

Business, Smeal College

The Mary Jean and Frank P. Smeal College of Business is a pre-eminent learning community, known for shaping business practice for tomorrow's converging economies. The Smeal College's seven academic departments, as well as its research centers and institutes, present programs and studies in leading-edge areas such as B2B marketing, supply chain management, e-business, and entrepreneurship along with the traditional areas of marketing, management, finance, real estate, accounting, and information systems.

The late Mary Jean Smeal and Frank P. Smeal both graduated from Penn State in 1942, she with a degree in arts and letters and he with one in economics. The Smeals were generous supporters of the University for more than thirty years and consistently supported excellence in education throughout their lives. Their generous \$10 million gift to the college in 1990 provided a foundation of excellence for students and faculty, and the Smeal College of Business is named in their honor and memory.

RESIDENT EDUCATION--Through our innovative curriculum, students are prepared for the various fields in business administration. The curriculum offers a liberalized education, an integrated core, an international outlook, and is issues oriented. Students are required to complete a minimum of 130 credits for the Actuarial Science major and a minimum of 120 credits for all other majors. The undergraduate program leads either to a career in the operation or management of economic or social institutions.

DEGREES--The college offers the B.S. degree, as well as graduate work leading to the M.B.A., M.S., and Ph.D. degrees, with a major in Business Administration. General requirements for these graduate degrees are described in the Graduate Degree Programs Bulletin and the Manual for Graduate Students. The master of manufacturing management degree program is offered jointly with the College of Engineering.

Students who want to major in Economics are offered several alternatives: (1) They may qualify for a B.S. degree with a business administration emphasis by enrolling in the major in Smeal College of Business. (2) They may qualify for a B.S. degree, with specific technical skills courses emphasized, by matriculating in the College of the Liberal Arts and conforming to the requirements of that college. (3) They may qualify for a B.A. degree by matriculating in the College of the Liberal Arts and conforming to all graduation requirements of that college. In all cases, all economics courses would be taken in the College of the Liberal Arts. The Smeal College also cooperates with the College of Agricultural Sciences, and Earth and Mineral Sciences in selected degree programs offered by those colleges.

By careful planning, students may choose to meet University Faculty Senate requirements for earning a simultaneous or multiple degrees with a Smeal College major and a major in another college. Students completing one degree in Smeal College are not permitted to complete a second degree (simultaneous, multiple major, or sequential) in Smeal College.

MINORS--The Smeal College and the College of the Liberal Arts offer an interdisciplinary minor in Business/Liberal Arts for students outside Smeal College of Business. Students who complete the course requirements for the minor will have this fact recorded on the transcript. Students interested in the minor should refer to "Business/Liberal Arts Minor" in the minors listings at the end of the College of the Liberal Arts program listings. The college offers minors in selected areas as resources permit, and they are open to all University Park students.

RESEARCH, EXECUTIVE, AND OUTREACH AND COOPERATIVE EXTENSION--The Smeal College of Business is a research leader among American business schools. Last year, more than \$5.6 million was received to carry out studies that not only advanced the science of business, but enriched the classroom as well. Smeal College research develops new and improved solutions to significant managerial problems and helps ensure that what students learn in the classroom is on the cutting edge.

Penn State Executive Programs offers intensive professional development experiences for business and government leaders around the world. Open-enrollment programs benefit executives from diverse industries and cultures seeking to master competencies for leadership excellence. Custom programs are uniquely designed to help individual organizations enhance competitiveness and lead through cycles of change. In recognizing the needs of busy executives for flexible alternatives in development, Penn State Executive Programs offers specially designed executive degree programs, one- to two-day "Hot Topic" workshops, and one-of-a-kind programs for corporate vertical consortia and corporate board development. The continuing and distance education programs of Smeal College are designed to provide continuing development of skills and knowledge for adults throughout the Commonwealth. These programs offer clients in the private, nonprofit, and public sectors new knowledge on business-related topics to develop and reinforce effective management.

DIVISION OF RESEARCH

RUSSELL R. BARTON, *Associate Dean for Research*

The Division of Research administers programs to support faculty research, and houses the following research units: Center for Global Business Studies; Center for Supply Chain Research; Center for the Management of Technological and Organizational Change; the Risk Management Research Center; Center for Research in Conflict and Negotiation; Center for the Study of Business and Public Issues; Institute for Real Estate Studies; Institute for the Study of Business Markets; eBusiness Research Center; Garber Venture Capital Center; and The Farrell Center for Entrepreneurship.

PENN STATE EXECUTIVE PROGRAMS

PATRICK A. CATALDO, *Associate Dean for Executive Education*

Executive Programs broke significant ground in the field of executive and organizational development when it was founded in 1954. Today, Smeal ranks among the top twenty-five providers worldwide and is among the top twelve in the United States. Renowned faculty are assembled from the college, other leading schools, and noted industry experts to provide the most current methodologies and research as well as world-class experience in business management practices. Each year more than 1,000 middle- and senior-level managers from some of the world's largest corporations participate in custom and open-enrollment programs to gain new business acumen, broaden their perspectives, and develop leadership competencies. Program areas of specialization include general management, supply chain, finance, and business-to-business marketing. For more information about all development opportunities available through Penn State Executive Programs, please visit <http://www.smeal.psu.edu/psep> (<http://www.smeal.psu.edu/psep>) on the Web.

OUTREACH AND COOPERATIVE EXTENSION

JOHN M. STEVENS, *Smeal Director of Outreach and Cooperative Extension*

The Smeal College's mission is to provide professional education in a variety of business-related subjects for men and women. Since 1915, the University has offered management development services for business, industry, nonprofit, and public institutions throughout the Commonwealth. The programs are designed to update management theory and practices, develop and reinforce effective managerial skills and attitudes, and provide an opportunity for career development and lifelong learning.

Professional development programs are offered in real estate, insurance, general management, marketing, accounting, finance, business law, business logistics, and many other fields. Among the more than 1,400 programs providing these learning experiences are credit and noncredit certificates, informal seminars, workshops, conferences, associate and baccalaureate degree courses, distance education, and independent learning by correspondence. Annually, more than 20,000 people participate in Smeal College continuing and distance education programs throughout the Commonwealth.

CREDIT SCHEDULING RECOMMENDATION

The suggested minimum schedule for students is 16 credits per semester, 32 credits per year. The maximum credit load in any semester is 19, unless permission is obtained from the office of the associate dean for undergraduate programs.

The Smeal College does not accept credits with pass/fail grades. Students enrolled in Smeal College must enroll in all courses for a letter grade and may never enroll in courses for pass/fail grades.

Smeal College of Business courses numbered 150 through 199 may not be used to satisfy college or departmental baccalaureate degree requirements. Other courses not acceptable for meeting the requirements of the B.S. degree are FIN 100, FIN 108, FIN 301, MGMT 100, MGMT 301, MKTG 221, MKTG 301, OPMGT 301, R EST 100, and SCM 301.

FOREIGN LANGUAGE REQUIREMENT--Effective in summer 1998 and thereafter, all first-year students intending to enter Penn State's Smeal College of Business will be required to attain level-three proficiency in one language other than English as a condition of graduation. The criteria for placement in a foreign language are outlined in the "Placement Policy for Penn State Foreign Language Courses." This and all other foreign language policies are located in the general information section of this bulletin.

ADMISSION TO A MAJOR

Under certain circumstances, the University may need to limit enrollments in certain majors because of space limitations. Information about majors that may have enrollment controls is available in the office of the Associate Dean for Undergraduate Programs, 104 Beam Business Administration Building,

University Park, PA 16802-1911; 814-863-1947; or on Web <http://www.smeal.psu.edu/> (<http://www.smeal.psu.edu/>).

To be eligible for entrance to a major in this college, a degree candidate must be enrolled in Smeal College or the Division of Undergraduate Studies and satisfy requirements for entrance to the college. In addition, the degree candidate must meet the following requirements:

1. The degree candidate must be taking, or have taken, a program appropriate for entry to that specific major, as shown in the bulletin, including approximately 60 credits of course work.
2. To be eligible for consideration for entrance into Business Administration majors, a student must have a competitive cumulative grade-point average and must have completed the following requirements: ACCTG 211; B A 243 or B A 241 and B A 242; ECON 002 GS, ECON 004 GS; MIS 204 or IST 110; SCM 200 or STAT 200; ENGL 015 GWS or ENGL 030 GWS; MATH 110 GQ or MATH 140 GQ; and CMPSC 203 GQ. Students must have completed an approved First-Year Seminar. Additional information about applying for these majors is available in the office of the associate dean for undergraduate programs of Smeal College.

BACCALAUREATE DEGREE REQUIREMENTS AND COLLEGE REQUIREMENTS--Smeal College courses numbered 150 through 199 may be taken for credit, but such credits may not be used to satisfy college or departmental degree requirements. Other courses not acceptable for meeting the requirements of the B.S. degree are SCM 301, FIN 100, FIN 108, FIN 301, MGMT 100, MGMT 301, MKTG 221, MKTG 301, OPMGT 301, and R EST 100.

