures
Bus M 415R	Portfolio Management	Bus M 475	Financing New Ventures
Bus M 418	Financial Planning	Bus M 496R	Academic Internship
Bus M 419	Advanced Real Estate Analysis	Bus M 538	Managing Entrepreneurial Firms & Family Businesses
Bus M 430	Introduction to International Business	I Sys 520	Spreadsheet Automation & Modeling
Bus M 431	International Marketing	Man Ec 358*	International Economics
Bus M 432	International Corporate Finance	Man Ec 387*	Economics of Strategy
Bus M 442	Marketing Research	Man Ec 453*	Money, Banking, and Business
Bus M 444	Consumer Behavior	MBA 544	Developing and Leading Teams/Work Groups
Bus M 450	International Negotiations	MBA 547	Labor Relations & Employment Law
Bus M 454	Professional Selling & Sales Management	Org B 327	Human Resource Management
Bus M 455	Promotion Management	Org B 330	Organizational Development and Change
Bus M 457	Internet Marketing of Products & Services	Org B 347	Managerial Leadership Development
Bus M 459	Marketing Strategy	Org B 429	Compensation, Benefits, & Performance Management
Bus M 462	Services Management	Org B 431	International Human Resources
Bus M 463	Quality Management		

**These classes will not double count as an emphasis course and a ManEc requirement.*

Transfer credit: A limit of 12 hours of upper division credit will be accepted. Only 6 hours are permitted to substitute for courses beyond the Management Integrated Core.

Average GPA Requirement for Graduation:
 Major GPA: 2.25
 Overall GPA: 2.00

Sample Graduation Plans				
	<u>1st Semester</u>	<u>2nd Semester</u>	<u>3rd Semester</u>	<u>4th Semester</u>
<u>Entrepreneur</u>	Bus M 320 Bus M 321 Acc 210 I Sys 201 Bus M 301 M Com 320	Manec 300/358/387 Bus M 341 Bus M 361 Org B 321 Bus M 390	Bus M 472 Bus M 473 Entrepreneurship elective Manec 301 or 453 Bus M 371/380/382	Acc 241 Bus M 474 Entrepreneurship elective Bus M 498
<u>General Management</u>	Bus M 320 Bus M 321 Acc 210 I Sys 201 Bus M 301 M Com 320	Manec 300/358/387 Bus M 341 Bus M 361 Org B 321 Bus M 390	Bus M Elective Bus M Elective Bus M Elective Manec 301 or 453 Bus M 371/380/382	Acc 241 Bus M 498 Bus M Elective