

COLLEGE OF BUSINESS

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www.athens.edu/college_business

COLLEGE OF BUSINESS

Athens State University, through its College of Business, is nationally accredited by the Accreditation Council of Business Schools and Programs (ACBSP)

11520 West 119th Street

• Overland Park, KS 66213

MAJORS	MINORS	DEGREE
ACCOUNTING For students who plan to seek the C.P.A.		B.S.
ACCOUNTING (WITH MINOR) For students who do NOT plan to seek the C.P.A.	Minors: Acquisition & Contract Management, Aviation Management, Enterprise Systems Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Logistics & Supply Chain Management, Marketing	
ACQUISITION AND CONTRACT MANAGEMENT		B.S.
ENTERPRISE SYSTEMS MANAGEMENT		B.S.
HUMAN RESOURCE MANAGEMENT		B.S.
LOGISTICS AND SUPPLY CHAIN MANAGEMENT		B.S.
MANAGEMENT (WITH MINOR)	Minors: Acquisition & Contract Management, Aviation Management, Enterprise Systems Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Logistics & Supply Chain Management, Marketing, Small Business/Entrepreneurship	
MANAGEMENT OF TECHNOLOGY		B.S.
MANAGEMENT OF TECHNOLOGY (WITH MINOR)	Minors: Acquisition & Contract Management, Aviation Management, Enterprise Systems Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Logistics & Supply Chain Management, Marketing, Operations Management, Project Management, Small Business/ Entrepreneurship	
<p>MINORS: The following minor is open to non-business majors only: Business Administration</p> <p>The following minors are open to Management of Technology majors only: Operations Management, Project Management</p> <p>The following minor is NOT available to Accounting (with Minor) majors: Small Business/Entrepreneurship</p> <p>CERTIFICATES: The following certificates are available: Acquisition & Contract Management Logistics & Supply Chain Management Marketing SAP Certificate</p>		

COLLEGE OF BUSINESS

The mission of the College of Business is to offer programs of study to students that will prepare them for positions in business, finance, or government; enhance the professional development of those already employed; and provide an academic framework for graduate study leading to professional positions. The purpose of the College of Business is to provide quality education for all students, teaching them to think critically, to use technology efficiently, to be effective leaders, decision makers, and communicators; to maintain ethical standards, and to understand the global economy. To carry out its mission and support its purpose, the College of Business has established the following goals:

- Provide for continuous improvement of the programs within the College of Business in keeping with the standards set by Athens State University, the Southern Association of Colleges and Schools (SACs), and the Accreditation Council of Business Schools and Programs (ACBSP).
- Place excellence in teaching as the number one priority for serving students and for evaluating faculty.
- Encourage growth and diversity in the faculty and student body.
- Seek community and business relationships for advice and support of student and curriculum needs.
- Maintain cooperative relationships with other educational institutions to facilitate student transfer, maximize resource utilization and provide quality programs.
- Support a quality-based, equivalent learning environment for all students in all settings.
- Produce graduates who will be academically and professionally prepared by the quality teaching programs of the College of Business for work in an increasingly diverse, global environment.

Athens State University, through its College of Business, is nationally accredited by the Accreditation Council of Business Schools and Programs to offer the Bachelor of Science (B.S.) degree with majors in accounting, acquisition and contract management, enterprise systems management, human resource management, logistics and supply chain management, management, and management of technology. The College of Business curriculum complies with the Common Professional Component (CPC) recommended by the ACBSP. Instruction offered by the College of Business is designed to assist in the preparation of competent and effective professionals in the areas of accounting and management. Students completing a degree program offered by the College of Business will possess the following skills and competencies:

- Demonstrated knowledge of core business concepts, theories and applications in the areas of accounting, finance, management, marketing, management information systems, global business, strategic management, and production.
- Demonstrated proficiency in the use of technology as it relates to business.
- Demonstrated ability to effectively apply critical-thinking skills to analyze business issues and financial data.
- Demonstrated knowledge of the global economy including an appreciation of diversity as it relates to business.
- Demonstrated ability to effectively communicate orally and in writing.
- Demonstrated understanding and appreciation of ethical issues as it relates to business.
- Demonstrated understanding and ability to use effective managerial, leadership and group interaction techniques.

DISTANCE EDUCATION

All College of Business majors are available online. All professional coursework for these majors may be completed via distance learning. However, if students have not completed all general education and pre-professional course requirements, the University cannot guarantee that all courses will be available in online formats. For further information regarding distance education, refer to pages 41 and 42 in the section Academic Policies and Procedures under the headings Distance Learning, New Student Orientation for Online Courses and Information for New Students Regarding Online Technology.

ASSESSMENT (PRE- AND POST-TESTING)

The College of Business, as a part of its continuous evaluation process, has implemented a program to assess the business knowledge levels of incoming students. This will be accomplished through a pre-test to be administered in a required course, MG 320 Organizational Communication. This course should be taken during a student's first term at Athens State University. New students who have previously completed an equivalent business communication course will take the pre-test in GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills (*this course is required for students who do not complete MG 320 at ASU*). A post-test will be administered in the capstone course, MG 420 Business Policy, which should be taken during a student's last term.

LIVETEXT is a software platform used for creating an electronic portfolio. It is required in all "core" business courses (AC/MG 302, MG 320/GBA 300, MG 346, MG 350, MG 352, MG 390, MG 420, MG 480, MK 331). Specified work in these courses will be placed in this portfolio and will be used in assessing student progress. This program will also provide students a digital professional development resource and a workspace for building and maintaining an online personal portfolio reflecting educational achievements, and may be used for developing career credentials. There is a one-time cost for this membership. Membership is available for up to five years.

ADVISING AND SCHEDULING INFORMATION

ACADEMIC ADVISING:

An Academic Advisor is assigned to each College of Business major by the Transfer and Advising Center Counselor for the College of Business. After a student's transcripts (from all transfer institutions) have been received, the Counselor prepares a plan of study which reflects the transferred credit and the requirements for degree completion. A copy of the plan of study is provided to the student and the advisor. Students are encouraged to read all the information regarding degree requirements on the plan of study. The plan of study should be retained. Updating the plan of study each term will help a student have a clear understanding of requirements for degree completion. Students should contact their advisor for any questions about the degree plan. Office hours are available on the College of Business website, along with telephone numbers and e-mail addresses. Students may also contact the College of Business staff whenever assistance is needed.

SCHEDULING:

Degree programs in the College of Business are developed to ensure that students who complete the programs possess the skills and competencies for successful careers or further academic study. To obtain the maximum benefit from the programs, some sequencing of courses is necessary.

Most business courses are offered each term, particularly the common core courses which are required in all College of Business majors (AC/MG 302, MG 320, MG 346, MG 350, MG 352, MG 390, MG 420, MG 480, MK 331). However, some courses, particularly those which are required in only one program or minor, are offered less frequently. Observing the following guidelines will help you in efficient scheduling.

- Those courses in most demand (common core courses) are generally offered each term in multiple formats.
- Courses which are specific to only one program (or minor), may not be offered every term and/or in all formats.
- Sequential courses (especially accounting and statistics) must be taken in order, and may be offered on a rotating or alternating basis.