SMEAL COLLEGE OF BUSINESS

JAMES B. THOMAS, *Dean*

EDWARD T. REUTZEL, *Senior Associate Dean*

JOHN M. STEVENS, *Associate Dean for Undergraduate Programs; Director of Outreach Programs*

GERALD SUSMAN, *Associate Dean for Research Programs*

PATRICK A. CATALDO, *Associate Dean for Executive Education*

DENNIS SHEEHAN, *Associate Dean for MBA Programs*

COLLEGE ACADEMIC ORGANIZATION

Accounting -- DAN GIVOLY, *Chair*

Finance -- WILLIAM A. KRACAW, *Chair*

Insurance and Real Estate -- AUSTIN JAFFE, *Chair*

Management and Organization -- CHARLES SNOW, *Chair*

Marketing -- HANS BAUMGARTNER, *Chair*

Supply Chain and Information Systems -- JOHN EUGENE TYWORTH, *Chair*

Baccalaureate Degrees

Accounting

University Park, Smeal College of Business (ACCTG)

PROFESSOR PAUL FISCHER, *Chair of the Department of Accounting*

This major helps prepare students for careers in public, industrial, or governmental accounting and also provides an appropriate background for those planning to enter law school or graduate school. Public accounting is carried on by independent practitioners, most of whom are certified public accountants. In addition to independent audits, Certified Public Accountants (CPAs) render accounting, tax, and management advisory services.

There is a 150-credit requirement to sit for the CPA examination in Pennsylvania and many other states. The 120-credit Bachelor of Science degree in Accounting provides a solid foundation for students preparing for the exam.

The industrial accountant, as an executive in a business firm, is in charge of designing and supervising the financial and managerial accounting system, including the preparation and analysis of reports. Many are now taking the Certified Management Accountant (CMA) exam. It is a two-day exam covering economics, finance, management, decision analysis, information systems, and accounting. Governmental accountants occupy positions in federal, state, and local government and perform services similar to those of public or industrial accountants.

Entrance Requirement: To be eligible for entrance into the Accounting (ACCTG) major, a degree candidate must be enrolled in the Smeal College of Business or the Division of Undergraduate Studies and satisfy requirements for entrance to the major.

Specific entrance requirements include:

1. The degree candidate must be taking, or have taken, a program appropriate for entry to the major as shown in the bulletin, including approximately 60 credits of course work.
2. Complete the following entrance to major requirements: ACCTG 211(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); ECON 002 GS(3); SCM 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) or STAT 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); ENGL 015 GWS(3) or ENGL 030 GWS(3); and MATH 110 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) or MATH 140 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); FIN 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); MGMT 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); and MKTG 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01). These courses must be completed by the end of the semester during which the entrance to major process is carried out.
3. In addition to the above requirements, the Executive Vice President and Provost of the University may approve administrative enrollment controls that limit the number of students who are admitted to majors in the Smeal College of Business. In each case, however, academic requirements are established for admission. For information on enrollment controls, consult the Smeal College of Business Web site (<http://www.smeal.psu.edu> (<http://www.smeal.psu.edu>)).

For the B.S. degree in Accounting, a minimum of 120 credits is required with at least 15 credits at the 400 level.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

GENERAL EDUCATION: 45 credits
(18 of these 45 credits are included in the REQUIREMENTS FOR THE MAJOR)
(See description of General Education in this bulletin.)

FIRST-YEAR SEMINAR:
(Included in ELECTIVES or GENERAL EDUCATION course selection)

UNITED STATES CULTURES AND INTERNATIONAL CULTURES:
(Included in ELECTIVES or GENERAL EDUCATION course selection)

WRITING ACROSS THE CURRICULUM:
(Included in REQUIREMENTS FOR THE MAJOR)

ELECTIVES: 13 credits

REQUIREMENTS FOR THE MAJOR: 80 credits

(This includes 18 credits of General Education courses: 3 credits of GWS courses; 6 credits of GQ courses; 3 credits of GS courses; and 6 credits of GA, GH, or GS courses.)

PRESCRIBED COURSES (46 credits)

ACCTG 211(4)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01), ECON 002 GS(3), FIN 301(3)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01), MGMT 301(3)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01), MKTG 301(3)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01) (Sem: 1-4)
ECON 004 GS(3), MIS 204(3), SCM 301(3), ENGL 202D
GWS(3)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01) (Sem: 5-6)
ACCTG 403W(3), ACCTG 404(3), ACCTG 405[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01), ACCTG 471(3)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01), ACCTG 472(3)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01), B A 411(3) (Sem: 5-8)

ADDITIONAL COURSES (18 credits)

MATH 110 GQ(4)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01) or MATH 140 GQ(4)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01) (Sem: 1-2)
SCM 200 GQ(4)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01) or STAT 200 GQ(4)[1](http://www.psu.edu/ufs/curriculum_resources/bluesheet/bs_feb_09app.html#mnote01) (Sem: 1-2)
B A 243(4) or B A 241(2) and B A 242(2) (Sem: 5-6)
Select 6 credits from the following: ACCTG 406(3), ACCTG 432(3), ACCTG 473(3), ACCTG 481(3) (Sem: 5-8)

SUPPORTING COURSES AND RELATED AREAS(16 credits)

Select 4 credits: Attainment of 12th credit level proficiency in a single foreign language. Proficiency must be demonstrated by either examination or course work. (Sem: 1-4)
Select 6 credits of Global Awareness and Understanding from approved course list (credits must be taken in GA, GH, or GS) (Sem: 1-8)
Select 6 credits of supporting coursework. See Department List. (Sem: 5-8)

Integrated B.S. in Accounting and Masters in Accounting Program

The Department of Accounting offers an integrated program allowing students to receive a B.S. in Accounting and Master of Accounting (M.Acc.) degrees within a five-year period. Students typically are admitted into the integrated program in the spring of the second year of the undergraduate program and the program is completed in the subsequent three years. The program is designed to meet the educational requirements for becoming a certified public accountant in Pennsylvania as well as most other states. Certified public accountants conduct independent audits and provide accounting, tax, and management advisory services. The program prepares students to enter into careers in public accounting, corporate accounting, management accounting, governmental accounting, financial analysis, and law enforcement. In addition, the program is appropriate for students having an interest in entering law school and graduate programs in business, such as M.B.A. programs or doctoral programs.

Admissions Requirements

Students will generally apply for the program in the spring of their second year of undergraduate study. To apply for the program students must:

(1) be enrolled in the Smeal College of Business or Division of Undergraduate Studies and intend to complete the entrance-to-major requirements by the end of the spring semester in which they apply

and

(2) complete a Graduate School application for graduate study.

Although the program has no fixed minimum grade-point requirement, an applicant is generally expected to have grade-point average of at least 3.20 on Penn State's grading scale of A (4.00) to D (1.00).

In addition, the Department may request an interview with an applicant, or require a GMAT exam or other exam. Admissions decisions will be based upon the student's application, undergraduate record, SAT scores and, if applicable, interviews and examination results.

Admitted students must have completed ACCTG 211 with superior performance by the end of the spring semester in which they apply for admission to the program. A student who has not satisfied this requirement by the admissions deadline may be provisionally admitted pending completion of ACCTG 211 with a superior performance.

Degree Requirements

Students must complete the requirements for a B.S. in accounting with the following alterations:

Some of prescribed courses for the B.S. must be taken in sections that are available only to students enrolled in the program. These prescribed courses, which all count toward the undergraduate degree in accounting, are: ACCTG 403W, ACCTG 404, ACCTG 405, ACCTG 471, and ACCTG 472.

The student need not satisfy the requirement that 6 credit hours be completed from the following list of courses: ACCTG 406, ACCTG 432, ACCTG 473, and ACCTG 481.

The following courses cannot be used to satisfy the degree requirements of the integrated program: ACCTG 406, ACCTG 410, ACCTG 411, ACCTG 422, ACCTG 450, ACCTG 473, and ACCTG 481.

Students must complete the Master of Accounting Requirements, which total 30 credit hours of graduate instruction, in addition to completing 120 credit hours of undergraduate instruction.

Students must complete a minimum of 30 credits hours of graduate instruction over and above the 120 credit hours required of the B.S. degree in accounting. All 30 of these credit hours must be earned in 400-level, 500-level, or 800-level courses. At least 18 of the 30 credit hours must be earned in 500-level and 800-level courses, and at least 6 of the 30 credit hours must be earned in 500-level courses.

Students must complete the following required courses as part of the 30 credit hours of graduate instruction: ACCTG 432(3), ACCTG 440(3), ACCTG 803(3), ACCTG 806(3), ACCTG 873(3), ACCTG 881(3), B A 517(3), B LAW 444(3), FIN 531(3).

These courses must be taken in sections that are available only to students enrolled in the integrated program. Note that these required courses satisfy 27 of the 30 credit hour minimum. In addition, after completing these courses, the student will have satisfied the requirement that 18 credit hours must be earned in 500-level or 800-level courses and the requirement that 6 credit hours must be earned in 500-level courses.

Student must have satisfactory academic performance to maintain enrollment in the program. A grade point average of 3.0 in the 30 credit hours of graduate instruction is required to receive the master's degree.

[1] A student enrolled in this major must receive a grade of C or better, as specified in Senate Policy 82-44.

