

# UNDERGRADUATE PROGRAM

## Degree Requirements

This document is a great resource for exploring the curriculum of the Bachelor of Arts in Business Administration. However, students should use this document in conjunction with the Degree Audit Report System (DARS) and regular advising sessions with the Undergraduate Programs Office (UPO).

Advisers in the UPO can help you clarify your educational and career goals and make long range plans to achieve them. For an advising appointment, call 206.685.3400.

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### CONTACT INFORMATION

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### CREDIT REQUIREMENTS

All business students need to complete **72** business credits, of which **53** (minimum) must be upper division:

- **19** credits of Lower Division Business Core
- **37** credits of Upper Division Business Core
- **16** credits (minimum) of Upper Division Business Electives

All business students need to complete:

- **90** credits (minimum) in **non-business** courses, which may include up to 14 credits of economics and up to 9 credits of statistics. GEN ST 350 credits do not count.
- **59** credits (minimum) of General Education Requirements (Areas of Knowledge). Most can count toward the non-business requirement.
- **12** credits (minimum) of college-level composition and approved writing courses. Some may count toward the non-business requirement.
- **180** credits (minimum) to graduate with a BABA degree.

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### RESIDENCE REQUIREMENT

All business students need to complete:

- **9** Upper Division Business Core courses, of which **6** (including MGMT 430) must be completed at the UW-Seattle.
- **53** upper division business credits, of which **40** must be completed at the UW-Seattle.

Accounting students must complete:

- **9** Upper Division Accounting Core courses, of which **6** must be completed at the UW-Seattle.

All UW students must complete:

- **45 of the final 60** credits in matriculated status in-residence at the UW-Seattle.

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### CREDIT RESTRICTIONS

- No more than **6** credits in **lower division business courses** beyond the 19 required may be counted as General Elective credit toward the business degree.
- No more than **8** credits of **internship coursework** are applicable toward the degree. Business internship credit may not apply to the Upper Division Business Elective requirement.
- No more than **8** credits of **business independent research coursework (499 credit)** may be applied to the degree. No more than **4** credits of business independent research coursework may be applied to Upper Division Business Electives.
- Students cannot receive credit for both **B CMU 301 & B CMU 302**.

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### IMPORTANT REMINDERS!

- ECON 300 may substitute for **B ECON 300**. ECON 301 may substitute for **B ECON 301**.
- **MGMT 200** cannot count towards Individuals & Societies.
- You may have 19 instead of 20 credits in one **Area of Knowledge**.
- Only General Elective coursework may be taken **S/NS** (Satisfactory/Non-Satisfactory).

**Degree Requirements**

**General Education Requirements**

AREAS OF KNOWLEDGE

**Visual, Literary & Performing Arts (VLPA)**

	credits	✓
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
<b>Subtotal</b>	<b>20</b>	

**Individuals & Societies (I&S)**

	credits	✓
Microeconomics (ECON 200)	5	<input type="checkbox"/>
Macroeconomics (ECON 201)	5	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
<b>Subtotal</b>	<b>20</b>	

**The Natural World (NW)**

	credits	✓
Calculus (MATH 112 or 124)	5	<input type="checkbox"/>
Statistical Methods (QMETH 201)	4	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
<b>Subtotal</b>	<b>20</b>	

COLLEGE-LEVEL ENGLISH COMPOSITION

C LIT 240, ENGL 109-110 (formerly 104-105), 111, 121, 131, 182, 197, 198, 199, 281

	credits	✓
_____	_____	<input type="checkbox"/>
<b>Subtotal</b>	<b>5</b>	

APPROVED WRITING COURSES

**Choose two courses – one from each part:**

**Part A:** B CMU 301 or 302, B CMU 410, ENGL 281, or ENGL 381;

**Part B:** B CMU 301 or 302, B CMU 410, C LIT 240, ENGL 109-110, 111, 121, 131, 182, 197, 198, 199, 281, 381, 382, T C 231, or any "W" course.

	credits	✓
Part A: _____	_____	<input type="checkbox"/>
Part B: _____	_____	<input type="checkbox"/>
<b>Subtotal</b>	<b>7</b>	

**Non-Business credits must total 90.**

See page 1 for more details.

