College of Business

Academic Degree Programs
Admission to the College of Business

Students seeking a degree within the College of Business must formally apply and be accepted to be eligible for enrollment in the upper division business core courses. Admission to the College of Business is separate from admission to the University of Central Oklahoma. To be admitted to the College of Business, students must complete all requirements listed below.

Admission Requirements

Requirements for admission to the UCO College of Business are listed below. Students must:

- Be admitted to the University of Central Oklahoma.
- Declare a Business major.
- Meet with a member of the UCO College of Business Student Success Center, College of Business, Room 222.
- Earn a minimum retention GPA of 2.25 in all coursework.
- Earn a minimum GPA of 2.25 with a grade of “C” or higher in the following courses:
  - **Business Support Courses**
    - ECON 2103 Principles of Microeconomics
    - MATH 1513 College Algebra OR
    - MATH 1533 Algebra for STEM OR
    - High School Algebra II
    - MATH 2053 Math Analysis for Business
  - **Business Core Requirements**
    - ACCT 2113 Accounting I
    - ACCT 2133 Accounting II
    - ECON 2173 Principles of Business Statistics
    - ECON 2203 Principles of Macroeconomics
- Earn 42 semester hours.
- Register with UCO Career Services. (Note: submit confirmation of registration with College of Business Application form).
- Successfully complete the College of Business Basic Computer Competency Exam.
- Submit the College of Business application form online. Please visit the College of Business website for additional information.

Business Senior Exam

All College of Business majors must successfully complete the Business Senior Exam prior to enrolling in MGMT 4813 Strategic Management. Please visit the College of Business website for additional information.

Admission Deadlines

Priority consideration will be given to applications received by the Student Success Advisors’ Office on or before the following dates: the last Monday of March for Summer admission, the last Tuesday of May for Fall admission, and the last Monday of October for Spring admission.

Transfer Students

Transfer students are required to meet the same criteria for College of Business admission as those students who have attended only UCO. All transfer coursework must be recorded on the official UCO transcript for admission consideration.
### University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 96-97.

- Courses from the major may apply to the areas marked in the University Core.

**Written and Oral Communication** ......................................................... 9

**Quantitative Reasoning/Scientific Method** ................................. 10-11

- Math .......................................................... 3
- Life Science .............................................. 4
- Physical Science ........................................ 3-4

**Critical Inquiry and Aesthetic Analysis** .......................................... 6

- Aesthetic Analysis .......................................... 3
- Critical Inquiry ............................................ 3

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<th>Minimum Required Hours</th>
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<tbody>
<tr>
<td>Support Courses</td>
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</tbody>
</table>

**Business Support Courses** ............................................. 6-9

Required courses:
- ECON 2103 Principles of Microeconomics
- MATH 2133 College Algebra OR
- MATH 2133 Algebra for STEM OR
- High School Algebra II (with a minimum grade of “C”)
- MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

### Major Requirements

**Accounting** ................................................................. 72

**Business Core Courses** .................................................. 36

Required courses:
- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- ECON 2173 Principles of Business Statistics
- ECON 2203 Principles of Macroeconomics
- MRKT 3013 Principles of Marketing
- MGMT 3103 Principles of Management
- LS 3113 Legal Environment of Business
- BCOM 3143 Business Communication
- ISOM 3263 Management Information Systems
- ISOM 3313 Operations Management
- ISOM 3323 Business Analytics
- FIN 3563 Fundamentals of Business Finance

**Capstone** ................................................................. 3

- MGMT 4813 Strategic Management (Senior Status) * #

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

^ Admission to the College of Business is required. See page 101.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam prior to enrolling in MGMT 4813 Strategic Management.