Last Revised by the Department: Fall Semester 2009

Blue Sheet Item #: 37-06-021

Review Date: 4/14/09

Actuarial Science

University Park, Smeal College of Business (ACTSC)

PROFESSOR AUSTIN JAFFE, Chair of the Department of Insurance and Real Estate

An actuary is a business professional who uses mathematical skills to define, analyze, and solve business and social problems. Actuaries generally are

employed in life, health, and casualty insurance companies; consulting firms, and government.

The courses in the Actuarial Science major stress the application of mathematical and statistical concepts to the measurement of life and other contingencies, while at the same time giving the student a broad understanding of the business environment.

Actuarial Science majors are encouraged to begin the series of professional examinations leading to Associateship and Fellowship in either the Society of Actuaries (A.S.A./F.S.A.) or the Casualty Actuarial Society (A.C.A.S./F.C.A.S.). Graduating students will have studied four of the six subjects that must be passed to qualify as an A.S.A. and four of the seven subjects needed to qualify as an A.C.A.S. They commonly have passed at least the first two parts of these professional examinations by the time they graduate.

Entrance Requirement: To be eligible for entrance into the Actuarial Science (ACTSC) major, a degree candidate must be enrolled in the Smeal College of Business or the Division of Undergraduate Studies and satisfy requirements for entrance to the major.

Specific entrance requirements include:

1. The degree candidate must be taking, or have taken, a program appropriate for entry to the major as shown in the bulletin, including approximately 60 credits of course work.
2. Complete the following entrance to major requirements: ACCTG 211(4[11](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)); ECON 002 GS(3); SCM 200 GQ(4[11](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)) or STAT 200 GQ(4[11](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)); ENGL 015 GWS(3) or ENGL 030 GWS(3); MATH 140 GQ(4[11](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)); and MATH 141(4[11](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)), FIN 301(3[11](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)); MGMT 301(3[11](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)); and MKTG 301(3[11](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)). These courses must be completed by the end of the semester during which the entrance to major process is carried out.
3. A minimum cumulative grade point average of 3.00 prior to and through to the end of the semester during which the entrance to major process is carried out.

For the B.S. degree in Actuarial Science, a minimum of 130 credits is required with at least 15 credits at the 400 level.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

GENERAL EDUCATION: 45 credits
(18 of these 45 credits are included in the REQUIREMENTS FOR THE MAJOR)
(See description of General Education in this bulletin.)

FIRST-YEAR SEMINAR:
(Included in ELECTIVES or GENERAL EDUCATION course selection)

UNITED STATES CULTURES AND INTERNATIONAL CULTURES:
(Included in ELECTIVES or GENERAL EDUCATION course selection)

WRITING ACROSS THE CURRICULUM:
(Included in REQUIREMENTS FOR THE MAJOR)

ELECTIVES: 10 credits

REQUIREMENTS FOR THE MAJOR: 93 credits
(This includes 18 credits of General Education courses: 3 credits of GWS courses; 6 credits of GQ courses; 3 credits of GS courses; and 6 credits of GA, GH, or GS courses.)

PRESCRIBED COURSES (72 credits)
MATH 140 GQ(4[11]([#mnote01](#))), MATH 141 GQ(4[11]([#mnote01](#))) (Sem: 1-2)
ACCTG 211(4[11]([#mnote01](#))), ECON 002 GS(3), FIN 301(3[11]([#mnote01](#))), MGMT 301(3[11]([#mnote01](#))), MKTG 301(3[11]([#mnote01](#))) (Sem: 1-4)
B A 411(3), ECON 004 GS(3), MIS 204(3), SCM 301(3), ENGL 202D GWS(3), MATH 220 GQ(2), MATH 230(4), STAT 414(3), STAT 415(3)
INS 301(3), INS 310W(3[11]([#mnote01](#))), INS 320(3), INS 401(3[11]([#mnote01](#))), INS 410(3[11]([#mnote01](#))), INS 411(3[11]([#mnote01](#))), INS 412(3[11]([#mnote01](#))) (Sem: 5-8)

ADDITIONAL COURSES (8 credits)
SCM 200 GQ(4[11]([#mnote01](#))) or STAT 200 GQ(4[11]([#mnote01](#))) (Sem: 1-2)
B A 243(4) or B A 241(2) and B A 242(2) (Sem: 3-4)

SUPPORTING COURSES AND RELATED AREAS(13 credits)
Select 4 credits: Attainment of 12th credit level proficiency in a single foreign language. Proficiency must be demonstrated by either examination or course work (credits count in Electives) (Sem: 1-4)
Select 6 credits of Global Awareness and Understanding from approved course list (credits must be taken in GA, GH, or GS) (Sem: 1-8)
Select 3 credits of supporting coursework. See Department List. (Sem: 5-8)

[1] A student enrolled in this major must receive a grade of C or better, as specified in Senate Policy 82-44.

Last Revised by the Department: Summer Session 2009

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UCA Revision #1: 8/2/06

BA

Agribusiness Management

University Park, College of Agricultural Sciences (AG BM)
University Park, The Smeal College of Business

PROFESSOR JAMES W. DUNN, Program Coordinator

Graduates can be found working in the food production, processing, financial services, wholesaling and retailing industries, both in the United States and abroad. A substantial number are employed by agricultural supply firms. Typically, B.S. degree holders begin their careers in sales or as management trainees, and then progress to management as they develop higher levels of expertise and experience. Penn State Agribusiness Management graduates chose careers in many other places. They also are employed in banking and the investment and mutual funds industries, and others have gone to law school, graduate school, or into rural development. The quality and diversity of the program enables Agribusiness majors to undertake a variety of jobs.

This major, which is offered jointly with The Mary Jean and Frank P. Smeal College of Business, includes a core of courses required of all business students. Combining the required specialization area with a minor or electives also allows a student to focus on a particular area of interest.

For the B.S. degree in Agribusiness Management, a minimum of 120 credits is required.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

GENERAL EDUCATION: 45 credits
(15 of these 45 credits are included in the REQUIREMENTS FOR THE MAJOR)
(See description of General Education in this bulletin.)

FIRST-YEAR SEMINAR:
(Included in ELECTIVES or GENERAL EDUCATION course selection)

UNITED STATES CULTURES AND INTERNATIONAL CULTURES:
(Included in ELECTIVES or GENERAL EDUCATION course selection)

WRITING ACROSS THE CURRICULUM:
(Included in REQUIREMENTS FOR THE MAJOR)

ELECTIVES: 12 credits

REQUIREMENTS FOR THE MAJOR:78 credits
(This includes 15 credits of General Education courses: 6 credits of GQ courses; 6 credits of GS courses; 3 credits of GWS courses.)

PRESCRIBED COURSES (43 credits)
AG BM 102(3[11(#mnote01)], AG BM 106(3[11(#mnote01)], ECON 004 GS(3) (Sem: 1-4)
ACCTG 211(4), AG BM 302(1[1(#mnote01)], AG BM 308W(3[11(#mnote01)], AG BM 320(3[11(#mnote01)], AG BM 338 IL(3), ENGL 202D GWS(3), MIS 204(3), SCM 200 GQ(4) (Sem: 3-4)
B A 301(2), B A 302(2), B A 303(2), B A 304(2) (Sem: 5-6)

ADDITIONAL COURSES (23 credits)
AG BM 101 GS(3[11(#mnote01)] or ECON 002 GS(3[11(#mnote01)] (Sem: 1-4[771(#mnote77)])
B A 243(4) or B A 241(2) and B A 242(2) (Sem: 2-6)
MATH 110 GQ(4) or MATH 140 GQ(4) (Sem: 3-4)
R SOC 011 GS(3) or SOC 001 GS(3) (Sem: 3[781(#mnote78)])
AG BM 407(3) or AG BM 408(3) (Sem: 5-8)
Select 6 credits of AG BM 440(3), AG BM 420(3), AG BM 460(3), or AG BM 438(3) (Sem: 5-8)

SUPPORTING COURSES AND RELATED AREAS(12 credits)
Select 12 credits in a specialty area, in consultation with an adviser (at least 6 of these credits must be at the 300 or 400 level) (Sem: 5-8)

[1] A student enrolled in this major must receive a grade of C or better, as specified in Senate Policy 82-44.

[77] AG BM 101 required unless ECON 002 was taken before entering the AG BM major.

[78] R SOC 011 required unless SOC 001 was taken before entering the AG BM major.

Last Revised by the Department: Summer Session 2008

Blue Sheet Item #: 36-04-001

Review Date: 1/15/08

UCA Revision #1: 8/2/06

AG/BA

**PROGRAM CURRENTLY ON HOLD;
NOT ACCEPTING NEW STUDENTS
Begin Date of Enrollment Hold: September 15, 2009**

Economics

University Park, Smeal College of Business (BA EC)

PROFESSOR ROBERT C. MARSHALL *in charge*

This major is designed for those who seek a broad understanding of the operation of the economic system and training in the methods and uses of economic analysis. Graduates are equipped for employment in many areas of business operations, labor unions, and agencies of government at all levels, and to undertake the graduate work necessary to become professional economists.

An honors program is also offered.

Entrance Requirement: To be eligible for entrance into the Economics (BA EC) major, a degree candidate must be enrolled in the Smeal College of Business or the Division of Undergraduate Studies and satisfy requirements for entrance to the major.