Students should plan accordingly and not wait until they are nearing the end of their program to begin scheduling the less frequently offered courses or sequential courses.

SPECIAL SCHEDULING REQUIREMENTS:

First Term: The following courses, which are required for all Business majors, should be taken in the student's first term at ASU. The content in these courses is essential preparation for other courses in the curriculum.

AC/MG 302 Management Information Systems

MG 320 Organizational Communication This course includes an initial assessment as part of our required outcomes assessment plan.

MG 346 Principles of Management and Leadership

Accounting majors should take AC 321 Intermediate Accounting I in the first term it is offered.

Last Term: The following courses (which are required in all Business majors) should be taken during the student's last term at ASU.

MG 420 Business Policy (3 semester hours). This course is the capstone course which integrates content from all other core business courses. The required Assessment Exam is given in this course.

MG 480 Seminar in Business (2 semester hours).

Prerequisites

Observance of prerequisites will ensure that students have the background knowledge to obtain the maximum benefit from the curriculum. Please consult the course descriptions section of this catalog for information on course prerequisites.

ACCOUNTING (AC)

The objective of the major in accounting is to prepare students for a wide variety of careers in professional accounting, including public accounting, industrial accounting, internal auditing, and government service, and to provide an academic framework for future graduate study. With a wide variety of career options available to accounting graduates, the Department of Accounting now offers an additional option for accounting majors, "Accounting with a Minor." Under this option, the student will take the core accounting requirements and pair them with a minor selected from a variety of management fields. Please note that the "Accounting with a Minor" option will not include all of the courses required to sit for the CPA exam. If you intend to sit for the CPA exam, you should complete the "Accounting" major (no minor).

Students who plan to sit for the CPA Exam in Alabama must complete a total of at least 150 semester hours. This may be accomplished by completing additional undergraduate courses or entering a master's program and completing the coursework required by the Alabama C.P.A. Board. (See Suggested Courses on the next page.)

Bachelor of Science - Accounting

Program components for the Bachelor of Science degree with a major in Accounting include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I.	Written Composition	6 semester hours	___ ___
Area II.	Humanities/Fine Arts	12 semester hours	___ ___ ___ ___
Area III.	Mathematics and Natural Sciences (11 semester hours)		
	Finite math or its equivalent required	3 semester hours	___
	Natural Sciences (lab based)	8 semester hours	___ ___
Area IV.	History/Behavioral and Social Sciences (12 semester hours)		
	Microeconomics (ECO 231)	3 semester hours	___
	Macroeconomics (ECO 232)	3 semester hours	___
	Other History/Behavioral or Social Science Courses	6 semester hours	___ ___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

Principles of Accounting (BUS 241 and BUS 242)	6 semester hours	___ ___
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal and Social Environment of Business (BUS 263).....	3 semester hours	___
Microcomputer Applications (CIS 146).....	3 semester hours	___
Elective	3 semester hours	___

TOTAL MAJOR PREREQUISITE HOURS:..... 21 SEMESTER HOURS

TOTAL GEN. ED REQ. & MAJOR PREREQUISITE HOURS:..... 62 SEMESTER HOURS

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note (*) below and “Assessment” on the first page of this section].

AC 302 Management Information Systems (should be taken 1st semester).....	3 semester hours	___
AC 303 Management Decision Support Systems	3 semester hours	___
AC 312 Law for Accountants	3 semester hours	___
AC 321 Intermediate Accounting I.....	3 semester hours	___
AC 322 Intermediate Accounting II	3 semester hours	___
AC 323 Intermediate Accounting III.....	3 semester hours	___
AC 361 Federal Tax Accounting I.....	3 semester hours	___
AC 362 Federal Tax Accounting II	3 semester hours	___
AC 401 Auditing	3 semester hours	___
AC 431 Advanced Accounting.....	3 semester hours	___
AC 435 Governmental Accounting	3 semester hours	___
AC 442 Advanced Auditing and Fraud Examination	3 semester hours	___
AC 471 Cost Accounting (Accounting Capstone: to be taken final semester)	3 semester hours	___
* MG 320 Organizational Communication (should be taken 1st semester).....	3 semester hours	___
MG 346 Principles of Management and Leadership (should be taken 1st semester)..	3 semester hours	___
MG 350 Financial Management	3 semester hours	___
MG 352 International Business OR EC 320 International Commerce.....	3 semester hours	___
MG 390 Operations Management	3 semester hours	___
MG 420 Business Policy (Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.).....	3 semester hours	___
** MG 480 Seminar in Business (Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.).....	2 semester hours	___
MK 331 Marketing Principles	3 semester hours	___
TOTAL PROFESSIONAL HOURS:	62 SEMESTER HOURS	

*Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

5. **Assessment Exam. Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

Suggested Courses for Students with Non-Accounting Degrees Preparing to Sit for the CPA Exam in Alabama:

The following courses are recommended:

AC 321/322/323 Intermediate Accounting I/II/III	AC 435 Governmental Accounting
AC 361/362 Federal Tax Accounting I/II	AC 442 Advanced Auditing and Fraud Examination
AC 401 Auditing	AC 471 Cost Accounting
AC 431 Advanced Accounting	AC 312 Law for Accountants

For students who completed some of the above courses in their degree program, the following substitutions are recommended:

AC 303 Management Decision Support Systems, GBA 314 Business Ethics, MG 410 Employment Law, other business courses recommended by accounting faculty advisor.

For additional information see The Alabama State Board of Public Accountancy at <http://www.asbpa.alabama.gov/>

Bachelor of Science - Accounting with Minor

With a wide variety of career options available to accounting graduates, the Department of Accounting now offers an additional option for accounting majors, "Accounting with a Minor." Under this option, the student will take the core accounting requirements and pair them with a minor selected from a variety of management fields. **Please note that the "Accounting with a Minor" option will not include all of the courses required to sit for the CPA exam. If you intend to sit for the CPA exam, you should complete the "Accounting" major (no minor).**

Program components for the Bachelor of Science degree with a major in **Accounting with a required minor** include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I.	Written Composition	6 semester hours	___ ___
Area II.	Humanities/Fine Arts.....	12 semester hours	___ ___ ___ ___
Area III.	Mathematics and Natural Sciences (11 semester hours)		
	Finite math or its equivalent required.....	3 semester hours	___
	Natural Sciences (lab based)	8 semester hours	___ ___
Area IV.	History/Behavioral and Social Sciences (12 semester hours)		
	Microeconomics (ECO 231)	3 semester hours	___
	Macroeconomics (ECO 232).....	3 semester hours	___
	Other History/Behavioral or Social Science Courses	6 semester hours	___ ___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

Principles of Accounting (BUS 241 and BUS 242)	6 semester hours	___ ___
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal and Social Environment of Business (BUS 263).....	3 semester hours	___
Microcomputer Applications (CIS 146).....	3 semester hours	___
Elective	3 semester hours	___
TOTAL MAJOR PREREQUISITE HOURS:.....	21 SEMESTER HOURS	

TOTAL GEN. ED REQ. & MAJOR PREREQUISITE HOURS:..... 62 SEMESTER HOURS

4. **PROFESSIONAL COURSES:** All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note (*) below and “Assessment” on the first page of this section].

