

# BUSINESS MANAGEMENT

## Bachelor of Science Degree

### Program Description

The Bachelor of Science in Business Management program is designed to provide knowledge and skills necessary for managerial positions. Through a combination of theory and real-world applications, students will develop competencies needed to determine and implement key strategic management decisions to align resources, improve communication, increase productivity, identify cultural challenges, and develop plans to overcome the challenges in the world of global business.

### Program Outcomes

Upon successful completion of this program, students would be able to:

- Communicate effectively in the business environment using interpersonal, intercultural, and managerial communication skills.
- Assess operational and financial challenges using tactical, strategic and analytical skills.
- Evaluate key theories, models and applications within the business context.
- Identify leadership styles and best practices for leading the individual, the group, and the organization.
- Analyze businesses and organizational situations using ethical and socially responsible approaches to decision making.

### Additional Information

1. Indicates course requires the completion of a prerequisite.
2. Humanities Electives: Please go to the list of applicable elective courses by field starting page 97.
3. Electives: Please go to the list of applicable elective courses by field starting page 99. For Behavioral/Social Science Electives, six credits must be 300-level or above.
4. Communications Elective: Complete one of the following, ENG 111, SOC 112, or SOC 316.
5. CSA 213 Database Management (strongly recommended)

Note: All classes are offered in the fall and the spring unless otherwise designated:

F=Class is only offered in the Fall  
S=Class is only offered in the Spring

General Education Requirements -see p. 98 40 credits total	Credits
Computer Science	3 credits
ENG 101 English Composition I	3 credits
ENG 102 English Composition II <sup>1</sup>	3 credits
History/Government	3 credits
IDS 167 First Year Seminar	3 credits
Math	3 credits
Natural Science w/ Lab	4 credits
Social Science/Psychology	3 credits
Humanities Electives <sup>2</sup>	6 credits
Behavioral Science/Social Sciences Electives <sup>3</sup>	9 credits

Program Requirements – 81 credits total	Credits
ACC 101 Accounting I	3 credits
ACC 102 Accounting II <sup>1</sup>	3 credits
BUS 101 Fundamentals of Business	3 credits
BUS 220 Business Ethics	3 credits
BUS 350 Global Business I: Strategic Planning and Decision Making <sup>1</sup> (S)	3 credits
BUS 450 Global Business II: Diversity, Equity and Inclusion <sup>1</sup> (F)	3 credits
BUS 401 Organizational Behavior <sup>1</sup> (F)	3 credits
ECO 201 Microeconomics	3 credits
ECO 202 Macroeconomics	3 credits
FIN 320 Principles of Finance <sup>1</sup>	3 credits
LAW 301 Business Law for Managers <sup>1</sup> (F)	3 credits
MAT 107 Statistics <sup>1</sup>	3 credits
MGT 201 Principles of Management	3 credits
MGT 360 Operations and Logistics Management <sup>1</sup> (S)	3 credits
MGT 401 Leadership Strategies <sup>1</sup> (S)	3 credits
MGT 430 Senior Capstone <sup>1</sup> (S)	3 credits
MKT 301 Marketing Management <sup>1</sup> (F)	3 credits
Communications Elective <sup>4</sup>	3 credits
Computer Science Elective <sup>5</sup>	3 credits
200-Level Program Electives (see below)	6 credits
300/400 Level Program Electives (see next page)	6 credits
Open Electives	12 credits

**Total credits required for graduation 121 credits**

200-Level Program Electives – 6 credits total	Credits
BUS 202 Principles of Customer Service (F)	3 credits
BUS 211 International Business	3 credits
FIN 202 Health Care Finance(F)	3 credits
FIN 215 Investments (S)	3 credits

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200- Level Program Electives Cont. – 6 credits total	Credits
MGT 202 Sales Management (S)	3 credits
MGT 203 Human Resources Management (S)	3 credits
MGT 230 Entrepreneurship & Small Business Management <sup>1</sup> (S)	3 credits
MGT 235 Financing a Small Business (F)	3 credits
MKT 201 Principles of Advertising (S)	3 credits
MKT 202 Principles of Marketing (F)	3 credits
EXP 297 Internship I	3 credits

300/400- Level Program Electives – 6 credits total	Credits
MGT 330 Managerial Communication (F)	3 credits
MGT 406 Negotiations and Conflict Resolution (S)	3 credits
MGT 460 Business Intelligence & Analytics (F)	3 credits
MKT 330 Social Media Marketing (S)	3 credits
EXP 397 Internship II	3 credits

### Minors

Minors are designed to provide baccalaureate students with knowledge and skills in a field other than their majors, that may lead to a post-graduation competitive advantage. Bachelor's students who have earned a minimum of 45 credits and have an overall GPA of 2.0 or higher are eligible. The *Request for Minor Form* must be completed and submitted to the Registrar. To be able to complete your minor within 120 credits (minimum credits required for a major), students are strongly recommended to meet with an Academic Advisor for course planning prior to declaring a minor.

The minimum number of credits for a minor is 18. A maximum of two courses required for the major (including the general education) can be used toward a minor, and open electives may be used to satisfy the remaining of the minor requirements.

Successful completion of a minor requires a grade of C or higher in all courses of that minor. A minor must be completed at the time of the bachelor's degree and will be so noted on the student's transcript. A student cannot be readmitted to complete only a minor.