**American Historical and Political Analysis** .................................. 6
- American National Government .............................................. 3
- American History .......................................................... 3

**Cultural and Language Analysis** ............................................... 3-4

- Second Language ............................................... 4
- OR
- Cultural Analysis .................................................. 3

**Social and Behavioral Analysis** ................................................ 3

Life Skills .............................................................................. 5
- Required Health Course .................................................. 2
- Elective Life Skills .......................................................... 3

**Accounting (2.50 GPA Required for 3000/4000 level Accounting courses)** .............................................. 30

Required courses: ................................................................. 15

- ACCT 3213 Intermediate Accounting I
- ACCT 3233 Intermediate Accounting II
- ACCT 3333 Income Tax Accounting I
- ACCT 3413 Cost Accounting I
- ACCT 4363 Auditing

Accounting Electives (3000/4000 level) ..................................... 15

(ACCT 3113 will not apply.)

**Legal Studies (from the following)** ........................................... 3

- LS 4143 Law of Business Organizations OR
- LS 4223 Law of Commercial Transactions

At least fifteen (15) of the thirty (30) 3000/4000 level Accounting hours must be taken at the University of Central Oklahoma.

**Electives to bring total to** .............................................. 124

### Minimum Grade Requirements

1. Average in (a) all college course work and (b) course work at UCO .......................................................... 2.25
2. Average in all major courses .............................................. 2.50
3. Average in the 3/4000 level accounting courses in the major ........................................................................ 2.50
4. In all Business Support Courses and Business Core Courses minimum grade of ................................... “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.
Program: Business Administration  Major: Business Administration - Legal Studies  Degree: Bachelor of Business Administration (B.B.A.)

<table>
<thead>
<tr>
<th>University Core (Total Listed 42-44)</th>
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</thead>
<tbody>
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<td>Physical Science ....................................................................... 3-4</td>
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<td>Critical Inquiry ........................................................................ 3</td>
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<tr>
<th>Major Requirements</th>
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<td>Business Administration - Legal Studies ............................ 63</td>
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<tr>
<td>Business core courses ...................................................... 36</td>
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<tr>
<td>Required courses:</td>
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<tr>
<td>ACCT 2113 Accounting I</td>
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<td>^ISOM 3323 Business Analytics</td>
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<td>^FIN 3563 Fundamentals of Business Finance</td>
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<tr>
<td>MGMT 4813 Strategic Management (Senior Status) * #</td>
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<tr>
<td>Minimum Grade Requirements</td>
</tr>
<tr>
<td>1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses .............................................. 2.25</td>
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<tr>
<td>2. In all Business Support Courses and Business Core Courses minimum grade of .............................................. “C”</td>
</tr>
<tr>
<td>Electives to bring total to ..................................................... 124</td>
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</tbody>
</table>

Support Courses

| Business Administration - Legal Studies ............................ 69 |
| Required courses: |
|  ECON 2103 Principles of Microeconomics |
|  MATH 1513 College Algebra OR |
|  MATH 1533 Algebra for STEM OR |
|  High School Algebra II (with a minimum grade of “C”) |
|  MATH 2053 Math Analysis for Business |
| Minimum Grade Requirements |
| 1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses .............................................. 2.25 |
| 2. In all Business Support Courses and Business Core Courses minimum grade of .............................................. “C” |
| Capstone .................................................................................. 3 |

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses .............................................. 2.25
2. In all Business Support Courses and Business Core Courses minimum grade of .............................................. “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.

^ Admission to the College of Business is required. See page 101.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam prior to enrolling in MGMT 4813 Strategic Management.

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.
# Major Requirements

**36**

### Business Core Courses

- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- ECON 2173 Principles of Business Statistics
- ECON 2203 Principles of Macroeconomics
- MATH 1513 College Algebra
- MATH 1533 Algebra for STEM OR High School Algebra II (with a minimum grade of “C”)
- MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

### Support Courses

**6-9**

#### Business Support Courses

Required courses:
- ECON 2103 Principles of Microeconomics
- MATH 1513 College Algebra OR MATH 1533 Algebra for STEM OR High School Algebra II (with a minimum grade of “C”)
- MATH 2053 Math Analysis for Business