**Lower Division Business Core**

	credits	✓
Financial Acctg (ACCTG 215)	5	<input type="checkbox"/>
Managerial Acctg (ACCTG 225)	5	<input type="checkbox"/>
Introduction to Law (MGMT 200)	5	<input type="checkbox"/>
Statistical Methods (QMETH 201)	4	<input type="checkbox"/>
<b>Subtotal</b>	<b>19</b>	

**Upper Division Business Core**

	credits	✓
Intro to Information Systems (I S 300)	5	<input type="checkbox"/>
Prin. of Operations Mgmt (OPMGT 301)	4	<input type="checkbox"/>
Marketing Concepts (MKTG 301)	4	<input type="checkbox"/>
Business Finance (FIN 350)	4	<input type="checkbox"/>
Leadership & Org Behavior (MGMT 300)	4	<input type="checkbox"/>
Global Business Perspectives (IBUS 300)	4	<input type="checkbox"/>
Business, Gov't & Society (MGMT 320)	4	<input type="checkbox"/>
Managerial Economics (B ECON 300)	4	<input type="checkbox"/>
Strategic Mgmt (MGMT 430) <i>capstone</i>	4	<input type="checkbox"/>
<b>Subtotal</b>	<b>37</b>	

**Upper Division Business Electives**

for students completing a general business degree

	credits	✓
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
<b>Subtotal</b>	<b>16</b>	

**General Electives**

	credits	✓
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
<b>Credits to bring total to 180</b>	<b>varies</b>	

## CUSTOMIZING THE DEGREE

Students have many ways to personalize or focus their business degree:

The **General Business Degree** consists of the Lower Division Business Core, the Upper Division Business Core, and **16 credits** (minimum) of any courses taught by the Foster School. This choice allows students more room for General Electives that may be taken in other academic departments.

**Options, Concentrations, and Special Programs** such as **CISB, Retail Management, Sales, and BEDC** offer students various ways to focus their Business Elective requirements. Requirements vary. See below.

## OPTIONS

### ACCOUNTING

	credits	<input checked="" type="checkbox"/>
ACCTG 301 (Intermediate I)*	3	<input type="checkbox"/>
<i>*B CMU 302 (Business Comm for Acctg) must be taken concurrently with ACCTG 301</i>		
ACCTG 302 (Intermediate II)	3	<input type="checkbox"/>
ACCTG 303 (Intermediate III)	3	<input type="checkbox"/>
ACCTG 311 (Cost Accounting)	3	<input type="checkbox"/>
ACCTG 320 (Acctg Info Systems)	3	<input type="checkbox"/>
ACCTG 411 (Auditing)	3	<input type="checkbox"/>
ACCTG 421 (Tax Eff on Bus Decisions)	3	<input type="checkbox"/>
ACCTG 440 (Fin Mgmt for Accts)	3	<input type="checkbox"/>
ACCTG 4XX (Elective)	3	<input type="checkbox"/>
<b>Subtotal</b>	<b>27</b>	

### ENTREPRENEURSHIP

	credits	<input checked="" type="checkbox"/>
ENTRE 370 (Intro to Entrepreneurship)	4	<input type="checkbox"/>
Choose two:		
ENTRE 440 (Bus. Plan Practicum)	4	<input type="checkbox"/>
FIN 457 (Entrepreneurial Finance)	4	<input type="checkbox"/>
MKTG 335 (Principles of Selling)	4	<input type="checkbox"/>
MKTG 455 (Entrepreneurial Mktg)	4	<input type="checkbox"/>
Choose one pathway:		
<u>Business Creation Pathway</u>		
ENTRE 472 (Creating a Co. I)	4	<input type="checkbox"/>
ENTRE 473 (Creating a Co. II)	4	<input type="checkbox"/>
<u>*Business Growth Pathway</u>		
ENTRE 401 (Ldrshp, Crit Think...)	4	<input type="checkbox"/>
ENTRE 402 (Mng Rapid Growth Co.)	4	<input type="checkbox"/>
<b>Subtotal</b>	<b>20</b>	

\*Suspended for 2009-2010. See adviser for details.