Specific entrance requirements include:

1. The degree candidate must be taking, or have taken, a program appropriate for entry to the major as shown in the bulletin, including approximately 60 credits of course work.
2. Complete the following entrance to major requirements: ACCTG 211(4[11(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)]); ECON 002 GS(3[11(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)]); ECON 004 GS(3[11(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)]); SCM 200 GQ(4[11(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)]); or STAT 200 GQ(4[11(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)]); ENGL 015 GWS(3) or ENGL 030 GWS(3); and MATH 110 GQ(4[11(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)]); or MATH 140 GQ(4[11(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)]); FIN 301(3[11(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)]); MGMT 301(3[11(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)]); and MKTG 301(3[11(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01)]). These courses must be completed by the end of the semester during which the entrance to major process is carried out.
3. In addition to the above requirements, the Executive Vice President and Provost of the University may approve administrative enrollment controls that limit the number of students who are admitted to majors in the Smeal College of Business. In each case, however, academic requirements are established for admission. For information on enrollment controls, consult the Smeal College of Business Web site (<http://www.smeal.psu.edu>) (<http://www.smeal.psu.edu>).

For the B.S. degree in Economics, a minimum of 120 credits is required with at least 15 credits at the 400 level.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

GENERAL EDUCATION: 45 credits
(15 of these 45 credits are included in the REQUIREMENTS FOR THE MAJOR)
(See description of General Education in this bulletin.)

FIRST-YEAR SEMINAR:
(Included in REQUIREMENTS FOR THE MAJOR)

UNITED STATES CULTURES AND INTERNATIONAL CULTURES:
(Included in ELECTIVES or GENERAL EDUCATION course selections)

WRITING ACROSS THE CURRICULUM:
(Included in REQUIREMENTS FOR THE MAJOR)

ELECTIVES: 13 credits

REQUIREMENTS FOR THE MAJOR:77 credits
(This includes 15 credits of General Education courses: 3 credits of GWS courses; 6 credits of GQ courses; and 6 credits of GA, GH, or GS courses.)

PRESCRIBED COURSES (49 credits)
ACCTG 211(4[11(#mnote01)], ECON 002 GS(3[11(#mnote01)], ECON 004 GS(3[11(#mnote01)], FIN

301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01); MGMT 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01); and MKTG 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=actsc.htm#mnote01) (Sem: 1-4)
B A 411(3), ECON 302 GS(11)(#mnote01), ECON 304 GS(311)(#mnote01), ECON 333 GS(311)(#mnote01), ECON 390(311)(#mnote01), ECON 404W(311)(#mnote01), ECON 490(311)(#mnote01), ENGL 202D GWS(3), MIS 204(3), SCM 301(3) (Sem: 5-8)

ADDITIONAL COURSES (12 credits)

MATH 110 GQ(411)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01) or MATH 140 GQ(411)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01) (Sem: 1-2)
SCM 200 GQ(411)(#mnote01) or STAT 200 GQ(411)(#mnote01) (Sem: 1-2)
B A 243(4), or B A 241(2) and B A 242(2) (Sem: 5-6)

SUPPORTING COURSES AND RELATED AREAS(16 credits)

Select 4 credits: Attainment of 12th credit level proficiency in a single foreign language. (4 credits) Proficiency must be demonstrated by either examination or course work (Sem: 1-4)

Select 6 credits of Global Awareness and Understanding from approved course list (credits must be taken in GA, GH, or GS) (Sem: 1-8)

Select 6 credits [11\(#mnote01\)](#) of 300- or 400-level Economics courses (at least 3 credits must be at the 400 level). See Department List. (Sem: 5-8)

[1] A student enrolled in this major must receive a grade of C or better, as specified in Senate Policy 82-44.

Last Revised by the Department: Summer Session 2009

Blue Sheet Item #: 37-05-014

Review Date: 2/24/09

UCA Revision #1: 8/3/06

BA

Energy Business and Finance

University Park, College of Earth and Mineral Sciences (EBF)

University Park, Smeal College of Business

The major in Energy Business and Finance, offered jointly by the College of Earth and Mineral Sciences and the Smeal College of Business, combines training in business, economics, finance, and the physical sciences with a core of courses focusing on energy and related industries. The major helps students prepare for careers in the energy industry, as well as financial institutions, nonprofit groups, and international organizations dealing with energy issues. The curriculum also provides a strong base for further study in business, economics, law, and social sciences.

GENERAL OPTION

The General option of the Energy Business and Finance major is appropriate for students who want a broad understanding of the earth and environmental sciences in preparation for careers in industry, commerce, and government.

GEOGRAPHIC INFORMATION SYSTEMS OPTION

This option in the major in Energy Business and Finance is appropriate for students who want a broad understanding of the earth and environmental sciences in preparation for careers in industry, commerce, and government. Such an understanding is available through the designated course work in Geographic Information Systems. The option is designed to develop competence in description, analysis, explanation, and management of problems arising from human use of natural resources and natural systems. GIS is an important tool that can be used to assess natural resources and environmental impacts across various geographic environments. Using GIS brings further depth to the analysis of the impacts of a variety of policy measures. These issues are of great prominence in the energy and natural resource industries, and the regulation of those industries. This curriculum also provides a strong base for further study in business, economics, law, and social sciences.

ENERGY SYSTEMS OPTION

EBF graduates will spend much of their professional careers working with engineers on a variety of energy related projects, or will desire a strong understanding of energy technologies and processes in order to make good financial and management decisions. The Energy Systems Option is designed to give EBF graduates a more rigorous background in engineering principles and applications together with a demanding economics and business curriculum. The option will give students a basic understanding of chemistry, physics, and other engineering principles critical to energy industries and technologies. Students will also take advanced courses in both energy engineering and economics.

For the B.S. degree in Energy Business and Finance, a minimum of 120 credits is required.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

GENERAL EDUCATION: 45 credits

(30 of these 45 credits are included in the REQUIREMENTS FOR THE MAJOR)
(See description of General Education in this bulletin.)

FIRST-YEAR SEMINAR:

(Included in REQUIREMENTS FOR THE MAJOR)

UNITED STATES CULTURES AND INTERNATIONAL CULTURES:

(Included in REQUIREMENTS FOR THE MAJOR)

WRITING ACROSS THE CURRICULUM:

(Included in REQUIREMENTS FOR THE MAJOR)

ELECTIVES: 8-25 credits

REQUIREMENTS FOR THE MAJOR: 84-97 credits

(This includes 30 credits of General Education Courses: 9 credits of GN courses, 9 credits of GWS courses, 6 credits of GQ courses, and 6 credits of GS courses.)

COMMON REQUIREMENTS FOR THE MAJOR (ALL OPTIONS): 60-61 credits

PRESCRIBED COURSES (45 credits)

MATH 140 GQ(411)(#mnote01) (Sem: 1)
MATH 141 GQ(411)(#mnote01) (Sem: 2)
ECON 002 GS(311)(#mnote01), EM SC 100S GWS(3) (Sem: 1)
E B F 200 GS(311)(#mnote01) (Sem: 3)
ACCTG 211(4), ECON 302 GS(11)(#mnote01) (Sem: 3-4)
E B F 301(3), E B F 304W(3) (Sem: 5-6)
I B 303 IL(3), INS 301(3) (Sem: 5-8)
E B F 401(311)(#mnote01), E B F 473(3), ENNEC 484(11)(#mnote01) (Sem: 7-8)

ADDITIONAL COURSES (15-16 credits)

CMPSC 101 GQ(3), CMPSC 200 GQ(3), CMPSC 201 GQ(3), CMPSC 202 GQ(3), or EM SC 468(3) (Sem: 1-2)
ENGL 015 GWS(3) or ENGL 030 GWS(3) (Sem: 1-2)
B A 243(4), B LAW 243(3), or E R M 411(3) (Sem: 3-4)
E B F 472(3), STAT 301 GQ(3), or STAT 401(3) (Sem: 3-4)
ENGL 202C GWS(3) or ENGL 202D GWS(3) (Sem: 7-8)

REQUIREMENTS FOR THE OPTION: 24-36 credits

GENERAL OPTION (24 credits)

ADDITIONAL COURSES (24 credits)

ECON 004 GS(3) (Sem: 3-4)

P N G 489(3) (Sem: 3-4)

Select 9 credits from: EARTH 100 GN(3), EARTH 101 GN:US(3), EARTH 103 GN(3), EARTH 111 GN:US(3), EARTH 150 GN(3), EGEE 101 GN(3), EGEE 102 GN(3), EGEE 120 GS:US:IL(3), GEOG 110 GN(3), GEOG 115 GN(3), GEOSC 002 GN(3), GEOSC 010 GN(3), GEOSC 020 GN(3), GEOSC 021 GN(3), GEOSC 040 GN(3), MATSE 081 GN:IL(3), METEO 003 GN(3), METEO 101 GN(3) (Sem: 3-6)

Select 9 credits from: CED 404(3), E RRE 429(3), E RRE 431W(3), ECON 428(3), ECON 490(3), GEOG 424 US:IL(3), GEOG 430(3), GEOG 431(3), GEOG 444(3), GE 493C(3), GEOSC 402Y IL(3), GEOSC 454(3), METEO 473(3), PL SC 490(3) (Sem: 5-8)