### Electives to bring total to **124**

**American Historical and Political Analysis**
- 6

**American National Government**
- 3

**American History**
- 3

**Cultural and Language Analysis**
- 3-4

**Second Language**
- 4

**Cultural Analysis**
- 3

**Social and Behavioral Analysis**
- 3

**Life Skills**
- 5

Required Health Course
- 2

Elective Health Life Skills
- 3

**Economics**
- 27

### Minor Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses **2.25**

2. In all Business Support Courses and Business Core Courses minimum grade of “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.
University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 96-97.
• Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication ............................................. 9
Quantitative Reasoning/Scientific Method .............................. 10-11
• Math .................................................................................. 3
  Life Science ......................................................................... 4
  Physical Science .................................................................. 3-4

Critical Inquiry and Aesthetic Analysis .................................... 6
Aesthetic Analysis ................................................................... 3
Critical Inquiry ...................................................................... 3

Minimum Required Hours

Support Courses

Business Support Courses ..................................................... 6-9
Required courses:
ECON 2103 Principles of Microeconomics
MATH 1513 College Algebra OR
MATH 1533 Algebra for STEM OR
High School Algebra II (with a minimum grade of “C”)
MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Economics-Energy Economics .............................................. 72

Business core courses ......................................................... 36
Required courses:
ACCT 2113 Accounting I
ACCT 2133 Accounting II
ECON 2173 Principles of Business Statistics
ECON 2203 Principles of Macroeconomics
^MRKT 3013 Principles of Marketing
^MGMT 3103 Principles of Management
^LS 3113 Legal Environment of Business
^BCOM 3143 Business Communication
^ISOM 3263 Management Information Systems
^ISOM 3313 Operations Management
^ISOM 3323 Business Analytics
^FIN 3563 Fundamentals of Business Finance

Capstone ................................................................................ 3

American Historical and Political Analysis .............................. 6
American National Government ......................................... 3
American History ................................................................. 3

Cultural and Language Analysis ........................................... 3-4
Second Language .................................................................. 4
OR
Cultural Analysis .................................................................. 3

Social and Behavioral Analysis ............................................. 3

Life Skills .............................................................................. 5
Required Health Course ......................................................... 2
Elective Life Skills .................................................................. 3

Minimum Required Hours

Economics-Energy Economics .............................................. 33
Required courses: ................................................................. 24
ECON 3123 Intermediate Business Statistics
ECON 3203 Intermediate Microeconomics
ECON 3313 Introduction to Energy Economics
ECON 3403 Regulation and Antitrust
ECON 3513 Oil & Natural Gas Economics
ECON 3533 Electricity Economics
ECON 3653 Intermediate Macroeconomics
ECON 4423 Econometric Methods

Concentration ........................................................................ 6
Complete Concentration A or B

Concentration A: Finance
Select 6 hours from the following:
FIN 3513 Risk Management for the Firm
FIN 4213 Investments
FIN 4253 Intermediate Business Finance
FIN 4283 Capital Budgeting
FIN 4333 Derivative Securities
FIN 4533 Risk Financing for the firm

Concentration B: Accounting
Select 6 hours from the following:
ACCT 3213 Intermediate Accounting I
ACCT 3233 Intermediate Accounting II
ACCT 3413 Cost Accounting

Capstone ................................................................................ 3
ECON 4213 Quantitative Business Forecasting

Electives to bring total to ..................................................... 124

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses ..................................................... 2.25
2. In all Business Support Courses and Business Core Courses minimum grade of .................................................. “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog
Program: Finance  
Major: Finance  
Degree: Bachelor of Business Administration (B.B.A.)  
Dept: Finance  
College: Business  
Major Code: 2060

University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 96-97.
* Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication ................................................. 9
Quantitative Reasoning/Scientific Method ...................................... 10-11
* Math ............................................................... 3
Life Science .................................................................. 4
Physical Science ................................................................. 3-4
Critical Inquiry and Aesthetic Analysis ........................................... 6
Aesthetic Analysis ................................................................ 3
Critical Inquiry ................................................................ 3