A. Accounting and Business Core Courses

AC 302 Management Information Systems (should be taken 1st semester).....	3 semester hours	___
AC 321 Intermediate Accounting I.....	3 semester hours	___
AC 322 Intermediate Accounting II.....	3 semester hours	___
AC 323 Intermediate Accounting III.....	3 semester hours	___
AC 361 Federal Tax Accounting I.....	3 semester hours	___
AC 401 Auditing.....	3 semester hours	___
AC 471 Cost Accounting (Accounting Capstone: to be taken final semester).....	3 semester hours	___
* MG 320 Organizational Communication (should be taken 1st semester).....	3 semester hours	___
MG 346 Principles of Management and Leadership (should be taken 1st semester)..	3 semester hours	___
MG 350 Financial Management.....	3 semester hours	___
MG 352 International Business OR EC 320 Intern’l Commerce.....	3 semester hours	___
MG 390 Operations Management.....	3 semester hours	___
MG 420 Business Policy (Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.).....	3 semester hours	___
**MG 480 Seminar in Business (Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.).....	2 semester hours	___
MK 331 Marketing Principles.....	3 semester hours	___
TOTAL ACCOUNTING AND BUSINESS CORE HOURS:	44 SEMESTER HOURS	

*Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

B. Minor Requirements

Minor (to be selected from the following options):..... 18 semester hours

- Acquisition & Contract Management
- Aviation Management
- Enterprise Systems Management
- Health Care Management
- Human Resource Management
- Information Systems Management
- International Business
- Logistics and Supply Chain Management
- Marketing

Please see the List of Minors at the end of the College of Business section of this catalog for specific course requirements for each minor.

TOTAL PROFESSIONAL AND ELECTIVE HOURS:..... 62 SEMESTER HOURS

5. ****Assessment Exam.** Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

ACQUISITION AND CONTRACT MANAGEMENT (ACM)

Students will gain knowledge of the acquisition and contracting processes to include the purchasing of goods and services, pricing, negotiating of contracts, administration of contracts, contract law, and responsibilities from contract award to termination of the contract. An emphasis will be placed upon federal contracting. This program will include a study of the Federal Acquisition Regulations.

Bachelor of Science - Acquisition and Contract Management

Program components for the Bachelor of Science degree with a major in Acquisition and Contract Management include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I.	Written Composition	6 semester hours	___ ___
Area II.	Humanities/Fine Arts.....	12 semester hours	___ ___ ___ ___
Area III.	Mathematics and Natural Sciences (11 semester hours)		
	Finite math or its equivalent.....	3 semester hours	___
	Natural Sciences (lab based)	8 semester hours	___ ___
Area IV.	History/Behavioral and Social Sciences (12 semester hours)		
	Microeconomics (ECO 231)	3 semester hours	___
	Macroeconomics (ECO 232).....	3 semester hours	___
	Other History/Behavioral or Social Science Courses	6 semester hours	___ ___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		

TOTAL GEN. ED. REQUIREMENTS:..... 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

Principles of Accounting (BUS 241 and BUS 242)	6 semester hours	___ ___
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal and Social Environment of Business (BUS 263).....	3 semester hours	___
Microcomputer Applications (CIS 146).....	3 semester hours	___
Elective	3 semester hours	___
TOTAL MAJOR PREREQUISITE HOURS:.....	21 SEMESTER HOURS	

TOTAL GEN. ED. REQ. & MAJOR PREREQUISITE HOURS:..... 62 SEMESTER HOURS

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note (*) below and “Assessment” on the first page of this section].

A. Acquisition & Contract Management	27 semester hours
ACM 353 Project Management.....	3 semester hours ___
ACM 394 Introduction to Acquisition and Contract Management.....	3 semester hours ___
ACM 395 Acquisition and Contract Management Pricing.....	3 semester hours ___
ACM 396 Acquisition and Contract Management Administration	3 semester hours ___
ACM 397 Acquisition and Contract Management Negotiations	3 semester hours ___
ACM 398 Government Contract Law	3 semester hours ___
ACM 400 Advanced ACM Research/Project.....	3 semester hours ___
Electives (Selected from ESM, ISM, LSM courses)	6 semester hours ___
B. Business/Management	35 semester hours
LSM 301 Intro to LSM OR ESM 300 Enterprise Systems & Bus. Processes ..	3 semester hours ___
MG 302 Management Information Systems (<i>should be taken 1st semester</i>)..	3 semester hours ___
MG 303 Management Decision Support Systems	3 semester hours ___
* MG 320 Organizational Communication (<i>should be taken 1st semester</i>).....	3 semester hours ___
MG 346 Prin. of Management & Leadersh. (<i>should be taken 1st semester</i>)...	3 semester hours ___
MG 350 Financial Management	3 semester hours ___
MG 352 International Business OR EC320 International Commerce	3 semester hours ___
MG 390 Operations Management	3 semester hours ___
MG 417 Management of Change	3 semester hours ___
MG 420 Business Policy (<i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i>).....	3 semester hours ___
**MG 480 Seminar in Business (<i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i>)....	2 semester hours ___
MK 331 Marketing Principles	3 semester hours ___

TOTAL PROFESSIONAL HOURS: 62 SEMESTER HOURS

*Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

5.Assessment Exam.** Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

ENTERPRISE SYSTEMS MANAGEMENT (ESM)

Enterprise Systems Management (ESM) is a degree program where students study enterprise-wide computer software systems used to manage and coordinate all resources, information, and functions of an organization. Students who enroll in this degree program will expand their understanding of enterprise resource planning systems (ERP) and how they are used to integrate departments and functions across government agencies and corporations. They will also gain the knowledge and skills necessary to select, implement, administer, and operate ERP systems. A focus of the degree program is to use ERP systems to integrate the acquisition process (purchasing and contracting) with the logistics process (supplying). In addition, the student will understand how ERP systems are used to share information related to accounting, human resources, and sales and distribution processes required to manage an entire organization through hands-on lab exercises based upon an ERP system that is used extensively across the globe.

Bachelor of Science - Enterprise Systems Management (ESM)

Program components for the Bachelor of Science degree with a major in Enterprise Systems Management include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I.	Written Composition	6 semester hours	___ ___
Area II.	Humanities/Fine Arts.....	12 semester hours	___ ___ ___ ___
Area III.	Mathematics and Natural Sciences (11 semester hours)		
	Finite math or its equivalent.....	3 semester hours	___
	Natural Sciences (lab based)	8 semester hours	___ ___
Area IV.	History/Behavioral and Social Sciences (12 semester hours)		
	Microeconomics (ECO 231)	3 semester hours	___
	Macroeconomics (ECO 232).....	3 semester hours	___
	Other History/Behavioral or Social Science Courses	6 semester hours	___ ___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		

TOTAL GEN. ED. REQUIREMENTS:..... 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):		
Principles of Accounting (BUS 241 and BUS 242)	6 semester hours	___ ___
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal and Social Environment of Business (BUS 263).....	3 semester hours	___
Microcomputer Applications (CIS 146).....	3 semester hours	___
Elective	3 semester hours	___
TOTAL MAJOR PREREQUISITE HOURS:.....	21 SEMESTER HOURS	

TOTAL GEN. ED. REQ. & MAJOR PREREQUISITE HOURS:..... 62 SEMESTER HOURS

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note (*) below and “Assessment” on the first page of this section].

