## BS ECONOMICS

### General Information

**2015-2017**

Updated 10.04.16

**Units Required 180**

**Note:** This document can be used as a compact display of courses and other curricular requirements at the time of publication of the 2015-2017 catalog. The Degree Progress Report must be used to track students’ progress in all degree requirements, throughout their Cal Poly career.

**Note:** No major, concentration, or support courses may be taken as credit/no credit.

### Major Courses (76)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 221</td>
<td>Microeconomics</td>
<td>4</td>
</tr>
<tr>
<td>ECON 222</td>
<td>Macroeconomics (D2)</td>
<td>4</td>
</tr>
<tr>
<td>ECON 311</td>
<td>Intermediate Micro I</td>
<td>4</td>
</tr>
<tr>
<td>ECON 312</td>
<td>Intermediate Micro II</td>
<td>4</td>
</tr>
<tr>
<td>ECON 313</td>
<td>Intermediate Macro</td>
<td>4</td>
</tr>
<tr>
<td>ECON 339</td>
<td>Econometrics</td>
<td>4</td>
</tr>
</tbody>
</table>

**Senior Project - Select:**

- **ECON 461** Senior Project I and one of:
  - **ECON 462** Senior Project II
  - **ECON 464** Applied Senior Project

**ECON electives (300-400 level):**

- 4 units

**ECON electives (400 level):**

- 16 units

**Concentration or General Econ (see reverse):**

- 28 units

### Support Courses (24-25)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 207</td>
<td>Legal Responsibilities of Business</td>
<td>4</td>
</tr>
<tr>
<td>BUS 214</td>
<td>Financial Accounting</td>
<td>4</td>
</tr>
<tr>
<td>BUS 215</td>
<td>Managerial Accounting</td>
<td>4</td>
</tr>
<tr>
<td>MATH 141</td>
<td>Calculus I (B1)</td>
<td>4</td>
</tr>
<tr>
<td>STAT 251 &amp; STAT 252</td>
<td>Statistics I&amp;II (B1)</td>
<td>4 &amp; 5</td>
</tr>
<tr>
<td>or</td>
<td>STAT 301 &amp; STAT 302 Statistics I&amp;II</td>
<td>4 &amp; 4</td>
</tr>
</tbody>
</table>

1. Required in Major/Support; also satisfies GE.
2. Economics majors do not need to choose a concentration but they can if they choose. Students who choose not to declare a concentration must fulfill the requirements of General Economics: Complete at least 8 units 300-400 level ECON coursework plus any 20 units of coursework at 300-400 level.
3. Students pursuing the Quantitative concentration should take MATH 141 and MATH 142 instead of just MATH 141.
4. Students pursuing the Quantitative concentration should take STAT 301 and STAT 302 instead of STAT 251 and STAT 252.
5. STAT 301 & 302 are not GE courses. If STAT 301 & 302 are taken, students will need to make up for the 4 unit shortage in the GE B1 area.

### General Education (GE)

#### Minimum of 12 units required at the 300 level.

- **Area A Communication**
  - A1 Expository Writing
  - A2 Oral Communication
  - A3 Reasoning, Argu & Writing

- **Area B Science and Mathematics**
  - B1 Math/Statistics (8 units in Support)
  - B2 Life Science
  - B3 Physical Science
  - B4 One lab taken with either a B2 or B3 course

- **Area C Arts and Humanities**
  - C1 Literature
  - C2 Philosophy
  - C3 Fine/Performing Arts
  - C4 Upper-division elective
  - C1- C5 Elective

- **Area D/E Society and the Individual**
  - D1 American Experience
  - D2 Political Economy
  - D3 Comp Social Institutions
  - D4 Self Dvlpmnt (CSU Area E)
  - D5 Upper-division elective (No ECON)

- **Area F Technology (upper div):**

- **FREE ELECTIVES**

### Other Degree Requirements:

- Cal Poly, Higher Ed, and Major GPA must all be at least 2.00
- For students admitted Fall 2016 and after, a grade of C- or higher is required in GE A1, A2, A3, and one GE B1 course
- 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 ECONOMICS or CONCENTRATION (Select One)