GEOGRAPHIC INFORMATION SYSTEMS OPTION(27 credits)**PRESCRIBED COURSES** (9 credits)GEOG 126 GS:US:IL(3)(<http://www.psu.edu/bulletins/bluebook/major/ebf.htm#mnote01>) (Sem: 3-4)GEOG 160 GS(3)(<http://www.psu.edu/bulletins/bluebook/major/ebf.htm#mnote01>), GEOG 363(3) (Sem: 3-4)**ADDITIONAL COURSES** (18 credits)

Select 6 credits from: EARTH 100 GN(3), EARTH 101 GN:US(3), EARTH 103 GN(3), EARTH 111 GN:US(3), EARTH 150 GN(3), EGEE 101 GN(3), EGEE 102 GN(3), EGEE 110 GN(3), GEOG 115 GN(3), GEOSC 002 GN(3), GEOSC 010 GN(3), GEOSC 020 GN(3), GEOSC 021 GN(3), GEOSC 040 GN(3), MATSE 081 GN:IL(3), METEO 003 GN(3), METEO 101 GN(3), EGEE 120 GS:US:IL(3) (Sem: 3-6)

Select 3 credits from GEOG 361(3), GEOG 362(3), GEOG 464(3) (Sem: 5-6)

Select 9 credits from GEOG 461W(3), GEOG 463(3), GEOG 464(3), GEOG 467(3), GEOG 468(3), GEOG 485(3) [if not taken for requirement above] (Sem: 6-8) (Advanced GIS Elective)

ENERGY SYSTEMS OPTION(36 credits)**PRESCRIBED COURSES** (18 credits)

CHEM 110 GN(3), CHEM 111 GN(1), CHEM 112 GN(3) (Sem: 1-2)

PHYS 211 GN(4) (Sem: 3)

PHYS 212 GN(4) (Sem: 4)

P N G 489(3) (Sem: 5)

SUPPORTING COURSES AND RELATED AREAS(18 credits)

Select 9 credits in Engineering Principles:

EME 301(3)(<http://www.psu.edu/bulletins/bluebook/major/ebf.htm#mnote01>) (Sem:5)EME 303(3)(<http://www.psu.edu/bulletins/bluebook/major/ebf.htm#mnote01>) (Sem:5-6)And 3 credits from: EGEE 302(3)(<http://www.psu.edu/bulletins/bluebook/major/ebf.htm#mnote01>), EGEE304(3)(<http://www.psu.edu/bulletins/bluebook/major/ebf.htm#mnote01>), EGEE430(3)(<http://www.psu.edu/bulletins/bluebook/major/ebf.htm#mnote01>), M E430(3)(<http://www.psu.edu/bulletins/bluebook/major/ebf.htm#mnote01>) (Sem: 5-6)

Select 9 credits in Engineering Applications from:

EGEE 420(3), EGEE 430(3) or M E 430(3), EGEE 437(3), EGEE 438(3), EGEE 441(3), EGEE 451(3), EGEE 470(3) or M E 470(3) [if not taken for requirement above], SC 431(3), F SC 432(3) (Sem: 5-8)

[1] A student enrolled in this major must receive a grade of C or better, as specified in Senate Policy 82-44.

Last Revised by the Department: Fall Semester 2009

Blue Sheet Item #: 38-02-020

Review Date: 10/6/09

UCA Revision #1: 8/3/06

Minor editorial changes to comply with University editorial style (Publications): 8/23/06

EM

Finance

*University Park, Smeal College of Business (FIN)*PROFESSOR WILLIAM A. KRACAW, *Chair of the Department of Finance*

This major provides students with an opportunity to study investment analysis, management of banks and other financial institutions, and financial management of corporations and other businesses. Course coverage includes business finance, security markets, commercial bank management, investment valuations, portfolio management, futures and options markets, and capital budgeting.

Entrance Requirement: To be eligible for entrance into the Finance (FIN) major, a degree candidate must be enrolled in the Smeal College of Business or the Division of Undergraduate Studies and satisfy requirements for entrance to the major.**Specific entrance requirements include:**

- The degree candidate must be taking, or have taken, a program appropriate for entry to the major as shown in the bulletin, including approximately 60 credits of course work.
- Complete the following entrance to major requirements: ACCTG 211(4)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); ECON 002 GS(3); SCM 200 GQ(4)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) or STAT 200 GQ(4)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); ENGL 015 GWS(3) or ENGL 030 GWS(3); and MATH 110 GQ(4)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) or MATH 140 GQ(4)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); FIN 301(3)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); MGMT 301(3)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); and MKTG 301(3)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01). These courses must be completed by the end of the semester during which the entrance to major process is carried out.
- In addition to the above requirements, the Executive Vice President and Provost of the University may approve administrative enrollment controls that limit the number of students who are admitted to majors in the Smeal College of Business. In each case, however, academic requirements are established for admission. For information on enrollment controls, consult the Smeal College of Business Web site (<http://www.smeal.psu.edu>) (<http://www.smeal.psu.edu>).

For the B.S. degree in Finance, a minimum of 120 credits is required with at least 15 credits at the 400 level.

*Scheduling Recommendation by Semester Standing given like (Sem: 1-2)***GENERAL EDUCATION:** 45 credits

(18 of these 45 credits are included in the REQUIREMENTS FOR THE MAJOR) (See description of General Education in this bulletin.)

FIRST-YEAR SEMINAR:

(Included in ELECTIVES or GENERAL EDUCATION course selection)

UNITED STATES CULTURES AND INTERNATIONAL CULTURES:

(Included in ELECTIVES or GENERAL EDUCATION course selection)

WRITING ACROSS THE CURRICULUM:

(Included in REQUIREMENTS FOR THE MAJOR)

ELECTIVES: 16 credits

REQUIREMENTS FOR THE MAJOR: 77 credits

(This includes 18 credits of General Education courses: 3 credits of GWS courses; 6 credits of GQ courses; 3 credits of GS courses; and 6 credits of GA, GH, or GS courses.)

PRESCRIBED COURSES (40 credits)

ACCTG 211(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), ECON 002 GS(3), FIN 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); MGMT 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); and MKTG 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) (Sem: 1-4)
B A 411(3), ECON 004 GS(3), ENGL 202D GWS(3), FIN 305V[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), FIN 406(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), FIN 408(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), MIS 204(3), SCM 301(3), (Sem: 5-6)

ADDITIONAL COURSES (18 credits)

MATH 110 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) or MATH 140 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) (Sem: 1-2)
SCM 200 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) or STAT 200 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) (Sem: 1-2)
B A 243(4), or B A 241(2) and B A 242(2) (Sem: 5-6)
Select 6 credits [1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) from FIN 405(3), FIN 407(3), FIN 410(3), FIN 414(3), FIN 460(3) or R EST 460(3), FIN 470(3) or R EST 470(3) (Sem: 7-8)

SUPPORTING COURSES AND RELATED AREAS(19 credits)

Select 4 credits: Attainment of 12th credit level proficiency in a single foreign language. (4 credits) Proficiency must be demonstrated by either examination or course work. (Sem: 1-4)

Select 6 credits of Global Awareness and Understanding from approved course list (credits must be taken in GA, GH, or GS). (Sem: 1-8)

Select 3 credits of related coursework. See Department List. (Sem: 5-8)

Select 6 credits of supporting coursework. See Department List. (Sem: 5-8)

[1] A student enrolled in this major must receive a grade of C or better, as specified in Senate Policy 82-44.

Last Revised by the Department: Summer Session 2009

Blue Sheet Item #: 37-05-015

Review Date: 2/24/09

UCA Revision #: 8/4/06

BA

Management

University Park, Smeal College of Business (MGMT)

PROFESSOR DENNIS GIOIA, *Chair, Department of Management and Organization*

This major provides students with knowledge and skills managers need to deal with contemporary management challenges, such as leading and motivating people of different ages and backgrounds, developing strategies for competing in the global economy, and balancing the interest of multiple stakeholders in a complex legal, political, and ethical environment. Career opportunities are in management trainee positions, human resources, customer service, consulting, family business, and entrepreneurship.

Entrance Requirement: To be eligible for entrance into the Management (MGMT) major, a degree candidate must be enrolled in the Smeal College of Business or the Division of Undergraduate Studies and satisfy requirements for entrance to the major.

Specific entrance requirements include:

- The degree candidate must be taking, or have taken, a program appropriate for entry to the major as shown in the bulletin, including approximately 60 credits of course work.
- Complete the following entrance to major requirements: ACCTG 211(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); ECON 002 GS(3); SCM 200 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) or STAT 200 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); ENGL 015 GWS(3) or ENGL 030 GWS(3); and MATH 110 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) or MATH 140 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); FIN 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); MGMT 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); and MKTG 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)). These courses must be completed by the end of the semester during which the entrance to major process is carried out.
- In addition to the above requirements, the Executive Vice President and Provost of the University may approve administrative enrollment controls that limit the number of students who are admitted to majors in the Smeal College of Business. In each case, however, academic requirements are established for admission. For information on enrollment controls, consult the Smeal College of Business Web site (<http://www.smeal.psu.edu> (<http://www.smeal.psu.edu>)).