Minimum Required Hours

Support Courses

Business Support Courses .......................................................6-9
Required courses:
ECON 2103 Principles of Microeconomics
MATH 1513 College Algebra OR
MATH 1533 Algebra for STEM OR
High School Algebra II (with a minimum grade of “C”)
MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Finance .................................................................66
Business core courses ............................................................. 36
Required courses:
ACCT 2113 Accounting I
ACCT 2133 Accounting II
ECON 2173 Principles of Business Statistics
ECON 2203 Principles of Macroeconomics
^MRKT 3013 Principles of Marketing
^MGMT 3103 Principles of Management
^LS 3113 Legal Environment of Business
^BCOM 3143 Business Communication
^ISOM 3263 Management Information Systems
^ISOM 3313 Operations Management
^ISOM 3323 Business Analytics
^FIN 3563 Fundamentals of Business Finance

Capstone ..................................................................... 3
MGMT 4813 Strategic Management (Senior Status) ^ #

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

^ Admission to the College of Business is required. See page 101.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam prior to enrolling in MGMT 4813 Strategic Management.

American Historical and Political Analysis ..................................... 6
American National Government ................................................. 3
American History .................................................................. 3

Cultural and Language Analysis ................................................ 3-4
Second Language ................................................................. 4
OR
Cultural Analysis .................................................................. 3

Social and Behavioral Analysis ................................................ 3

Life Skills ............................................................................ 5
Required Health Course .......................................................... 2
Elective Life Skills ............................................................... 3

Minimum Required Hours

Finance .............................................................................. 27
Required courses: ................................................................. 12
FIN 4213 Investments
FIN 4253 Intermediate Business Finance
FIN 4413 Financial Institutions OR
ECON 3103 Money and Banking
FIN 3603 Financial Statement Analysis OR
ACCT 3513 Tax Planning OR
Any 3 hour, 3000/4000 level Accounting course

Electives from the following ....................................................... 15
FIN 3413 Real Estate Principles
FIN 3473 Real Property Management
FIN 3513 Risk Management for the Firm
FIN 3523 Foundations of Insurance and Risk Management
FIN 4423 Employee Benefit Planning
LS 4323 Estate Planning and Administration
FIN 4433 Case Studies in Financial Planning
Or any 3000/4000 level Finance course.

Electives to bring total to ...................................................... 124

Minimum Grade Requirements
1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses ............................................. 2.25
2. In all Business Support Courses and Business Core Courses minimum grade of .................................................. “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.
Program: Finance  
Major: Finance - Insurance and Risk Management  
Degree: Bachelor of Business Administration (B.B.A.)  
Dept: Finance  
College: Business  
Major Code: 2062

University Core (Total Listed 42-44)

<table>
<thead>
<tr>
<th>Required Hours</th>
<th>Minimum Hours</th>
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<tbody>
<tr>
<td>University Core</td>
<td>42-44</td>
</tr>
</tbody>
</table>

Specific courses within the University Core are listed on pages 96-97.

- Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication ................................................. 9

Quantitative Reasoning/Scientific Method ................................ 10-11

- Math ................................................................. 3
- Life Science ......................................................... 4
- Physical Science .................................................... 3-4

Critical Inquiry and Aesthetic Analysis ................................. 6

- Aesthetic Analysis .................................................... 3
- Critical Inquiry ....................................................... 3

Support Courses

Business Support Courses .................................................... 6-9

Required courses:
- ECON 2103 Principles of Microeconomics
- MATH 1513 College Algebra OR
- MATH 1533 Algebra for STEM OR
- High School Algebra II (with a minimum grade of “C”) OR
- MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Finance - Insurance and Risk Management....63

Business core courses ......................................................... 36

Required courses:
- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- ECON 2173 Principles of Business Statistics
- ECON 2203 Principles of Macroeconomics
- MRKT 3013 Principles of Marketing
- MGMT 3103 Principles of Management
- LS 3113 Legal Environment of Business
- BCOM 3143 Business Communication
- ISOM 3263 Management Information Systems
- ISOM 3313 Operations Management
- ISOM 3323 Business Analytics
- FIN 3563 Fundamentals of Business Finance

Capstone ................................................................. 3

- MGMT 4813 Strategic Management (Senior Status) * #

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

^ Admission to the College of Business is required. See page 101.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam prior to enrolling in MGMT 4813 Strategic Management.