A. Enterprise Systems Management Courses: 22 semester hours

ESM 300 Enterprise Systems & Business Processes.....	3 semester hours	___
ESM 320 Human Capital Management Systems.....	3 semester hours	___
ESM 330 Accounting Information Systems	3 semester hours	___
ESM 410 Business Intelligence Systems.....	3 semester hours	___
ESM 420 Enterprise Systems Development.....	3 semester hours	___
ESM 425 Enterprise Systems Configuration.....	3 semester hours	___
ESM 460 Enterprise Systems Senior Project.....	4 semester hours	___

B. Business/Management Courses:..... 41 semester hours

ISM 400 Information Management	3 semester hours	___
ISM 401 System Design Management	3 semester hours	___
ISM 403 Data Communication Management	3 semester hours	___
ISM 404 Managing Information Resources	3 semester hours	___
MG 302 Management Information Systems (<i>should be taken 1st semester</i>)..	3 semester hours	___
* MG 320 Organizational Communication (<i>should be taken 1st semester</i>).....	3 semester hours	___
MG 346 Prin.of Management & Leadership (<i>should be taken 1st semester</i>)..	3 semester hours	___
MG 349 Human Resources Management	3 semester hours	___
MG 350 Financial Management	3 semester hours	___
MG 352 International Business OR EC 320 Intern’l Commerce.....	3 semester hours	___
MG 390 Operations Management	3 semester hours	___
MG 420 Business Policy (<i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i>).....	3 semester hours	___
**MG 480 Seminar in Business (<i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i>).....	2 semester hours	___
MK 331 Marketing Principles	3 semester hours	___

TOTAL PROFESSIONAL HOURS 63 SEMESTER HOURS

*Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

5. **Assessment Exam. Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 125 SEMESTER HOURS

HUMAN RESOURCE MANAGEMENT

The objective of the major in Human Resource Management is to provide students with a program of study that will prepare them for a variety of employment opportunities in the area of human resource management and provide an academic framework for future graduate study. The curriculum combines traditional business courses, specialized management courses, and related psychology courses.

Bachelor of Science - Human Resource Management

Program components for the Bachelor of Science degree with a major in Human Resource Management include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I.	Written Composition	6 semester hours	___ ___
Area II.	Humanities/Fine Arts.....	12 semester hours	___ ___ ___ ___
Area III.	Mathematics and Natural Sciences (11 semester hours)		
	Finite math or its equivalent.....	3 semester hours	___
	Natural Sciences (lab based)	8 semester hours	___ ___
Area IV.	History/Behavioral and Social Sciences (12 semester hours)		
	Microeconomics (ECO 231)	3 semester hours	___
	Macroeconomics (ECO 232).....	3 semester hours	___
	Other History/Behavioral or Social Science Courses	6 semester hours	___ ___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

Principles of Accounting (BUS 241 and BUS 242)	6 semester hours	___ ___
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal and Social Environment of Business (BUS 263).....	3 semester hours	___
Microcomputer Applications (CIS 146).....	3 semester hours	___
Elective	3 semester hours	___

TOTAL MAJOR PREREQUISITE HOURS:..... 21 SEMESTER HOURS

TOTAL GEN. ED. REQ. & MAJOR PREREQUISITE HOURS:..... 62 SEMESTER HOURS

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note (*) below and “Assessment” on the first page of this section].

EC	348	Labor Economics	3 semester hours	___
GBA	368	Industrial and Personnel Psychology.....	3 semester hours	___
MG	302	Management Information Systems (should be taken 1st semester).....	3 semester hours	___
*MG	320	Organizational Communication (should be taken 1st semester).....	3 semester hours	___
MG	346	Prin. of Management and Leadership (should be taken 1st semester).....	3 semester hours	___
MG	349	Human Resources Management.....	3 semester hours	___
MG	350	Financial Management.....	3 semester hours	___
MG	351	Labor/Management Relations	3 semester hours	___
MG	352	International Business OR EC 320 International Commerce.....	3 semester hours	___
MG	375	Organizational Behavior and Teambuilding.....	3 semester hours	___
MG	390	Operations Management	3 semester hours	___
MG	410	Employment Law for Business	3 semester hours	___
MG	411	Compensation and Benefits.....	3 semester hours	___
MG	417	Management of Change	3 semester hours	___
MG	449	Advanced Human Resource Management	3 semester hours	___
MG	420	Business Policy (Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.)	3 semester hours	___
**MG	480	Seminar in Business (Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.).....	2 semester hours	___
MK	331	Marketing Principles	3 semester hours	___
Select 2 courses from the following:			6 semester hours	___ ___
EC	321	Money and Banking (3 semester hours)		
GBA	314	Business Ethics (3 semester hours)		
PS	304	Drugs and Behavior (3 semester hours)		
PS	331	Social Psychology (3 semester hours)		
PS	335	Adult Psychology (3 semester hours)		

TOTAL PROFESSIONAL HOURS: 59 SEMESTER HOURS

ELECTIVE HOURS..... 3 semester hours ___ ___

TOTAL PROFESSIONAL AND ELECTIVE HOURS: 62 SEMESTER HOURS

**Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.*

5. **Assessment Exam. Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

LOGISTICS AND SUPPLY CHAIN MANAGEMENT (LSM)

Students will learn how to plan and forecast demand for product and services, to gain an understanding of operations involving the movement of materials from raw materials for production to providing the finished product to the end consumer. After gaining an understanding of the supply chain function, students will learn how to manage the logistical movement of goods and products to include the transportation and services involved. An emphasis will be placed on understanding these functions within the government setting.

Bachelor of Science - Logistics and Supply Chain Management

Program components for the Bachelor of Science degree with a major in Logistics and Supply Chain Management include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I.	Written Composition	6 semester hours	___ ___
Area II.	Humanities/Fine Arts.....	12 semester hours	___ ___ ___ ___
Area III.	Mathematics and Natural Sciences (11 semester hours)		
	Finite math or its equivalent required.....	3 semester hours	___
	Natural Sciences (lab based)	8 semester hours	___ ___
Area IV.	History/Behavioral and Social Sciences (12 semester hours)		
	Microeconomics (ECO 231)	3 semester hours	___
	Macroeconomics (ECO 232).....	3 semester hours	___
	Other History/Behavioral or Social Science Courses	6 semester hours	___ ___
	<i>Students are encouraged to take at least one history course and one behavioral science course.</i>		

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

Principles of Accounting (BUS 241 and BUS 242)	6 semester hours	___ ___
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal and Social Environment of Business (BUS 263).....	3 semester hours	___
Microcomputer Applications (CIS 146).....	3 semester hours	___
Elective	3 semester hours	___

TOTAL MAJOR PREREQUISITE HOURS:..... 21 SEMESTER HOURS

TOTAL GEN. ED. REQ. & MAJOR PREREQUISITE HOURS:..... 62 SEMESTER HOURS

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note (*) below and “Assessment” on the first page of this section].