### FINANCE

	credits	<input checked="" type="checkbox"/>
Choose one:		
FIN 450 (Probs in Corp Finance)	4	<input type="checkbox"/>
FIN 453 (Fin Theory & Analysis)	4	<input type="checkbox"/>
FIN 454 (Business Val, Invest & Fin)	4	<input type="checkbox"/>
FIN 457 (Entrepreneurial Finance)	4	<input type="checkbox"/>
Choose one:		
FIN 460 (Investments)	4	<input type="checkbox"/>
FIN 461 (Fin Futures & Opts Mkts)	4	<input type="checkbox"/>
FIN or B ECON 3XX or 4XX (Elective)	4	<input type="checkbox"/>
FIN or B ECON 3XX or 4XX (Elective)	4	<input type="checkbox"/>
FIN or B ECON 3XX or 4XX (Elective)	4	<input type="checkbox"/>
FIN or B ECON 3XX or 4XX (Elective)	4	<input type="checkbox"/>
<b>Subtotal</b>	<b>24</b>	

### HUMAN RESOURCES MGMT

	credits	<input checked="" type="checkbox"/>
MGMT 311 (Mng Human Resources)	4	<input type="checkbox"/>
MGMT 411 (Recruiting & Hiring Talent)	4	<input type="checkbox"/>
MGMT 412 (Perf Appraisal & Comp)	4	<input type="checkbox"/>
Choose two:		
MGMT 323 (Business Ethic & ...)	4	<input type="checkbox"/>
MGMT 401 (Ldrshp, Crit Think...)	4	<input type="checkbox"/>
MGMT 402 (Deal Making & ...)	4	<input type="checkbox"/>
MGMT 403 (Motivating High Perf)	4	<input type="checkbox"/>
MGMT 404 (Org Dev & Change)	4	<input type="checkbox"/>
MGMT 413 (Labor Law & ...)	4	<input type="checkbox"/>
<b>Subtotal</b>	<b>20</b>	

### INFORMATION SYSTEMS

	credits	<input checked="" type="checkbox"/>
I S 310 (Funds of Business Info Techs)	4	<input type="checkbox"/>
I S 320 (Funds of App Programming)	4	<input type="checkbox"/>
I S 410 (Business Data Comm)	5	<input type="checkbox"/>
I S 445 (Database Management)	4	<input type="checkbox"/>
I S 460 (Systems Analysis & Design)	4	<input type="checkbox"/>
<b>Subtotal</b>	<b>21</b>	

### MARKETING

	credits	<input checked="" type="checkbox"/>
MKTG 450 (Consumer Behavior)	4	<input type="checkbox"/>
MKTG 460 (Marketing Research)	4	<input type="checkbox"/>
MKTG 3XX OR 4XX (Elective)	4	<input type="checkbox"/>
MKTG 3XX OR 4XX (Elective)	4	<input type="checkbox"/>
MKTG 3XX OR 4XX (Elective)	4	<input type="checkbox"/>
<b>Subtotal</b>	<b>20</b>	

**Degree Requirements**

<b>CONCENTRATION</b>		
<b>OPERATIONS MANAGEMENT*</b>		✓
OPMGT 443 (Inventory & Supply ...)	credits 4	<input type="checkbox"/>
Choose at least two:		
OPMGT 402 (Intro to Logistics)	4	<input type="checkbox"/>
OPMGT 450 (Intro to Project Mgmt)	4	<input type="checkbox"/>
OPMGT 461 (Bus & Proc Design)	4	<input type="checkbox"/>
OPMGT 490 (Special Topics)	1-6	<input type="checkbox"/>
Q METH 450 (Spreadsheet Models)	4	<input type="checkbox"/>
<b>Subtotal</b>	<b>12</b>	
*Check Forecast of Courses for availability: <a href="http://bschool.washington.edu/undergrad/handouts.shtml">http://bschool.washington.edu/undergrad/handouts.shtml</a> Courses not offered consistently.		