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses ........................................ 2.25

2. In all Business Support Courses and Business Core Courses minimum grade of ........................................ “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.
Program: Information and Operations Management
Major: Information and Operations Management - Management Information Systems
Degree: Bachelor of Business Administration (B.B.A.)

Dept: Info Systems & Operations Management
College: Business
Major Code: 2100

University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 96-97.

- Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication ......................................................... 9

Quantitative Reasoning/Scientific Method .................................................. 10-11
- Math .................................................................................. 3
- Life Science ................................................................. 4
- Physical Science .......................................................... 3-4

Critical Inquiry and Aesthetic Analysis .................................................. 6
- Aesthetic Analysis ......................................................... 3
- Critical Inquiry .......................................................... 3

Support Courses

Business Support Courses ......................................................... 6-9

Required courses:
- ECON 2103 Principles of Microeconomics
- MATH 1513 College Algebra OR
- MATH 1533 Algebra for STEM OR
- High School Algebra II (with a minimum grade of “C”)
- MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Information and Operations Management - Management Information Systems .................. 72

Business core courses ................................................................ 36

Required courses:
- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- ECON 2173 Principles of Business Statistics
- ECON 2203 Principles of Macroeconomics
- ^MRKT 3013 Principles of Marketing
- ^MGMT 3103 Principles of Management
- ^LS 3113 Legal Environment of Business
- ^BCOM 3143 Business Communication
- ^ISOM 3263 Management Information Systems
- ^ISOM 3313 Operations Management
- ^ISOM 3323 Business Analytics
- ^FIN 3563 Fundamentals of Business Finance

Capstone .................................................................................. 3
- MGMT 4813 Strategic Management (Senior Status) * #

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

^ Admission to the College of Business is required. See page 101.

American Historical and Political Analysis ........................................ 6
American National Government ....................................................... 3
American History ........................................................................ 3

Cultural and Language Analysis ......................................................... 3-4
- Second Language .................................................................. 4
- OR
- Cultural Analysis ..................................................................... 3

Social and Behavioral Analysis .......................................................... 3

Life Skills .................................................................................... 5
- Required Health Course .......................................................... 2
- Elective Life Skills ..................................................................... 3

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses .................... 2.25

2. In all Business Support Courses and Business Core Courses minimum grade of “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.
Program: Information and Operations Management
Major: Information and Operations Management - Operations & Supply Chain Management
Degree: Bachelor of Business Administration (B.B.A.)
Dept: Info Systems & Operations Management
College: Business
Major Code: 2102

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Specific courses within the University Core are listed on pages 96-97. * Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication ................................................ 9
Quantitative Reasoning/Scientific Method .................................... 10-11
• Math .......................................................... 3
• Life Science ................................................... 4
• Physical Science ............................................ 3-4
Critical Inquiry and Aesthetic Analysis ....................................... 6
• Aesthetic Analysis ......................................... 3
• Critical Inquiry ............................................ 3

Support Courses

Business Support Courses ...................................................... 6-9
Required courses:
ECON 2103 Principles of Microeconomics
MATH 1513 College Algebra OR
MATH 1533 Algebra for STEM OR
High School Algebra II (with a minimum grade of “C”) MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Information and Operations Management - Operations and Supply Chain Management ...... 69

Business core courses .............................................................. 36
Required courses:
ACCT 2113 Accounting I
ACCT 2133 Accounting II
ECON 2173 Principles of Business Statistics
ECON 2203 Principles of Macroeconomics
MRKT 3013 Principles of Marketing
MGMT 3103 Principles of Management
LG 3113 Legal Environment of Business
BCOM 3143 Business Communication
ISOM 3263 Management Information Systems
ISOM 3313 Operations Management
ISOM 3323 Business Analytics
FIN 3563 Fundamentals of Business Finance

Capstone ................................................................. 3
MGMT 4813 Strategic Management (Senior Status) * #

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.
^ Admission to the College of Business is required. See page 101.