A. Logistics & Supply Chain Management courses.....	27 semester hours
LSM 300 Enterprise Systems and Business Processes	3 semester hours ___
LSM 301 Introduction to Logistics and Supply Chain Management.....	3 semester hours ___
LSM 320 Logistics and Distribution	3 semester hours ___
LSM 330 Logistics & Supply Chain Mgmt. in the Global Environment	3 semester hours ___
LSM 353 Project Management.....	3 semester hours ___
LSM 401 Logistics and Supply Chain Integration Techniques	3 semester hours ___
LSM 410 Logistics and Supply Chain Strategy.....	3 semester hours ___
Elective Hours (selected from ACM, ESM, ISM or MK courses)	6 semester hours ___
B. Business/Management courses.....	35 semester hours
ACM 394 Introduction to Acquisition & Contract Management	3 semester hours ___
MG 302 Management Information Systems (<i>should be taken 1st semester</i>)..	3 semester hours ___
MG 303 Management Decision Support Systems	3 semester hours ___
* MG 320 Organizational Communication (<i>should be taken 1st semester</i>).....	3 semester hours ___
MG 346 Prin. of Management & Leadership (<i>should be taken 1st semester</i>).	3 semester hours ___
MG 350 Financial Management	3 semester hours ___
MG 352 International Business OR EC 320 International Commerce.....	3 semester hours ___
MG 390 Operations Management	3 semester hours ___
MG 417 Management of Change	3 semester hours ___
MG 420 Business Policy (<i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i>).....	3 semester hours ___
**MG 480 Seminar in Business (<i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i>).....	2 semester hours ___
MK 331 Marketing Principles	3 semester hours ___

TOTAL PROFESSIONAL HOURS: 62 SEMESTER HOURS

*Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

5. ****Assessment Exam.** Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

MANAGEMENT (MG)

The objective of the major in management is to provide students with a comprehensive business education, which will prepare them to enter managerial employment or to assist in the development of individuals who hold those positions. In addition, this major provides an academic framework for future graduate study. Management encompasses the traditional business curriculum which includes coursework in accounting, finance, management, marketing, management information systems, global business, strategic management, and production theories/concepts. Program components for the Bachelor of Science in Management are listed below. Management majors who wish to pursue a specialized area of study as a part of a management major may elect to complete the "Management Major with a Minor" immediately following the general management major requirements. Minors are available in the following areas: Acquisition & Contract Management, Aviation Management, Enterprise Systems Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Logistics and Supply Chain Management, Marketing, and Small Business/Entrepreneurship. NOTE: Please be aware that course work for all of the minors may not be offered at all sites.

Bachelor of Science – Management Management Major (No Minor)

Program components for the Bachelor of Science degree with a major in Management include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I. Written Composition 6 semester hours ___ ___

Area II. Humanities/Fine Arts..... 12 semester hours ___ ___ ___

Area III. Mathematics and Natural Sciences (11 semester hours)

Finite math or its equivalent required..... 3 semester hours ___

Natural Sciences (lab based) 8 semester hours ___ ___

Area IV. History/Behavioral and Social Sciences (12 semester hours)

Microeconomics (ECO 231) 3 semester hours ___

Macroeconomics (ECO 232)..... 3 semester hours ___

Other History/Behavioral or Social Science Courses 6 semester hours ___ ___

Students are encouraged to take at least one history course and one behavioral science course.

TOTAL GEN. ED. REQUIREMENTS:..... 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

Principles of Accounting (BUS 241 and BUS 242)	6 semester hours	___ ___
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal and Social Environment of Business (BUS 263).....	3 semester hours	___
Microcomputer Applications (CIS 146).....	3 semester hours	___
Elective	3 semester hours	___
TOTAL MAJOR PREREQUISITE HOURS:.....	21 SEMESTER HOURS	

TOTAL GEN. ED. & MAJOR PREREQUISITE HOURS: 62 SEMESTER HOURS

- 4. PROFESSIONAL COURSES:** *All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note (*) below and “Assessment” on the first page of this section].*

Management Core Courses:

EC	321	Money and Banking	3 semester hours	___
GBA	314	Business Ethics	3 semester hours	___
MG	302	Management Information Systems (<i>should be taken 1st semester</i>)	3 semester hours	___
MG	303	Management Decision Support Systems	3 semester hours	___
*MG	320	Organizational Communication (<i>should be taken 1st semester</i>).....	3 semester hours	___
MG	346	Principles of Mgmt. and Leadership (<i>should be taken 1st semester</i>).....	3 semester hours	___
MG	349	Human Resources Management.....	3 semester hours	___
MG	350	Financial Management	3 semester hours	___
MG	351	Labor/Management Relations	3 semester hours	___
MG	352	International Business or EC 320 International Commerce	3 semester hours	___
MG	353	Project Management.....	3 semester hours	___
MG	375	Organizational Behavior and Teambuilding.....	3 semester hours	___
MG	390	Operations Management	3 semester hours	___
MG	417	Management of Change	3 semester hours	___
MG	420	Business Policy (<i>Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.</i>)	3 semester hours	___
**MG	480	Seminar in Business (<i>Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.</i>).....	2 semester hours	___
MK	331	Marketing Principles	3 semester hours	___

TOTAL PROFESSIONAL HOURS: 50 SEMESTER HOURS

**Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.*

ELECTIVE HOURS: 12 SEMESTER HOURS

TOTAL PROFESSIONALAND ELECTIVE HOURS: 62 SEMESTER HOURS

- 5. **Assessment Exam.** Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

Bachelor of Science - Management

Management Major with a Minor

Program components for the Bachelor of Science degree in Management with a Minor include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I. **Written Composition** 6 semester hours ___ ___

Area II. **Humanities/Fine Arts**..... 12 semester hours ___ ___ ___ ___

Area III. **Mathematics and Natural Sciences (11 semester hours)**

Finite math or its equivalent required..... 3 semester hours ___
Natural Sciences (lab based) 8 semester hours ___ ___

Area IV. **History/Behavioral and Social Sciences (12 semester hours)**

Microeconomics (ECO 231) 3 semester hours ___
Macroeconomics (ECO 232)..... 3 semester hours ___
Other History/Behavioral or Social Science Courses 6 semester hours ___ ___
Students are encouraged to take at least one history course and one behavioral science course.

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):

Principles of Accounting (BUS 241 and BUS 242) 6 semester hours ___ ___
Business Statistics I (BUS 271) 3 semester hours ___
Business Statistics II (BUS 272) 3 semester hours ___
Legal and Social Environment of Business (BUS 263)..... 3 semester hours ___
Microcomputer Applications (CIS 146)..... 3 semester hours ___
Elective 3 semester hours ___

TOTAL MAJOR PREREQUISITE HOURS: 21 SEMESTER HOURS

TOTAL GEN. ED. & MAJOR PREREQUISITE HOURS: 62 SEMESTER HOURS

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note () below and “Assessment” on the first page of this section].*

A. Management Core Courses:

EC 321 Money and Banking	3 semester hours	___
MG 302 Management Information Systems (should be taken 1st semester)	3 semester hours	___
MG 303 Management Decision Support Systems	3 semester hours	___
*MG 320 Organizational Communication (should be taken 1st semester).....	3 semester hours	___
MG 346 Principles of Management & Leadership (should be taken 1st semester)	3 semester hours	___
MG 350 Financial Management	3 semester hours	___
MG 352 International Business OR EC 320 International Commerce.....	3 semester hours	___
MG 390 Operations Management	3 semester hours	___
MG 420 Business Policy (Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.)	3 semester hours	___
**MG 480 Seminar in Business (Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.)	2 semester hours	___
MK 331 Marketing Principles	3 semester hours	___
TOTAL MANAGEMENT CORE:.....	32 SEMESTER HOURS	

B. Minor Requirements:

Minor (to be selected from the following options): 18 semester hours

- Acquisition & Contract Management**
- Aviation Management**
- Enterprise Systems Management**
- Health Care Management**
- Human Resource Management**
- Information Systems Management**
- International Business**
- Logistics and Supply Chain Management**
- Marketing**
- Small Business/Entrepreneurship**

Please see the List of Minors at the end of the College of Business section of this catalog for specific course requirements for each minor.