#### MINOR IN COMPUTER SCIENCE

*The minor in Computer Science is designed to provide bachelor students in other disciplines with a foundation of knowledge and skills in programming, networking, database management, and general computer science. Students will develop competencies needed to analyze, design, implement, and assess computing solutions using various programming languages and technologies.*

CSI 104 Introduction to Programming with Python	3 credits
CSI 107 C++ Programming	3 credits
CSI 244 Networking I	3 credits
CSA 213 Database Management	3 credits
CSI 315 Advanced Database Management	3 credits
Program Elective (Choose one course below)	3 credits
<ul style="list-style-type: none"> <li>CSI 213 Advanced C++ Programming</li> <li>CSA 227 Website Design</li> <li>CSI 226 Unix with Linux</li> <li>CSI 217 Introduction to Operating Systems</li> <li>CSI 311 Computer Organization</li> </ul>	
<b>Total Credits Required for Minor</b>	<b>18 credits</b>

#### MINOR IN PSYCHOLOGY

*The minor in Psychology is available to bachelor students in other disciplines and is focused on enhancing the understanding of human behavior. Students will develop versatile skills in communication, critical thinking, and ethical reasoning that employers increasingly value across all professional sectors.*

PSY 101 General Psychology	3 credits
PSY 215 Abnormal Psychology	3 credits
PSY 216 Growth and Development	3 credits
PSY 221 Health Psychology	3 credits
PSY 330 Social Psychology	3 credits
PSY 311 Cognition	3 credits
<b>Total Credits Required for Minor</b>	<b>18 credits</b>

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Semester 1	Credits	Pre-Requisites
ACC 101 Accounting I	3 credits	
BUS 101 Fundamentals of Business	3 credits	
Computer Science	3 credits	
ENG 101 English Composition I	3 credits	
IDS 167 First Year Seminar	3 credits	
<b>Total</b>	<b>15 credits</b>	

Semester 2	Credits	Pre-Requisites
ACC 102 Accounting II	3 credits	ACC 101
BUS 220 Business Ethics	3 credits	
ENG 102 English Composition II	3 credits	ENG 101
Computer Science Elective (CSA 213 strongly recommended)	3 credits	
Math	3 credits	
<b>Total</b>	<b>15 credits</b>	

Semester 3	Credits	Pre-Requisites
ECO 202 Macroeconomics	3 credits	
History/Government	3 credits	
MGT 201 Principles of Management	3 credits	
Natural Science w/ Lab	4 credits	
Program Elective	3 credits	
<b>Total</b>	<b>16 credits</b>	

Semester 4	Credits	Pre-Requisites
Communications Elective	3 credits	
ECO 201 Microeconomics	3 credits	
MAT 107 Statistics	3 credits	MAT 097 or Equivalent
Program Elective	3 credits	
Social Science/Psychology	3 credits	
<b>Total</b>	<b>15 credits</b>	

### Semester Path:

Recommended course of study for a full-time student. It is recommended that students speak to an Academic Advisor before registering for courses each semester.

### Student Resources:

**Academic Advising**  
617-984-1720

**Dean's Office of Arts and Sciences  
& Professional Programs**  
617-405-5920

**Dean's Office of Allied Health**  
617-405-5960

**Dean's Office of Nursing**  
617-405-5990

**Financial Aid Office**  
617-984-1620

**Registrar's Office**  
617-984-1650

**Student Accessibility and Academic  
Support Services**  
617-405-5915

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Semester 5	Credits	Pre-Requisites
FIN 320 Principles of Finance	3 credits	ACC 102, MAT 103 (or above)
MKT 301 Marketing Management	3 credits	ENG 102 Required, MKT 202 Recommended
LAW 301 Business Law for Managers	3 credits	ENG 102, BUS 101
Social Science/Behavioral Science Elective*	3 credits	
Open Elective	3 credits	
<b>Total</b>	<b>15 credits</b>	

\*Social Science/Behavioral Science Electives: Six credits must be 300-level or above from the list of Behavioral Science/Social Science Electives starting page 101.

Semester 6	Credits	Pre-Requisites
BUS 350 Global Business I: Strategic Planning & Decision Making	3 credits	FIN 320 recommended; MKT 301
MGT 360 Operations & Logistics Management	3 credits	MGT 201, ECO 201, ECO 202, MAT 107
Social Science/Behavioral Science Elective*	3 credits	
Program Elective	3 credits	
Open Elective	3 credits	
<b>Total</b>	<b>15 credits</b>	

Semester 7	Credits	Pre-Requisites
BUS 450 Global Business II: Diversity, Equity & Inclusion	3 credits	BUS 350
BUS 401 Organizational Behavior	3 credits	MGT 201
Open Elective	3 credits	
Humanities Elective	3 credits	
Social Science/Behavioral Science Elective*	3 credits	
<b>Total</b>	<b>15 credits</b>	

Semester 8	Credits	Pre-Requisites
MGT 401 Leadership Strategies	3 credits	ENG 102 and MGT 201 Required; BUS 401 Strongly Recommended
MGT 430 Senior Capstone	3 credits	All 100, 200 & 300-level required courses
Humanities Elective	3 credits	
Program Elective	3 credits	
Open Elective	3 credits	
<b>Total</b>	<b>15 credits</b>	