American Historical and Political Analysis .................................. 6
American National Government .............................................. 3
American History ............................................................ 3
Cultural and Language Analysis ............................................. 3-4
Second Language .............................................................. 4
OR
Cultural Analysis .............................................................. 3
Social and Behavioral Analysis ................................................ 3
Life Skills .......................................................................... 5
Required Health Course ......................................................... 2
Elective Life Skills ............................................................... 3

Operations and Supply Chain Management .............................. 30
Required courses: .................................................................. 21
ISOM 3123 Introduction to Management Science
ISOM 3363 Business Problem Solving with Software
ISOM 4043 Operations Planning and Control
ISOM 4353 Quality Assurance
ISOM 4843 Operations and Supply Chain
MRKT 3313 Business Logistics
MRKT 4433 Purchasing and Materials Management

Select from the following courses ......................................... 9
ACCT 3413 Cost Accounting OR
ACCT 3113 Managerial Accounting
ISOM 4163 Business Systems Analysis and Design
ISOM 4323 Methods of Operations Supervision OR
MGMT 4623 The Art of Leadership
ISOM 4333 Project Management
ISOM 4910 Seminar (1-3 hours)
MRKT 3443 Business to Business Marketing
ISOM 4950 Internship

Electives to bring total to .................................................. 124

Minimum Grade Requirements
1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses ........................................... 2.25
2. In all Business Support Courses and Business Core Courses minimum grade of .... “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.
### Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses ........................................... 2.25
2. In all Business Support Courses and Business Core Courses minimum grade of ........................................... “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.
**Management - Human Resource Management**

**University Core (Total Listed 42-44)**

Specific courses within the University Core are listed on pages 96-97.

- Courses from the major may apply to the areas marked in the University Core.

**Written and Oral Communication** ......................................................... 9

**Quantitative Reasoning/Scientific Method** ........................................ 10-11
- Math ................................................................. 3
- Life Science ......................................................... 4
- Physical Science .................................................. 3-4

**Critical Inquiry and Aesthetic Analysis** ........................................... 6
- Aesthetic Analysis ...................................................... 3
- Critical Inquiry .......................................................... 3

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Minimum Required Hours

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<th>Minimum Required Hours</th>
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<tr>
<td>Business Support Courses</td>
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</tr>
<tr>
<td>Requisite courses</td>
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<td></td>
</tr>
<tr>
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<td></td>
</tr>
<tr>
<td>MATH 1533 Algebra for STEM OR</td>
<td></td>
</tr>
<tr>
<td>High School Algebra II (with a minimum grade of “C”)</td>
<td></td>
</tr>
<tr>
<td>MATH 2053 Math Analysis for Business</td>
<td></td>
</tr>
</tbody>
</table>

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

### Major Requirements

#### Management - Human Resource Management................. 63

- Required courses:
  - ACCT 2113 Accounting I
  - ACCT 2133 Accounting II
  - ECON 2173 Principles of Business Statistics
  - ECON 2203 Principles of Macroeconomics
  - MRKT 3013 Principles of Marketing
  - MGMT 3103 Principles of Management
  - LS 3113 Legal Environment of Business
  - BCOM 3143 Business Communication
  - ISOM 3263 Management Information Systems
  - ISOM 3213 Operations Management
  - ISOM 3323 Business Analytics
  - FIN 3563 Fundamentals of Business Finance

- Capstone ................................................................. 3
  - MGMT 4813 Strategic Management (Senior Status) * #

*All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

^ Admission to the College of Business is required. See page 101.

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**American Historical and Political Analysis** ....................... 6

**American National Government** ............................................. 3

**American History** ............................................................ 3

**Cultural and Language Analysis** ..................................... 3-4

**Second Language** .............................................................. 4

**OR**

**Cultural Analysis** ............................................................ 3

**Social and Behavioral Analysis** ....................................... 3

**Life Skills** .......................................................... 5

- Required Health Course ........................................... 2
- Elective Life Skills .................................................. 3

**Minimum Grade Requirements**

1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses ........................................ 2.25

2. In all Business Support Courses and Business Core Courses minimum grade of ................................. “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.
Program: Management
Major: Management - PGA Golf Management
Degree: Bachelor of Business Administration (B.B.A.)