TOTAL PROFESSIONAL HOURS: 49 SEMESTER HOURS

**Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.*

C. ELECTIVE HOURS..... 12 SEMESTER HOURS

TOTAL PROFESSIONALAND ELECTIVE HOURS: 62 SEMESTER HOURS

5. **Assessment Exam. Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

MANAGEMENT OF TECHNOLOGY

The objective of the major in Management of Technology is to provide students with a comprehensive business education which will prepare them to enter managerial employment or to assist in the development of individuals who hold those positions. In addition, it provides an academic framework for future graduate study. The major encompasses the traditional business curriculum which includes coursework in accounting, finance, management, management information systems, global business, strategic management, and production theories and concepts, marketing and technology management. Program components for the Bachelor of Science in Management of Technology are listed below.

Management of Technology majors who wish to pursue specialized study as a part of the MOT major may elect to complete the "Management of Technology Major with a Minor." Minors are available in the following areas: Aviation Management, Acquisition & Contract Management, Enterprise Systems Management, Health Care Management, Human Resource Management, Information Systems Management, International Business, Logistics and Supply Chain Management, Marketing, Operations Management, Project Management, and Small Business/Entrepreneurship. NOTE: Please be aware that course work for all of the minors may not be offered at all sites.

Bachelor of Science - Management of Technology

Program components for the Bachelor of Science degree with a major in Management of Technology include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

Area I. Written Composition 6 semester hours ___ ___

Area II. Humanities/Fine Arts..... 12 semester hours ___ ___ ___

Area III. Mathematics and Natural Sciences (11 semester hours)

Finite math or its equivalent required..... 3 semester hours ___

Natural Sciences (lab based) 8 semester hours ___ ___

Area IV. History/Behavioral and Social Sciences (12 semester hours)

Microeconomics (ECO 231) 3 semester hours ___

Macroeconomics (ECO 232)..... 3 semester hours ___

Other History/Behavioral or Social Science Courses 6 semester hours ___ ___

Students are encouraged to take at least one history course and one behavioral science course.

TOTAL GEN. ED. REQUIREMENTS: 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL):		
Principles of Accounting (BUS 241 and BUS 242)	6 semester hours	___ ___
Business Statistics I (BUS 271)	3 semester hours	___
Business Statistics II (BUS 272)	3 semester hours	___
Legal and Social Environment of Business (BUS 263)	3 semester hours	___
Microcomputer Applications (CIS 146)	3 semester hours	___
Elective	3 semester hours	___
TOTAL PRE-PROFESSIONAL HOURS:	21 SEMESTER HOURS	

TOTAL GEN. ED. REQ. & PRE-PROFESSIONAL HOURS: 62 SEMESTER HOURS

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note (**) below and “Assessment” on the first page of this section].

A. MANAGEMENT OF TECHNOLOGY CORE COURSES			41 SEMESTER HOURS
MG	302	Management Information Systems (should be taken 1st semester) ..	3 semester hours ___
MG	303	Management Decision Support Systems	3 semester hours ___
*	MG	320 Organizational Communication (should be taken 1st semester)	3 semester hours ___
MG	346	Prin. of Management & Leadership (should be taken 1st semester) ..	3 semester hours ___
MG	350	Financial Management	3 semester hours ___
MG	352	International Business OR EC 320 International Commerce	3 semester hours ___
MG	353	Project Management	3 semester hours ___
MG	390	Operations Management	3 semester hours ___
MG	415	Technical Risk Management	3 semester hours ___
MG	418	Management of Technology	3 semester hours ___
MG	419	Technology Transfer and Commercialization	3 semester hours ___
MG	420	Business Policy (Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.)	3 semester hours ___
**MG	480	Seminar in Business (Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.)	2 semester hours ___
MK	331	Marketing Principles	3 semester hours ___

B. OTHER PROFESSIONAL CREDIT **21 SEMESTER HOURS**

Student must obtain approval of plan for “Other Professional Credit” from Advisor:

Select option 1 OR 2:

1. Technical Core Credit (BLOCK CREDIT) (Institutional Credit) (up to 21 semester hours)

<<NOTE A: BLOCK Credit is Lower Level Credit. Application for this credit may be based on:

- Technical Training (4 or more semesters technical school/college), **OR**
- Work Experience (6 years documented, successful work experience), **OR**
- Professional Program (fine arts or health sciences).

<<NOTE B: Upper level credit may be awarded ONLY for credit which is transcribed and classified as upper level credit from an accredited institution of higher education or by an accepted guide or accrediting agency (e.g., ACE Guide).

Application for Technical Core Credit **MUST** be filed during student’s first term of enrollment at ASU.

2. Advisor-approved elective hours as needed to total 60 semester hours of upper level credit and 124 total semester hours.

TOTAL PROFESSIONAL HOURS **62 SEMESTER HOURS**

*Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

6. **Assessment Exam. Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION: 124 SEMESTER HOURS

Bachelor of Science - Management of Technology
Management of Technology with Minor

Program components for the Bachelor of Science degree with a major in Management of Technology with a minor include:

1. APPLICABLE GENERAL UNIVERSITY REQUIREMENTS

To graduate, each student must:

- complete a minimum of 33 semester hours of the last 39 semester hours at ASU.
- complete a minimum of 60 semester hours of upper level college/university credit (300-400 level courses).
- complete a minimum of 15 semester hours of upper (300/400) level coursework in his or her major at Athens State University, not including courses taken by consortium arrangement. School or departmental regulations may require more than 15 semester hours of coursework in the major at Athens State University.
- complete all course requirements for major(s).
- complete all course requirements for minor (if applicable).
- complete all of the general studies curriculum core for the degree.
- attain an overall grade point average of 2.0, a 2.0 on all coursework attempted at Athens State University and at least a 2.0 in the major field. School or departmental regulations may require more than a 2.0 grade point average (see major requirements in each discipline).
- complete the total degree requirements at a minimum of 124 to a maximum of 128 semester hours.
- complete the teacher certification requirements (if applicable).

EACH STUDENT MUST ASSUME RESPONSIBILITY FOR KNOWING THE ACADEMIC REQUIREMENTS FOR THE DEGREE THAT IS BEING PURSUED.