<b>SPECIAL PROGRAMS</b>		
<b>RETAIL MGMT PROGRAM</b>		✓
MKTG 370 (Retailing)	credits 4	<input type="checkbox"/>
MKTG 477 (Merchandise Acq & Mgmt)	4	<input type="checkbox"/>
MKTG 478 (Retail Merch & Design)	4	<input type="checkbox"/>
MKTG 495 (Marketing Internship)	4	<input type="checkbox"/>
Elective (see Retail Mgmt handout)	4	<input type="checkbox"/>
<b>Subtotal</b>	<b>20</b>	
See Retail Management webpage for course requirement details: <a href="http://www.foster.washington.edu/academic/retail/Pages/retail.aspx">http://www.foster.washington.edu/academic/retail/Pages/retail.aspx</a>		

<b>SALES CERTIFICATE PROGRAM</b>		✓
MKTG 335 (Principles of Selling)	credits 4	<input type="checkbox"/>
MKTG 430 (Sales Force Management)	4	<input type="checkbox"/>
MKTG 496 (Marketing Practicum)	4	<input type="checkbox"/>
Elective (see Sales Program handout)	8	<input type="checkbox"/>
<b>Subtotal</b>	<b>20</b>	
See Sales Program webpage for course requirement details: <a href="http://bschool.washington.edu/sales_program/index.shtml">http://bschool.washington.edu/sales_program/index.shtml</a>		

<b>Business &amp; Economic Development Center (BEDC)</b>		✓
MKTG 445 (Multicultural Marketing)	credits 4	<input type="checkbox"/>
MKTG 446 (Repositioning & Instituting Change in Multicultural Business Environment)	4	<input type="checkbox"/>
<b>Subtotal</b>	<b>8</b>	

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<b>CERTIFICATE OF INTERNATIONAL STUDIES IN BUSINESS (CISB) CISB is noted on the transcript</b>		
<b>Part A: International Business Environment *</b>		✓
Choose one:	credits	<input type="checkbox"/>
I BUS 330 (Bus Env in Dev Nations)	4	<input type="checkbox"/>
I BUS 340 (Bus Env in Industrial...)	4	<input type="checkbox"/>
I BUS 440 (Business in Asia)	4	<input type="checkbox"/>
B ECON 426 (Comp in Global Econ)	4	<input type="checkbox"/>
<b>Part B: Global Business Skills *</b>		✓
Choose one:	credits	<input type="checkbox"/>
FIN 428 (International Fin Mgmt)	4	<input type="checkbox"/>
MKTG 470 (International Marketing)	4	<input type="checkbox"/>
B ECON 427 (International Finance)	4	<input type="checkbox"/>
I BUS 480 (Multinational Ops Mgmt)	4	<input type="checkbox"/>
OPMGT 443 (Inventory & Supply ...)	4	<input type="checkbox"/>
BA 490 (Case Analysis)	4	<input type="checkbox"/>
<b>Part C: Int'l Business Practicum *</b>		✓
Choose one:	credits	<input type="checkbox"/>
I BUS 470 (Mgmt of Intl Trade Ops)	4	<input type="checkbox"/>
I BUS 495 (I Bus Internship)	4	<input type="checkbox"/>
I BUS 496 (I Bus Practicum)	4	<input type="checkbox"/>
<b>Part D: BA Functional Skills Area</b>		
Choose 12 credits from one of the following areas.		
Accounting, Marketing, Information Systems, Human Resources Management, Finance, Operations Management, Entrepreneurship	credits	✓ <input type="checkbox"/>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
<b>Subtotal Parts A, B, C and D</b>	<b>24</b>	
<b>Language Track Seminars</b>	credits	✓
I BUS 491	_____	<input type="checkbox"/>
<b>Subtotal</b>	<b>varies</b>	
<b>Area Studies</b>	credits	✓
Choose two courses in your geographic area of specialization		
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
<b>Subtotal</b>	<b>7-10</b>	
<b>Foreign Language</b>	credits	✓
Equivalent of third-year college-level proficiency		
_____	_____	<input type="checkbox"/>
<b>Subtotal</b>	<b>varies</b>	
<b>International Experience</b>		✓
Ten weeks or more studying or working abroad		<input type="checkbox"/>

\*Certain Special Topics (I BUS 490) & Independent Study (I BUS 499) courses may also apply to this requirement with approval of CISB Faculty Director.