University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 96-97.
• Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication ........................................... 9
Quantitative Reasoning/Scientific Method .................................. 10-11
• Math ........................................................................ 3
Life Science ....................................................................... 4
Physical Science ................................................................... 3-4
Critical Inquiry and Aesthetic Analysis ..................................... 6
Aesthetic Analysis .................................................................. 3
Critical Inquiry ..................................................................... 3

Minimum Required Hours
Support Courses
Business Support Courses ................................................. 9-12
Required courses:
ECON 2103 Principles of Microeconomics
MATH 1513 College Algebra OR
MATH 1533 Algebra for STEM OR
High School Algebra II (with a minimum grade of “C”)
MATH 2053 Math Analysis for Business
NTRN 1613 Principles of Food Preparation

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements
Management - PGA Golf Management ................................. 87
Business core courses ......................................................... 36
Required courses:
ACCT 2113 Accounting I
ACCT 2133 Accounting II
ECON 2173 Principles of Business Statistics
ECON 2203 Principles of Macroeconomics
*MKT 3013 Principles of Marketing
*MGM 3103 Principles of Management
*LS 3113 Legal Environment of Business
*B.COM 3143 Business Communication
*ISOM 3263 Management Information Systems
*ISOM 3313 Operations Management
*ISOM 3323 Business Analytics
*FIN 3563 Fundamentals of Business Finance

Capstone ............................................................................. 3
MGMT 4813 Strategic Management (Senior Status) * #

American Historical and Political Analysis .............................. 6
American National Government .............................................. 3
American History ................................................................. 3
Cultural and Language Analysis .............................................. 3-4
Second Language ................................................................ 4
OR
Cultural Analysis .................................................................. 3
Social and Behavioral Analysis ............................................... 3
Life Skills ............................................................................. 5
Required Health Course ....................................................... 2
• Elective Life Skills ............................................................ 3

Minimum Required Hours
# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam prior to enrolling in MGMT 4813 Strategic Management.

PGA Golf Management ..................................................... 48
Business ............................................................................... 15
B.COM 4113 Interpersonal Communication
MGMT 3313 Human Resources Management
MGMT 4263 Small Business Management
MGMT 4623 The Art of Leadership
MRKT 4453 Retail Management

PGM .................................................................................. 23
MGMT 1222 PGM Introduction
MGMT 1232 Tournaments and Fleet Management
MGMT 1322 Introduction to Teaching Golf
MGMT 1333 Introduction to Golf Course Operations
MGMT 1422 Golf Operations I
MGMT 1432 Intermediate Teaching Golf
MGMT 1522 Merchandising & Inventory Management
MGMT 1533 Advanced Teaching & Player Development
MGMT 4950 Internship in Management (I) (1 hour)
MGMT 4950 Internship in Management (II) (1 hour)
MGMT 4950 Internship in Management (III) (1 hour)
MGMT 4950 Internship in Management (IV) (1 hour)
MGMT 4950 Internship in Management (V) (1 hour)

Food Science ........................................................................ 4
NTRN 4664 Food and Beverage Management

Horticulture .......................................................................... 6
Offered in cooperation with Oklahoma State University at Oklahoma City. See PGM Director for more information.
HRT 1013 Principles of Horticulture
HRT 2113 Turf Management

- CONTINUED ON NEXT PAGE -
Program: Management - continued
Major: Management - PGA Golf Management
Degree: Bachelor of Business Administration (B.B.A.)

Minimum Hours required …………………… 133*

*Total hours required for this major may exceed the minimum 124 credit hour institutional requirement and will vary according to course selection. It is recommended students complete high school algebra II and two years of a second language in high school.

Passing the PGA of America’s Playing Ability Test (PAT) is a requirement for graduation from the PGA Golf Management Program.