2. GEN. ED. REQUIREMENTS:

- Area I. Written Composition** 6 semester hours ___ ___
- Area II. Humanities/Fine Arts**..... 12 semester hours ___ ___ ___ ___
- Area III. Mathematics and Natural Sciences (11 semester hours)**
- Finite math or its equivalent..... 3 semester hours ___
- Natural Sciences (lab based) 8 semester hours ___ ___
- Area IV. History/Behavioral and Social Sciences (12 semester hours)**
- Microeconomics (ECO 231) 3 semester hours ___
- Macroeconomics (ECO 232)..... 3 semester hours ___
- Other History/Behavioral or Social Science Courses 6 semester hours ___ ___
- Students are encouraged to take at least one history course and one behavioral science course.*

TOTAL GEN. ED. REQUIREMENTS:..... 41 SEMESTER HOURS

3. MAJOR PREREQUISITE COURSES (Area V. PRE-PROFESSIONAL)

- Principles of Accounting (BUS 241 and BUS 242) 6 semester hours ___ ___
- Business Statistics I (BUS 271) 3 semester hours ___
- Business Statistics II (BUS 272) 3 semester hours ___
- Legal and Social Environment of Business (BUS 263)..... 3 semester hours ___
- Microcomputer Applications (CIS 146)..... 3 semester hours ___
- Elective 3 semester hours ___
- TOTAL PRE-PROFESSIONAL HOURS:..... 21 SEMESTER HOURS**

TOTAL GEN. ED. AND PRE-PROFESSIONAL HOURS: 62 SEMESTER HOURS

4. PROFESSIONAL COURSES:

All business majors must take a “pretest” in their first term at Athens State. The test is administered in MG 320 Organizational Communication. For students who completed an equivalent course at a junior college, the test will be given in GBA 300 Business Research Skills [see note (*) below and “Assessment” on the first page of this section].

A. Management of Technology Core Courses:

MG 302 Management Information Systems (should be taken 1st semester).....	3 semester hours	___
* MG 320 Organizational Communication (should be taken 1st semester).....	3 semester hours	___
MG 346 Principles of Management & Leadership (should be taken 1st semester)	3 semester hours	___
MG 350 Financial Management.....	3 semester hours	___
MG 352 International Business OR EC 320 International Commerce.....	3 semester hours	___
MG 390 Operations Management (Aviation Management minors may substitute MG 474).....	3 semester hours	___
MG 415 Technical Risk Management.....	3 semester hours	___
MG 418 Management of Technology.....	3 semester hours	___
MG 419 Technology Transfer and Commercialization	3 semester hours	___
MG 420 Business Policy (Capstone course: A final average of at least 70% must be achieved. Course should be taken final semester.).....	3 semester hours	___
**MG 480 Seminar in Business (Senior seminar: A final average of at least 70% must be achieved. Course should be taken final semester.).....	2 semester hours	___
MK 331 Marketing Principles.....	3 semester hours	___
TOTAL MOT CORE HOURS:	35 SEMESTER HOURS	

B. Minor Requirements

Minor (to be selected from the following options):..... 18 semester hours

- Acquisition and Contract Management
- Aviation Management
- Enterprise Systems Management
- Health Care Management
- Human Resource Management
- Information Systems Management
- International Business
- Logistics and Supply Chain Management
- Marketing
- Operations Management
- Project Management
- Small Business/Entrepreneurship

Please see the List of Minors at the end of the College of Business section of this catalog for specific course requirements for each minor.

B. OTHER PROFESSIONAL CREDIT..... 21 SEMESTER HOURS

Student must obtain approval of plan for “Other Professional Credit” from Advisor:

Select option 1 OR 2:

3. Technical Core Credit (BLOCK CREDIT) (Institutional Credit) (up to 21 semester hours)

<<NOTE A: BLOCK Credit is Lower Level Credit. Application for this credit may be based on:

- Technical Training (4 or more semesters technical school/college), OR
- Work Experience (6 years documented, successful work experience), OR
- Professional Program (fine arts or health sciences).

<<NOTE B: Upper level credit may be awarded ONLY for credit which is transcribed and classified as upper level credit from an accredited institution of higher education or by an accepted guide or accrediting agency (e.g., ACE Guide).

Application for Technical Core Credit MUST be filed during student’s first term of enrollment at ASU.

4. Advisor-approved elective hours as needed to total 60 semester hours of upper level credit and 124 total semester hours.

TOTAL PROFESSIONAL HOURS: 62 SEMESTER HOURS

*Students who do not complete MG 320 Organizational Communication at ASU are required to take GBA 300 Business Research Skills, a 1-semester hour course designed to familiarize students with business information sources and library research skills.

6. **Assessment Exam. Student must earn an acceptable score on an assessment exam containing questions dealing with the skill and competency areas around which the curriculum is based.

TOTAL MINIMUM HOURS FOR GRADUATION..... 124 SEMESTER HOURS

COLLEGE OF BUSINESS MINORS

BUSINESS ADMINISTRATION MINOR

(This minor is open to non-business majors only.)

AC	300	Fundamentals of Accounting.....	3 semester hours	___
EC	310	Modern Economics or Principles of Economics I.....	3 semester hours	___
GBA	305	Statistical Methods of Business I.....	3 semester hours	___
GBA	311	The Legal Environment of Business.....	3 semester hours	___
* MG	320	Organizational Communication.....	3 semester hours	___
* MG	346	Principles of Management and Leadership.....	3 semester hours	___
* MG	350	Financial Management.....	3 semester hours	___
* MK	331	Marketing Principles.....	3 semester hours	___
TOTAL HOURS REQUIRED			24 SEMESTER HOURS	

**LiveText is required in these courses.*

The following minors are open to students in all majors. Please consult course descriptions for prerequisites.

ACQUISITION AND CONTRACT MANAGEMENT MINOR

ACM	394	Introduction to Acquisition and Contract Management.....	3 semester hours	___
ACM	395	Acquisition and Contract Management Pricing.....	3 semester hours	___
ACM	396	Acquisition and Contract Management Administration	3 semester hours	___
ACM	397	Acquisition and Contract Management Negotiations	3 semester hours	___
ACM	398	Government Contract Law	3 semester hours	___
ACM	400	Advanced Acquisition and Contract Research/Project.....	3 semester hours	___
TOTAL HOURS REQUIRED.....			18 SEMESTER HOURS	

AVIATION MANAGEMENT MINOR

MG	471	Aviation Law.....	3 semester hours	___
MG	472	Aviation Safety and Security Mgt.	3 semester hours	___
MG	473	Mgt. of Air Traffic Control Fund.	3 semester hours	___
MG	474	General Aviation Mgmt. OR MG 390 Operations Mgmt.	3 semester hours	___
MG	475	Aviation Weather Management.....	3 semester hours	___
MG	47x	Aviation Management Elective	3 semester hours	___
TOTAL HOURS REQUIRED			18 SEMESTER HOURS	

ENTERPRISE SYSTEMS MANAGEMENT MINOR

ESM	300	Enterprise Systems & Business Processes.....	3 semester hours	___
ESM	320	Human Capital Management Systems.....	3 semester hours	___
ESM	330	Accounting Information Systems	3 semester hours	___
ESM	410	Business Intelligence Systems.....	3 semester hours	___
ESM	420	Enterprise Systems Development.....	3 semester hours	___
ESM	425	Enterprise Systems Configuration	3 semester hours	___
TOTAL HOURS REQUIRED.....			18 SEMESTER HOURS	