For the B.S. degree in Management, a minimum of 120 credits is required (at least 15 credits must be taken at the 400 level).

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

GENERAL EDUCATION: 45 credits

(18 of these 45 credits are included in the REQUIREMENTS FOR THE MAJOR)
(See description of General Education in this bulletin.)

FIRST-YEAR SEMINAR:

(Included in ELECTIVES or GENERAL EDUCATION course selection)

UNITED STATES CULTURES AND INTERNATIONAL CULTURES:

(Included in ELECTIVES or GENERAL EDUCATION course selection)

WRITING ACROSS THE CURRICULUM:

(Included in REQUIREMENTS FOR THE MAJOR)

ELECTIVES: 16 credits

REQUIREMENTS FOR THE MAJOR: 77 credits

(This includes 18 credits of General Education courses: 3 credits of GWS courses; 6 credits of GQ courses; 3 credits of GS courses; 6 credits of GA, GH, or GS courses.)

PRESCRIBED COURSES (46 credits)

ACCTG 211(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), ECON 002 GS(3), FIN 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); MGMT 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); and MKTG 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) (Sem: 1-4)

B A 411(3), ECON 004 GS(3)(ENGL 202DGWS(3), MIS 204(3), SCM 301(3), MGMT 326(1)(#mnote01), MGMT 341(3)(1)(#mnote01), MGMT 451W(3)(1)(#mnote01), MGMT 461(3)(1)(#mnote01), MGMT 471(3)(1)(#mnote01). (Sem: 5-8)

ADDITIONAL COURSES (12 credits)

MATH 110 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01) or MATH 140 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01) (Sem: 1-2)
SCM 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01) or STAT 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01) (Sem: 1-2)
B A 243(4) or B A 241(2) and B A 242(2) (Sem: 5-6)

SUPPORTING COURSES AND RELATED AREAS(19 credits)

Select 4 credits: Attainment of 12th-credit-level proficiency in a single foreign language. (4 credits) Proficiency must be demonstrated by either examination or course work (Sem: 1-4)
Select 6 credits of Global Awareness and Understanding from approved course list (credits must be taken in GA, GH, or GS) (Sem: 1-8)
Select 3 credits of related coursework from an approved department list. (Sem: 5-8)
Select 6 credits of supporting coursework from an approved department list. (Sem: 5-8)

[1] A student enrolled in this major must receive a grade of C or better, as specified in Senate Policy 82-44.

Last Revised by the Department: Summer Session 2009

Blue Sheet Item #: 37-05-016

Review Date: 2/24/09

Dept head update: 6/9/05

BA

Management Information Systems

University Park, The Smeal College of Business (M I S)

PROFESSOR JOHN E. TYWORTH, *Chair of the Department of Supply Chain and Information Systems*

Students in the M I S major learn about managing business information systems within organizations and spanning supply chain networks. The courses provide students with the depth and breadth to become effective managers of information systems that support core business processes. After receiving a thorough grounding in the core elements of business, students develop knowledge, skills, and abilities in programming, information resource management, managing the IT portfolio, business process re-engineering, and use of telecommunication and internet technologies to manage core business processes. Examples of career opportunities include IT manager, business process re-engineering specialist, business systems analyst, and business application developer.

Entrance Requirement: To be eligible for entrance into the Management Information Systems (M I S) major, a degree candidate must be enrolled in the Smeal College of Business or the Division of Undergraduate Studies and satisfy requirements for entrance to the major.

Specific entrance requirements include:

1. The degree candidate must be taking, or have taken, a program appropriate for entry to the major as shown in the bulletin, including approximately 60 credits of course work.
2. Complete the following entrance to major requirements: ACCTG 211(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); ECON 002 GS(3); SCM 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) or STAT 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); ENGL 015 GWS(3) or ENGL 030 GWS(3); and MATH 110 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) or MATH 140 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); FIN 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); MGMT 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); and MKTG 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01). These courses must be completed by the end of the semester during which the entrance to major process is carried out.
3. In addition to the above requirements, the Executive Vice President and Provost of the University may approve administrative enrollment controls that limit the number of students who are admitted to majors in the Smeal College of Business. In each case, however, academic requirements are established for admission. For information on enrollment controls, consult the Smeal College of Business Web site (<http://www.smeal.psu.edu> (<http://www.smeal.psu.edu>)).

For the B.S. degree in Management Information Systems, a minimum of 120 credits is required (at least 15 credits must be taken at the 400 level).

GENERAL EDUCATION: 45 credits

(18 of these 45 credits are included in the REQUIREMENTS FOR THE MAJOR)
(See description of General Education in this bulletin.)

FIRST-YEAR SEMINAR:

(Included in ELECTIVES or GENERAL EDUCATION course selection)

UNITED STATES CULTURES AND INTERNATIONAL CULTURES :

(Included in ELECTIVES or GENERAL EDUCATION selection)

WRITING ACROSS THE CURRICULUM:

(Included in REQUIREMENTS FOR THE MAJOR)

ELECTIVES: 16 credits

REQUIREMENTS FOR THE MAJOR: 77 credits

(This includes 18 credits of General Education: 3 credits of GWS courses; 6 credits of GQ courses; 3 credits of GS courses; and 6 credits of GA, GH or GS courses.)

PRESCRIBED COURSES (46 credits)

ACCTG 211(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01), ECON 002 GS(3), FIN 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); MGMT 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); and MKTG 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) (Sem: 1-4)
MIS 204(3)(1)(#mnote01), SCM 301(3) (Sem: 3-5)
B A 411(3), ECON 004 GS(3), ENGL 202D GWS(3), MIS 43(1)(#mnote01), MIS 432(3)(1)(#mnote01), MIS 434(3)(1)(#mnote01), MIS 442(3)(1)(#mnote01), MIS 479W(3)(1)(#mnote01). (Sem: 5-8)

ADDITIONAL COURSES (12 credits)

MATH 110 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01) or MATH 140 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01) (Sem: 1-2)
SCM 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) or STAT 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) (Sem: 1-2)
B A 243(4), or B A 241(2) and B A 242(2) (Sem: 5-6)

SUPPORTING COURSES AND RELATED AREAS(19 credits)

Select 4 credits: Attainment of 12th-credit-level proficiency in a single foreign language. (4 credits) Proficiency must be demonstrated by either examination or course work. (Sem: 1-4)

Select 6 credits of Global Awareness and Understanding from approved course list (credits must be taken in GA, GH, or GS) (Sem: 1-8)
Select 3 credits of related coursework. See department list (Sem: 5-8)
Select 6 credits of supporting coursework. See department list (Sem: 5-8)

[1] A student enrolled in this major must receive a grade of C or better, as specified in Senate Policy 82-44.

Last Revised by the Department: Summer Session 2009

Blue Sheet Item #: 37-05-017

Review Date: 2/24/09

UCA Revision #1: 8/9/06

BA

Marketing

University Park, Smeal College of Business (MKTG)

PROFESSOR HANS BAUMGARTNER, Chair of the Department of Marketing

This major provides professional education leading to positions in business, government, and other organizations, and helps prepare the student for advanced study at the graduate level. Career opportunities are in marketing management, sales management, advertising, marketing research, retailing, public policy, and consumer affairs. In addition to following a planned course sequence in general marketing management, the students may elect course work that focuses on their interests in consumer or business-to-business marketing, physical goods or services marketing, and for-profit or not-for-profit marketing.

The Marketing major is designed to be integrated with the college's professional education in business and builds on that program and on education in the social sciences.

Entrance Requirement: To be eligible for entrance into the Marketing (MKTG) major, a degree candidate must be enrolled in the Smeal College of Business or the Division of Undergraduate Studies and satisfy requirements for entrance to the major.

Specific entrance requirements include:

1. The degree candidate must be taking, or have taken, a program appropriate for entry to the major as shown in the bulletin, including approximately 60 credits of course work.
2. Complete the following entrance to major requirements: ACCTG 211(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); ECON 002 GS(3); SCM 200 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) or STAT 200 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); ENGL 015 GWS(3) or ENGL 030 GWS(3); and MATH 110 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) or MATH 140 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); FIN 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); MGMT 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)); and MKTG 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)). These courses must be completed by the end of the semester during which the entrance to major process is carried out.
3. In addition to the above requirements, the Executive Vice President and Provost of the University may approve administrative enrollment controls that limit the number of students who are admitted to majors in the Smeal College of Business. In each case, however, academic requirements are established for admission. For information on enrollment controls, consult the Smeal College of Business Web site (<http://www.smeal.psu.edu> (<http://www.smeal.psu.edu>)).

For the B.S. degree in Marketing, a minimum of 120 credits is required with at least 15 credits at the 400 level.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

GENERAL EDUCATION: 45 credits
(18 of these 45 credits are included in the REQUIREMENTS FOR THE MAJOR)
(See description of General Education in this bulletin.)