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses ....................................................... 2.25

2. In all Business Support Courses and Business Core Courses
minimum grade of .............................................. “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.
# Marketing

<table>
<thead>
<tr>
<th>Required Hours</th>
<th>University Core (Total Listed 42-44)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum</td>
<td>American Historical and Political Analysis ................................ 6</td>
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<tr>
<td></td>
<td>American National Government ............................................... 3</td>
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<td>American History ................................................................. 3</td>
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<td></td>
<td>Cultural and Language Analysis ............................................... 3-4</td>
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<td>Second Language ................................................................... 4</td>
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<td>Elective Life Skills .............................................................. 3</td>
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</table>

## Support Courses

### Business Support Courses 6-9

<table>
<thead>
<tr>
<th>Minimum Required Hours</th>
<th>Marketing</th>
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</thead>
<tbody>
<tr>
<td>Required courses:</td>
<td></td>
</tr>
<tr>
<td>ECON 2103</td>
<td>Principles of Microeconomics</td>
</tr>
<tr>
<td>MATH 1513</td>
<td>College Algebra OR</td>
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<td>MATH 1533</td>
<td>Algebra for STEM OR</td>
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<td>MATH 2053</td>
<td>Math Analysis for Business</td>
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</tbody>
</table>

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

## Major Requirements

### Marketing 66

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<th>Marketing</th>
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<td>Required courses:</td>
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<tr>
<td>ACCT 2113</td>
<td>Accounting I</td>
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<td>ECON 2173</td>
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<td>Principles of Macroeconomics</td>
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<td>^MRKT 3013</td>
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<td>Strategic Management (Senior Status) * #</td>
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* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

^ Admission to the College of Business is required. See page 101.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam prior to enrolling in MGMT 4813 Strategic Management.

## Electives to bring total to 124

### Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses 2.25
2. In all Business Support Courses and Business Core Courses minimum grade of “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.
University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 96-97.

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  - Life Science .................................................... 4
  - Physical Science ............................................ 3-4

Critical Inquiry and Aesthetic Analysis ................................. 6
  - Aesthetic Analysis ........................................... 3
  - Critical Inquiry ............................................... 3

Support Courses

Business Support Courses .................................................6-9

Required courses:
- ECON 2103 Principles of Microeconomics
- MATH 1513 College Algebra OR
  - MATH 1533 Algebra for STEM OR
  - High School Algebra II (with a minimum grade of “C”)
- MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Marketing - Professional Selling .........................66

Business core courses .............................................................36

Required courses:
- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- ECON 2173 Principles of Business Statistics
- ECON 2203 Principles of Macroeconomics
  - MRKT 3013 Principles of Marketing
  - MGMT 3103 Principles of Management
  - LS 3113 Legal Environment of Business
  - BCOM 3143 Business Communication
  - ISOM 3263 Management Information Systems
  - ISOM 3313 Operations Management
  - ISOM 3323 Business Analytics
  - FIN 3563 Fundamentals of Business Finance

Capstone .................................................................................3
  - MGMT 4813 Strategic Management (Senior Status)* #

Minumum Required Hours

Marketing - Professional Selling ...........................................27

Required courses:
- MRKT 3123 Professional Selling
- MRKT 4133 Advanced Professional Selling
- MRKT 4143 Sales Force Management
- BCOM 4333 Negotiations
- MRKT 4353 Marketing Ethics
- MRKT 4813 Marketing Management

Elective Marketing Courses ................................................. 9

Select from the following courses:
- MRKT 3313 Business Logistics
- MRKT 3443 Business to Business Marketing
- MRKT 4433 Purchasing and Materials Management
- MRKT 4900 Practicum in Professional Selling
- MRKT 4950 Internship (Sales)

Electives to bring total to .....................................................124

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, and (c) major courses ................................................. 2.25

2. In all Business Support Courses and Business Core Courses minimum grade of ................................................. “C”

For other regulations pertaining to graduation, see pages 67-68 of the 2017-2018 catalog.