

NOTE: This document can be used as a compact display of courses and other curricular requirements. The Degree Progress Report must be used to track students' progress in all degree requirements, throughout their Cal Poly career.

** =Required in Support; also satisfies GE.*

Note: No major, support or conc. courses may be taken credit/no-credit.

MAJOR COURSES (72-76)	<i>Units</i>
BUS 207 Legal Responsibilities of Business	4
BUS 214 Financial Accounting	4
BUS 215 Managerial Accounting	4
BUS 342 Fundamentals of Corporate Finance	4
BUS 346 Principles of Marketing	4
BUS 387 Organizational Behavior	4
BUS 391 Information Systems	4
BUS 401 Seminar in General Management & Strategy	4
BUS 404 Governmental & Social Influences	4
Technology management. <i>Select one:</i> IT 326, 330, 341, 371	4
International business. <i>Select one:</i> BUS 302, 303, 304, 410, 427, 433, 446; ECON 330	4
Senior Project. <i>Select:</i>	
BUS 461 Senior Project I <i>and</i>	2 <i>and</i>
BUS 462 Senior Project II	2
<i>or</i>	<i>or</i>
BUS 416, 463, 464, 465	4
Concentration courses	24-28

SUPPORT COURSES (25)

ECON 221 Microeconomics	4
ECON 222 Macroeconomics (D2)*	4
ECON elective (300-400 level)	4
MATH 221 Calc for Business and Economics (B1)*	4
STAT 251 Stat Inference-Mgmt. I (B1)*	4
STAT 252 Stat Inference-Mgmt. II	5

OTHER DEGREE REQUIREMENTS:

- Cal Poly, Higher Ed, and Major GPA must all be at least 2.00

All students must complete:

- United States Cultural Pluralism Requirement
- Graduation Writing Requirement
- 60 units Upper Division (any 300-400 level classes)
- Upper Division units in the Major: 27
- Residency Requirements: See Degree Progress Report for details

GENERAL EDUCATION (GE) 60

72 units required, *12 of which are listed in Support.*
Minimum of 12 units required at the 300 level.

Area A Communication 12

A1 ENGL 133/134	4
A2 COMS 101/102	4
A3 Reasoning, Argumentation, & Writing.....	4

Area B Science and Mathematics 8

B1 Mathematics/Statistics <i>*8 units in Support</i>	
B2 Life Science.....	4
B3 Physical Science	4
B4 One lab taken with either a B2 or B3 course	

Area C Arts and Humanities 20

C1 Literature	4
C2 Philosophy: PHIL 230/231.....	4
C3 Fine/Performing Arts	4
C4 Upper-division elective	4
C1-C4 Elective.....	4

Area D/E Society and the Individual 16

D1 American Experience (40404)	4
D2 Political Economy <i>*4 units in Support</i>	
D3 Comp Social Institutions	4
D4 Self Develop (CSU Area E)	4
D5 Upper-division elective	4

Area F Technology (upper div) 4

Additional GE Units Required	
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FREE ELECTIVES..... 19-23

ACCOUNTING CONCENTRATION

BUS 319 Accounting Information Systems.....	4
BUS 320 Federal Income Taxation for Individuals	4
BUS 321 Intermediate Accounting I.....	4
BUS 322 Intermediate Accounting II	4
BUS 424 Accounting Ethics.....	4
BUS 425 Auditing	4
Accounting elective. Select from the following:.....	4
BUS 412, 417, 422	

28**FINANCIAL MANAGEMENT CONCENTRATION**

BUS 431 Security Analysis and Portfolio Mgmt.....	4
BUS 438 Advanced Corporate Finance.....	4
BUS 439 Fixed Income Securities & Markets.....	4
Finance electives (400 level)	8
Select two courses from:	
BUS 433, 442, 443, 444	
Approved electives	8
Select one course from:	
BUS 432, 434, 435, 436, 437, 440, 441, 445	
Select one course from:	
BUS 320, 321, 322, 412, 417, 425, 427, 429; ECON	
311, 313, 330, 337, 339, 340, 405, 406, 408, 409, 420,	
424	

28**MANAGEMENT AND HUMAN RESOURCES CONCENTRATION**

BUS 382 Organizations, People and Technology.....	4
BUS 384 Human Resources Management.....	4
BUS 386 Employee Training and Development.....	4
BUS 475 Staffing.....	4
BUS 477 Managing Change and Development	4
Approved electives	8
Select two courses from the following:	
BUS 407, 471, 488, 489	

28**INFORMATION SYSTEMS CONCENTRATION**

BUS 392 Business Application Development	4
BUS 393 Database Systems in Business.....	4
BUS 394 Systems Analysis and Design.....	4
BUS 395 Systems Design and Implementation	4
Approved electives	8
Select two courses from the following:	
BUS 491, 494, 496, 498, 499	

24**MARKETING MANAGEMENT CONCENTRATION**

BUS 418 Listening to the Customer.....	4
BUS 419 Strategic Marketing Measurement	4
BUS 451 Product Development and Launch.....	4
BUS 452 Product Management	4
BUS 454 Dev/Presenting Marketing Projects.....	4
BUS 455 Marketing Strategy.....	4

24**ENTREPRENEURSHIP CONCENTRATION**

BUS 310 Introduction to Entrepreneurship.....	4
BUS 418 Listening to the Customer.....	4
BUS 436 Entrepreneurial Finance.....	4
BUS 488 Planning and Managing New Ventures	4
IT 428 Commercialization of New Technologies	4
Approved electives.....	8
Select two courses from:	
BUS 311, 382, 384, 392, 451, 477, 489;	
ECON 337	
IT 326, 330, 402, 406, 407;	
BUS/IT 470 (Advanced Topics in Entrepreneurship)	

28**INTERNATIONAL BUSINESS CONCENTRATION**

BUS 302 International and Cross Cultural Mgmt.	4
BUS 402 International Business Management	4
BUS 403 Adv. Seminar in International Mgmt.	4
BUS 407 Managing People in Global Markets	4
Approved electives. Select from the following:	12
BUS 303, 311, 350, 405, 406, 410, 433, 446;	
ECON 304, 325, 330, 404, 405;	
AGB 318;	
GEOG 308	

28**PACKAGING AND LOGISTICS CONCENTRATION**

IT 330 Fundamentals of Packaging.....	4
IT 403 Quality Systems Management	4
IT 410 Operations Planning and Control	4
IT 457 Radio Frequency Identification in Supply Chain	4
Mgmt.....	
IT 475 Packaging Performance Testing	4
Approved electives. Select from the following:	8
IT 341, 406, 408, 435, 470	

28**CONCENTRATIONS AVAILABLE FROM ECONOMICS:****QUANTITATIVE CONCENTRATION**

ECON 406 Applied Forecasting.....	4
ECON 408 Mathematical Economics.....	4
Approved electives. Select from the following:	20
ECON 340, 403, 404, 405, 409, 431, 432;	
BUS 431, 439, 442, 444;	
IME 301, 405, 407;	
MATH 143, 206, 211, 212, 241, 242, 244, 248, 304,	
306, 344, 406, 408, 409, 412, 413, 414, 416, 418,	
437, 451, 453;	
STAT 323, 324, 325, 330, 331, 416, 419, 425,	
426, 427	

28**REAL ESTATE CONCENTRATION**

ECON 424 Monetary Economics.....	4
ECON 434 Urban Economics	4
ECON 435 Economics of Land and Water	4
Approved electives. Select from the following:	16
AGB 310, 315, 324, 326;	
BUS 320, 409, 434, 435, 439;	
CM 475;	
CRP 446;	
ECON 406, 409, 410, 431, 432	

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