FIRST-YEAR SEMINAR:
(Included in ELECTIVES or GENERAL EDUCATION course selection)

UNITED STATES CULTURES AND INTERNATIONAL CULTURES:
(Included in ELECTIVES or GENERAL EDUCATION course selection)

WRITING ACROSS THE CURRICULUM:
(Included in REQUIREMENTS FOR THE MAJOR)

ELECTIVES: 16 credits

REQUIREMENTS FOR THE MAJOR: 77 credits
(This includes 18 credits of General Education courses; 3 credits of GWS courses; 6 credits of GQ courses; 3 credits of GS courses; and 6 credits of GA, GH, or GS courses.)

PRESCRIBED COURSES (43 credits)
ACCTG 211(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)), ECON 002 GS(3), FIN 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), MGMT 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), MKTG 301(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) (Sem: 1-4)
B A 411(3), ECON 004 GS(3), ENGL 202D GWS(3), MIS 204(3), SCM 301(3), MKTG 3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), MKTG 342(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), MKTG 445 IL(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), MKTG 450W(3[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) (Sem: 5-8)

ADDITIONAL COURSES (18 credits)
MATH 110 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)) or MATH 140 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)) (Sem: 1-2)
SCM 200 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)) or STAT 200 GQ(4[1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)) (Sem: 1-2)
B A 243(4) or B A 241(2) and B A 242(2) (Sem: 5-6)
Select 6 credits [1](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01)) from MKTG 422(3), MKTG 426(3), MKTG 428(3), MKTG 435(3), MKTG 437(3), MKTG 440(3) (Sem: 6-8)

SUPPORTING COURSES AND RELATED AREAS (16 credits)
Select 4 credits: Attainment of 12th credit level proficiency in a single foreign language. (4 credits) Proficiency must be demonstrated by either examination or course work (Sem: 1-4)
Select 6 credits of Global Awareness and Understanding from approved course list (credits must be taken in GA, GH, or GS) (Sem: 1-8)
Select 6 credits of supporting course work. See Department List. (Sem: 5-8)

[1] A student enrolled in this major must receive a grade of C or better, as specified in Senate Policy 82-44.

Last Revised by the Department: Summer Session 2009

Blue Sheet Item #: 37-05-018

Review Date: 2/24/09

UCA Revision #1: 8/9/06

Supply Chain and Information Systems

University Park, Smeal College of Business (SC&IS)

PROFESSOR JOHN E. TYWORTH *Chair of the Department of Supply Chain and Information Systems*

The SC&IS major concentrates on the management of value-creating supply chain networks that modern business enterprises use to acquire, produce, and deliver goods and services all over the world and on information technology as the key enabler of supply chain integration. Students learn how to analyze and design supply chains and manage core business processes including (1) sourcing and procuring raw materials, (2) manufacturing and service operations, and (3) planning and fulfilling customer demand. Students also develop knowledge, skills, and abilities in the information systems area, including information processing, databases, information systems design and analysis, and supply chain technologies.

Graduates are well-prepared for careers in the supply chain and information systems area in both industry and government, including manufacturing, service, technology, and merchandising companies, third-party logistics providers, transport system enterprises, consulting firms, and government agencies.

More information about the broad range of career opportunities is available at <http://www.smeal.psu.edu/scis/recruit> (<http://www.smeal.psu.edu/scis/recruit>).

Entrance Requirement: To be eligible for entrance into the Supply Chain and Information Systems (SC&IS) major, a degree candidate must be enrolled in the Smeal College of Business or the Division of Undergraduate Studies and satisfy requirements for entrance to the major.

Specific entrance requirements include:

- The degree candidate must be taking, or have taken, a program appropriate for entry to the major as shown in the bulletin, including approximately 60 credits of course work.
- Complete the following entrance to major requirements: ACCTG 211(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); ECON 002 GS(3); SCM 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) or STAT 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); ENGL 015 GWS(3) or ENGL 030 GWS(3); and MATH 110 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) or MATH 140 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); FIN 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); MGMT 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); and MKTG 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01). These courses must be completed by the end of the semester during which the entrance to major process is carried out.
- In addition to the above requirements, the Executive Vice President and Provost of the University may approve administrative enrollment controls that limit the number of students who are admitted to majors in the Smeal College of Business. In each case, however, academic requirements are established for admission. For information on enrollment controls, consult the Smeal College of Business Web site (<http://www.smeal.psu.edu> (<http://www.smeal.psu.edu>)).

For the B.S. degree in Supply Chain and Information Systems, a minimum of 120 credits is required (at least 15 credits must be taken at the 400 level).

GENERAL EDUCATION: 45 credits
(18 of these 45 credits are included in the REQUIREMENTS FOR THE MAJOR)
(See description of General Education in this bulletin.)

FIRST-YEAR SEMINAR:
(Included in ELECTIVES or GENERAL EDUCATION course selection)

UNITED STATES CULTURES AND INTERNATIONAL CULTURES:
(Included in ELECTIVES or GENERAL EDUCATION course selection)

WRITING ACROSS THE CURRICULUM:
(Included in REQUIREMENTS FOR THE MAJOR)

ELECTIVES: 16 credits

REQUIREMENTS FOR THE MAJOR: 77 credits
(This includes 18 credits of General Education courses: 3 credits of GWS courses; 6 credits of GQ courses; 3 credits of GS courses; and 6 credits of GA, GH or GS courses.)

PRESCRIBED COURSES (46 credits)
ACCTG 211(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01), ECON 002 GS(3), FIN 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); MGMT 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01); and MKTG 301(3)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) (Sem: 1-4)
MIS 204(3), SCM 301(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) (Sem: 3-5)
B A 411(3), ECON 004 GS(3), ENGL 202D GWS(3), SCM 404(1)([#mnote01](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), SCM 405(3)(1)([#mnote01](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), SCM 406W(3)(1)([#mnote01](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), SCM 421(3)(1)([#mnote01](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)), SCM 450(3)(1)([#mnote01](http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01)) (Sem: 5-8)

ADDITIONAL COURSES (12 credits)
MATH 110 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01) or MATH 140 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=ba_ec.htm#mnote01) (Sem: 1-2)
SCM 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) or STAT 200 GQ(4)(1)(http://bulletins.psu.edu/bulletins/bluebook/college_campus_details.cfm?id=22&program=acctg.htm#mnote01) (Sem: 1-2)
B A 243(4) or B A 241(2) and B A 242(2) (Sem: 3-4)

SUPPORTING COURSES AND RELATED AREAS (19 credits)
Select 4 credits: Attainment of 12th-credit-level proficiency in a single foreign language. (4 credits) Proficiency must be demonstrated by either examination or coursework (Sem: 1-4)
Select 6 credits of Global Awareness and Understanding from approved course list (credits must be taken in GA, GH, or GS) (Sem: 1-8)
Select 3 credits of related coursework. See department list. (Sem: 5-8)
Select 6 credits of supporting coursework. See department list. (Sem: 5-8)

[1] A student enrolled in this major must receive a grade of C or better, as specified in Senate Policy 82-44.

Last Revised by the Department: Summer Session 2009

Blue Sheet Item #: 37-05-019

Review Date: 2/24/09

UCA Revision #: 8/14/06

BA

Associate Degrees

Minors

Business Logistics Minor

University Park, Smeal College of Business (B LOG)

PROFESSOR JOHN E. TYWORTH, Chair of the Department of Business Logistics

The Business Logistics minor is structured to provide the student with a working knowledge of the discipline and to complement a student's major field of study. Because Business Logistics crosses both functional and organizational boundaries in business, it is an appropriate minor for non-logistics majors within The Smeal College as well as for students in other majors.

The B LOG minor provides exposure to basic business principles along with logistics and supply chain concepts. Because of the importance of transportation links in supply chains, the minor also requires a course on domestic and international freight transportation systems. Students within the minor may pursue supporting courses in Business Logistics, covering topics such as e-fulfillment and operations, strategic procurement, transportation management and policy, urban transportation, and international logistics. To be successful in the B LOG minor, the student must, at a minimum, possess a working knowledge of quantitative techniques and an understanding of basic economic principles.

Because Business Logistics is common to many industries, students graduating with a minor in Business Logistics can apply their expanded knowledge in areas such as agriculture, health care, manufacturing, wholesaling, retailing, minerals and petroleum production, civilian and military government agencies, consulting, and food and hotel services.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

REQUIREMENTS FOR THE MINOR:18 credits

PRESCRIBED COURSES: (6 credits)
ECON 002 GS(3), SCM 320(3) (Sem: 5-6)

ADDITIONAL COURSES: (12 credits)

Select 6 credits from a or b:

a) Business Majors: BA 303(3)

b) Non-Business Majors: B LAW 243(3), SCM 301(3)

Select 6 credits from B LOG 410(3), SCM 416(3), SCM 430(3), SCM 432(3), or SCM 435(3) (Sem: 5-8)

Last Revised by the Department: Spring Semester 2000

Blue Sheet Item #: 28-04-015

Review Date: 11/01

UCA Revision #1: 8/14/06

BA

Global Business Strategies for the Earth, Energy, and Material Industries Minor

University Park: College of Earth and Mineral Sciences and The Smeal College of Business (G B S)

PROFESSOR ANDREW N. KLEIT, in charge

The minor in Global Business Strategies for the Earth, Energy, and Materials Industries is a joint offering of the College of Earth and Mineral Sciences and the Smeal College of Business. The minor introduces students to financial, investment, and management concepts applied to private sector organizations whose operation emphasizes the Earth and its environment, the energy and mineral industries, or the development of new and enhanced materials. The minor focuses on the leadership and information strategies characteristic of enterprises that are succeeding in a rapidly integrating global economy.