HEALTH CARE MANAGEMENT MINOR

HCM	340	Intro. to Health Care Systems.....	3 semester hours	___
HCM	345	Management of Health Care Org.....	3 semester hours	___
HCM	355	Survey of Issues in HCM	3 semester hours	___
HCM	356	Legal & Ethical Issues in Health Care Management	3 semester hours	___
HCM	440	Ambulatory Care Management	3 semester hours	___
		HCM 455 Health Care Management Internship OR		
HCM	460	Health Care Management Senior Seminar.....	3 semester hours	___
TOTAL HOURS REQUIRED.....			18 SEMESTER HOURS	

HUMAN RESOURCE MANAGEMENT MINOR

MG	349	Human Resources Management	3 semester hours	___
MG	351	Labor/Management Relations	3 semester hours	___
MG	410	Employment Law for Business	3 semester hours	___
MG	449	Advanced Human Resource Management.....	3 semester hours	___
EC	348	Labor Economics.....	3 semester hours	___
GBA	368	Industrial and Personnel Psychology.....	3 semester hours	___
TOTAL HOURS REQUIRED			18 SEMESTER HOURS	

INFORMATION SYSTEMS MANAGEMENT MINOR

ISM	400	Information Management	3 semester hours	___
ISM	401	Systems Design Management.....	3 semester hours	___
ISM	402	Decisions Systems Management	3 semester hours	___
ISM	403	Data Communications Management	3 semester hours	___
ISM	404	Managing Information Resources	3 semester hours	___
ISM	408	E-Commerce Systems Management.....	3 semester hours	___
TOTAL HOURS REQUIRED			18 SEMESTER HOURS	

INTERNATIONAL BUSINESS MINOR

EC	410	Intern'l Fin. & Monetary Econ	OR EC 320 Intern'l Commerce	3 semester hours	___
GBA	350	International Business Law		3 semester hours	___
MG	352	International Business		3 semester hours	___
MG	412	Cultural Diversity & Communication Issues.....		3 semester hours	___
		Select 2 courses from the following:.....		6 semester hours	___ ___
		PO 453 International Relations			
		GBA 314 Business Ethics			
		AR/RE 421 Sacred Art in History			
		MK 431 Marketing Research			
TOTAL HOURS REQUIRED			18 SEMESTER HOURS		

LOGISTICS AND SUPPLY CHAIN MANAGEMENT MINOR

LSM	300	Enterprise Systems and Business Processes	3 semester hours	___
LSM	301	Introduction to Logistics and Supply Chain Management.....	3 semester hours	___
LSM	320	Logistics and Distribution	3 semester hours	___
LSM	330	Logistics & Supply Chain Management in Global Environment	3 semester hours	___
LSM	401	Logistics and Supply Chain Integration Techniques	3 semester hours	___
LSM	410	Logistics and Supply Chain Strategy.....	3 semester hours	___
TOTAL HOURS REQUIRED			18 SEMESTER HOURS	

MARKETING MINOR

MK	331	Marketing Principles	3 semester hours	___
MK	333	Advertising.....	3 semester hours	___
MK	336	Consumer Behavior.....	3 semester hours	___
MK	431	Marketing Research.....	3 semester hours	___
MK	432	Retailing	3 semester hours	___
MK	433	Marketing Strategies and Policies	3 semester hours	___
TOTAL HOURS REQUIRED			18 SEMESTER HOURS	

OPERATIONS MANAGEMENT MINOR

MG	391	Fundamentals of Operations.....	3 semester hours	___
MG	393	Basics of Supply Chain	3 semester hours	___
MG	395	Master Planning of Resources.....	3 semester hours	___
MG	400	Detailed Scheduling & Planning	3 semester hours	___
MG	407	Execution & Control of Operations.....	3 semester hours	___
MG	409	Strategic Resources Planning	3 semester hours	___
TOTAL HOURS REQUIRED			18 SEMESTER HOURS	

PROJECT MANAGEMENT MINOR

MG	353	Project Management.....	3 semester hours	___
MG	357	Project Detailed Scheduling & Planning	3 semester hours	___
MG	405	Project Cost Control & Earned Value Mgt.....	3 semester hours	___
MG	430	Project Management Practicum.....	3 semester hours	___
		Select 2 courses from the following:.....	6 semester hours	___
		MG 358.. Project Initiation & Scope Mgt.		
		MG 397.. Program & Project Risk Mgt.		
		MG 413.. Project Communication, Mgt. & Leadership		
		MG 414... PMP Certification Review		
TOTAL HOURS REQUIRED			18 SEMESTER HOURS	

SMALL BUSINESS/ENTREPRENEURSHIP MINOR

AC	301	Managerial Accounting	3 semester hours	___
AC	361	Federal Tax Accounting I.....	3 semester hours	___
MG	346	Principles of Management & Leadership	3 semester hours	___
MG	349	Human Resources Management	3 semester hours	___
MG	416	Entrepreneurship	3 semester hours	___
MK	432	Retailing.....	3 semester hours	___
TOTAL HOURS REQUIRED			18 SEMESTER HOURS	

CERTIFICATES

Athens State University offers the following specialized certificates. Students who seek these certificates should complete the requirements described below. A grade of “C” or better must be achieved on all required courses.

CERTIFICATE IN ACQUISITION AND CONTRACT MANAGEMENT

ACM	394 Introduction to Acquisition and Contract Management	3 semester hours	___
ACM	395 Acquisition and Contract Management Pricing.....	3 semester hours	___
ACM	396 Acquisition and Contract Management Administration	3 semester hours	___
ACM	397 Acquisition and Contract Management Negotiations	3 semester hours	___
ACM	398 Government Contract Law	3 semester hours	___
TOTAL HOURS REQUIRED.....			15 SEMESTER HOURS

CERTIFICATE IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT

LSM	301 Intro. to Logistics and Supply Chain Management	3 semester hours	___
LSM	320 Logistics and Distribution	3 semester hours	___
LSM	330 Logistics and SCM in the Global Environment.....	3 semester hours	___
LSM	401 Logistics and Supply Chain Integration Techniques	3 semester hours	___
LSM	410 Logistics and Supply Chain Strategy	3 semester hours	___
TOTAL HOURS REQUIRED.....			15 SEMESTER HOURS

CERTIFICATE IN MARKETING

MK	331 Marketing Principles	3 semester hours	___
MK	336 Consumer Behavior.....	3 semester hours	___
MK	431 Marketing Research	3 semester hours	___
MK	432 Retailing.....	3 semester hours	___
MK	433 Marketing Strategies and Policies	3 semester hours	___
TOTAL HOURS REQUIRED.....			15 SEMESTER HOURS

SAP STUDENT ACHIEVEMENT RECOGNITION CERTIFICATE

ESM	300 Enterprise Systems & Business Processes	3 semester hours	___
Complete two of the following		6 semester hours	___ ___
ESM	320 Human Capital Management Systems OR		
ESM	330 Accounting Information Systems OR		
ESM	410 Business Intelligence Systems OR		
ESM	420 Enterprise Systems Development OR		
ESM	425 Enterprise Systems Configuration OR		
TOTAL.....			9 SEMESTER HOURS