



College of Business
 Office of Student Engagement
 Undergraduate Business Advising Center
 Tahoe Hall 1030 – (916) 278-2499 (BIZZ) – cob-ugrad@csus.edu
 Upper Division Major Worksheet (see reverse for lower division requirements)
 Effective Fall 2024

ENTREPRENEURSHIP

Upper Division Major Core Requirements (24 units)

| Course | Grade | Institution/Semester Taken | Equivalent Course | Prerequisites/Notes |
|--|-------|----------------------------|-------------------|--|
| <i>The following courses are open to expressed interest in business students who have completed the lower division requirements:</i> | | | | |
| DS 101 – Intro to Business Analytics | | | | (MATH 24 and STAT 1) |
| HROB 101 – Mgmt of Contemporary Org | | | | (junior standing) |
| MGMT 102 – Business Communication | | | | (junior standing) |
| <i>Students must be approved into the upper division business major in order to enroll in the following courses:</i> | | | | |
| FIN 101 – Business Finance | | | | |
| MKTG 101 – Principles of Marketing | | | | |
| OPM 101- Operations Management | | | | (DS 101; concurrent enrollment ok) |
| MIS 101 – Computer Info Systems for Management | | | | |
| GM 105 – Strategic Management | | | | (DS 101, HROB 101, MGMT 102, FIN 101, MKTG 101, OPM 101) |

Concentration Requirements (18 units)

| Course | Grade | Institution/Semester Taken | Equivalent Course | Prerequisites/Notes |
|---|-------|----------------------------|-------------------|---|
| Required Courses (9 units) | | | | |
| ENTR 185 – Venture Growth Strategies | | | | (ENTR 187 or ENTR 189) |
| ENTR 187 – Entrepreneurship | | | | |
| ENTR 189 – Corporate Entrepreneurship | | | | |
| Elective Courses (9 units) - Select <u>THREE</u> electives from the following: | | | | |
| ACCY 111 – Intermediate Accounting I | | | | |
| ACCY 121 – Cost Accounting | | | | |
| FIN 134 – Financial Management | | | | (FIN 101) |
| FIN 135 - Investments | | | | (FIN 101) |
| FIN 136 – Modern Portfolio Management. | | | | (FIN 101) |
| FIN 137 – Financial Institutions & Markets | | | | (FIN 101) |
| FIN 138 – Prin. of Risk Mgmt. & Insurance | | | | |
| FIN 190 – Multinational Business Finance | | | | (FIN 101) |
| HROB 151 – Mgmt. of Human Resources | | | | |
| HROB 155+ – Conflict Mgmt. & Negotiations | | | | |
| IBUS 180 – Sustainability Business in Global Econ | | | | |
| IBUS 190 – International Business | | | | |
| MKTG 121 – Marketing Research & Info. | | | | (MKTG 101 and DS 101; DS 101 may be taken concurrently) |
| MKTG 126 – Salesmanship | | | | |
| MKTG 129 – Marketing Management | | | | (MKTG 101, senior standing) |
| MKTG 160 – Principles of Quality Mgmt. | | | | |
| MKTG 181 – Sustainable Supply Chain | | | | (OPM 101) |
| MKTG 188+ – Supply Chain Analytics | | | | (OPM 101) |
| MKTG 190 – Multinational Marketing | | | | (MKTG 101) |

+ Typically offered Spring semester only



College of Business Administration
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 Business Administration Major Worksheet
 Updated Fall 2024

Lower Division Requirements (23 units)

All lower division requirements must be **completed** at the time of application to the upper division major.

| Course | Grade | Institution/Semester Taken | Equivalent Course | Prerequisites/Notes |
|---|-------|----------------------------|-------------------|--|
| MIS 10 – Business Applications (Spreadsheets) | | | | |
| ACCY 1 – Accounting Fundamentals | | | | |
| ACCY 2 – Managerial Accounting | | | | (ACCY 1) |
| ECON 1A – Introduction to Macroeconomics | | | | |
| ECON 1B – Introduction to Microeconomics | | | | |
| MATH 24 – Modern Business Mathematics | | | | (ALEKS PPL) Calculus course ok as substitution |
| MGMT 10 – Introduction to Business Law | | | | |
| STAT 1 – Introduction to Statistics | | | | (ALEKS PPL) |

- The Business Administration major is **impacted**.
- Applicants will be **ranked based on overall GPA and lower division major GPA**.
- Minimum GPA to **apply** is 2.4, however, this does not guarantee admission to the program. Actual GPA cut-offs have been higher.
- GPA cutoffs for the past few semesters have been in the 2.80/3.00 range.
- All lower division requirements must be completed at the time of application.
- The number of students admitted to the major each semester will **vary** depending on faculty resources.

Where to apply:

The application can be found on your online Student Center- bottom right corner under “Forms”.

When to apply online:

Spring Semester

If finishing computer literacy/lower division courses by the end of the previous Summer, the application will be available September 1.

Supplemental online business application due:
October 15

Fall Semester

If finishing computer literacy/lower division courses by the end of the previous Fall, the application will be available February 1.

Supplemental online business application due:
March 15