GENERAL ECONOMICS
Complete at least 8 units 300-400 level ECON coursework plus any 20 units of coursework at 300-400 28

QUANTITATIVE CONCENTRATION
ECON 406  Applied Forecasting………………………… 4
ECON 408  Mathematical Economics……………………… 4
Approved Electives. Select from the following:……………… 20
   BUS 431, 439, 442, 444;
   ECON 403, 404, 405, 409, 431, 432;
   IME 301, 305;
   STAT 323, 324, 330, 331, 416, 419, 425, 426, 427

REAL ESTATE CONCENTRATION
BUS 434  Real Estate Finance…………………………… 4
BUS 435  Real Estate Investment…………………………… 4
ECON 424  Monetary Economics…………………………… 4
ECON 434  Urban Economics…………………………… 4
Approved Electives. Select from the following:……………… 12
   AGB 310, 315, 324, 326;
   BUS 320, 409, 439;
   CM 475;
   CRP 446;
   ECON 406, 409, 410, 431, 432, 435

CONCENTRATIONS AVAILABLE FROM BUSINESS ADMINISTRATION:

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 one from the following:…………… 4
   BUS 412, BUS 417 or BUS 422

FINANCIAL MANAGEMENT CONCENTRATION
BUS 431  Security Analysis and Portfolio Mgmt …………. 4
BUS 438  Advanced Corporate Finance…………………… 4
BUS 439  Fixed Income Securities Market………………….. 4
Finance electives (400 level) ……………………………… 4
Select from the following:……………………………… 12
   BUS 432, 433, 434, 435, 436, 437, 441, 442, 443, 444, 445;
Approved Electives………………………………………… 4
Select one from the following:
   BUS 320, 321, 322, 412, 417, 425;
   ECON 331, 313, 330, 337, 339, 340, 405, 406, 408, 409, 424

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 from the following:
   BUS 310, 407, 471, 489

INFORMATION SYSTEMS CONCENTRATION
BUS 392  Business Application Development……………. 4
BUS 393  Database Systems in Business……………..…… 4
BUS 394  System Analysis and Design………………….… 4
BUS 395  Systems Design and Implementation…………… 4
Approved Electives………………………………………… 8
Select from the following:
   BUS 491, 494, 496, 498, 499

MARKETING MANAGEMENT CONCENTRATION
BUS 418  Listening to the Customer …………………….… 4
BUS 419  Strategic Marketing Measurement……………..… 4
BUS 421  Marketing Analytics & Bus. Intelligence……… 4
BUS 451  New Product Development & Launch………..… 4
BUS 452  Product Management…………………………. 4
BUS 454  Marketing Projects……………………………… 4
BUS 455  Marketing Strategy……………………………… 4

ENTREPRENEURSHIP CONCENTRATION
BUS 310  Introduction to Entrepreneurship…………………. 4
BUS 417  Listening to the Customer………………………… 4
BUS 422  Entrepreneurial Finance………………………..… 4
BUS 425  Auditing ………………………………………. 4
Approved Electives………………………………………… 4
Select from the following:
   BUS 311, 382, 384, 392, 451, 477, 489;
   ECON 337;
   IT 326, 330, 402, 406, 407;
   BUS/IT 470

CONSUMER PACKAGING SOLUTIONS CONCENTRATION
BUS 418  Listening to the Customer………………………… 4
BUS 419  Strategic Marketing Measurement……………..… 4
BUS 451  New Product Development and Launch………..… 4
IT 330  Packaging Fundamentals…………………………. 4
IT 408  Paper and Paperboard Packaging………………… 4
IT 475  Packaging Performance Testing…………………..… 4
Approved Electives………………………………………… 4
Select one from the following:
   BUS 412, 452;
   GRC 337;
   IT 233, 326, 341, 403, 415

1 ECON 339 cannot double count.