The minor provides science and engineering students an introduction to basic entrepreneurial and business concepts to help prepare them for success in a changing professional environment. It provides students in the Smeal College an opportunity to focus on business strategies in the Earth resources, environmental, and materials industries. A minimum of 18 credits is required for the minor. A student enrolled in this minor must receive a grade C or better in all courses in the minor. Advising is available through the EMS Student Center (25 Deike Building).

Scheduling Recommendations by Semester Standing given like (Sem: 1-2)

REQUIREMENTS FOR THE MINOR:18 credits

PRESCRIBED COURSES (6 credits)
E B F 200 GS(3) (Sem: 3-4)
E B F 401(3) (Sem: 5-8)

ADDITIONAL COURSES (6 credits)

Select 6 credits from category a or b:

a. B A 301(2) and B A 302(2) and B A 304(2) (Sem: 3-8)

b. FIN 100(3) or E B F 301(3); and MGMT 100(3) or E B F 304W(3) (Sem: 3-8)

SUPPORTING COURSES AND RELATED AREAS(6 credits)

Select 6 credits from the approved list of EMS courses. Approved courses are: EM SC 420(3), E B F 473(3), ENNEC 484(3), GEOG 424 US:IL(3), GEOG 430(3), GEOG 431(3), GEOG 444(3), GEOG 493(3), GEOSC 402Y IL(3), GEOSC 454(3), and METEO 473(3), and P N G 489(3) (Sem: 5-8).

Last Revised by the Department: Summer Session 2007

Blue Sheet Item #: 35-04-219

Review Date: 1/16/07

EM/BA

Information Systems Management Minor

University Park, Smeal College of Business (ISM)

This interdisciplinary minor is designed for students in every curriculum at the University. The Information Systems Management courses combined with other functional areas of study will enable students to gain understanding of the strategies, issues, and best practices for aligning information technology planning and use with business strategy in the global digital economy.

A grade of C or better is required for all courses in the minor.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

REQUIREMENTS FOR THE MINOR:20-22 credits

PRESCRIBED COURSES (9 credits)
MIS 204(3) (Sem: 1-4)
MIS 390(3) (Sem: 5-6)
MIS 446(3) (Sem: 5-8)

ADDITIONAL COURSES (11-13 credits)

B A 241(2) and B A 242(2) or B A 243(4) (Sem: 1-4)

B A 302(2) or SCM 310(3) (Sem: 5-6)
B A 304(2) or MGMT 301(3) (Sem: 5-6)
MIS 479(3) or MIS 479W(3) (Sem: 5-8)

Last Revised by the Department: Fall Semester 2007

Blue Sheet Item #: 35-06-168

Review Date: 4/10/07

UCA Revision #1: 8/9/06

BA

Insurance Minor

University Park, Smeal College of Business (INS)

The Insurance minor prepares students for careers in risk management and insurance as well as familiarizes those students in related areas with the important aspects of risk management in the business environment. Students with a minor in insurance study the management of insurable risks within the firm, the legal, regulatory and financial aspects of insurance, as well as personal financial and estate planning. They take courses in the principles of risk, and insurance, property-liability insurance, corporate risk management, life insurance, estate planning and real estate. When coupled with a related major, students are prepared for careers in insurance underwriting, risk management, claims management, sales or personal financial planning.

A grade of C or better is required for all courses in the minor.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

REQUIREMENTS FOR THE MINOR:18 credits

PRESCRIBED COURSES (15 credits)

INS 301(3), INS 320(3), INS 400(3), INS 405(3), R EST 301(3) (Sem: 5-8)

ADDITIONAL COURSES (3 credits)

Select 3 credits from INS 305(3) or INS 310W(3) (Sem: 5-8)

Last Revised by the Department: Fall Semester 1995

Blue Sheet Item #: 23-05-047

Review Date: 11/01

BA

International Business Minor

University Park, Smeal College of Business (I B)

The International Business minor provides students with knowledge, skills, and experiences that prepare them for a business career that might include international responsibilities. Mastery of fundamental business concepts, coursework in international business or economics, foreign language skills, and an approved study abroad experience each contribute to build perspectives about the challenges and opportunities of commercial activity in a global business environment.

A grade of C or better is required for all courses in the minor.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

REQUIREMENTS FOR THE MINOR:30 credits

PRESCRIBED COURSES (12 credits)

ACCTG 211(4) (Sem: 1-4)

B A 301(2), B A 302(2), B A 303(2), B A 304(2) (Sem: 5-6)

ADDITIONAL COURSES (6 credits)

Select 6 credits from the following with at least 3 credits at the 400 level: ECON 333(3), I B 303(3), I B 403(3), or I B 404(3) (Sem: 5-8)

SUPPORTING COURSES AND RELATED AREAS(12 credits)

Select 3 credits of foreign language. (Sem: 1-4)

Select 6 credits from an education abroad program with prior approval by the Smeal College International Programs Office. (Sem: 4-7)

Select 3 credits of 400-level International Business related coursework. See Program List. (Sem: 6-8)

Last Revised by the Department: Fall Semester 2003

Blue Sheet Item #: 31-06-008

Review Date: 3/11/03

UCA Revision #1: 8/8/06

BA

Legal Environment of Business Minor

University Park, Smeal College of Business (LEBUS)

PROFESSOR JEFFERY M. SHARP, *in charge*

This minor presents students with a structured study of the statutory and common law governing the business environment. Students in this program have the opportunity to learn advanced legal subject matter, including business organization structures, employment law, property law, commercial transactions, intellectual property, environmental law, and government regulation. A certificate is awarded to students upon completion of the 20-22 credits required for the minor.

A grade of C or better is required for all courses in the minor.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

REQUIREMENTS FOR THE MINOR:20-22 credits

(At least 6 credits must be at the 400 level)

PRESCRIBED COURSES (9 credits)

ECON 002 GS(3), ECON 004 GS(3) (Sem: 1-4)

B LAW 346(3) (Sem: 6-8)

ADDITIONAL COURSES (11-13 credits)

B A 241(2) and B A 242(2) or B A 243(4) or B LAW 243(3) (Sem: 1-4)
B A 301(2) or FIN 100(3) (Sem: 1-6)
Select 6 credits from the following (a student may not count both B LAW 445 and IST 432 toward the 6-credit requirement):
B LAW 424(3)/R EST 424(3), B LAW 425(3), B LAW 444(3), B LAW 445(3), LER 401(3), COMM 403(3), IST 432(3) (Sem: 6-8)

Last Revised by Department: Summer Session 2004

Blue Sheet Item #: 32-06-049

Review Date: 4/13/04

BA

Real Estate Minor

University Park, Smeal College of Business (R EST)

PROFESSOR AUSTIN J. JAFFE, *Chair of the Department of Insurance and Real Estate*

Real Estate is a minor designed to prepare students for a career in a number of related areas including brokerage, appraisal, development, investment counseling, and mortgage lending. The minor is designed to supplement for such majors in any field of business administration, most often finance or insurance.

A grade of C or better is required for all courses in the minor.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

REQUIREMENTS FOR THE MINOR:18 credits

PRESCRIBED COURSES (15 credits)

INS 301(3), R EST 301(3), R EST 306(3), R EST 325(3), R EST 409(3) (Sem: 5-8)

ADDITIONAL COURSES (3 credits)

Select 3 credits from R EST 425(3), R EST 440(3), or R EST 450W(3) (Sem: [5\(8\).est.htm](#))

Last Revised by the Department: Fall Semester 1995

Blue Sheet Item #: 23-05-049

Review Date: 11/01

Publications updated department head: 4/14/08

BA

Supply Chain and Information Sciences and Technology Minor

University Park: Smeal College of Business and College of Information Sciences and Technology (SCIST)

The minor in SCIST is structured to provide students not majoring in Supply Chain & Information Systems (SC&IS) or Management Information Systems (M I S) with the opportunity to develop working knowledge of information technology, supply chain management, and their interdisciplinary synergies. The joint minor is designed for professional careers in business, information systems, software development, consulting, and government. The successful minor must, at a minimum, possess basic knowledge of quantitative techniques, computer applications, and microeconomics.

A one-time tuition surcharge will be applied to all students enrolled in the minor.

A grade of C or better is required for all courses in the minor.

Scheduling Recommendation by Semester Standing given like (Sem: 1-2)

REQUIREMENTS FOR THE MINOR:18 credits

PRESCRIBED COURSES (18 credits)

IST 110 GS(3), IST 210(4), IST 220(3) (Sem 1-7)

B A 302(2)* (Sem 5-6)

SCM 404(3), SCM 405(3) (Sem: 6-8)

*Admission to B A 302 will be controlled by the SC&IS Department for students enrolled in the SCIST Minor.

Last Revised by the Department: Fall Semester 2003

Blue Sheet Item #: 31-06-009

Review Date: 10/06/05

UCA Revision #1: 8/14/06

BA/IS

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