

Major Courses (30 credits)

ACCT 301, Financial Accounting I	3
ACCT 403, Federal Taxation I	3
FIN 355, Investments	3
FIN 360, Financial Information Technology	3
FIN 385, Analysis of Financial Markets and Institutions	3
FIN 406, Theory of Financial Decisions	3
FIN 466, Financial Management	3
FIN 480, Management of Financial Institutions	3
ACCT elective or BLAW 318, Business Law II	3
FIN elective or OEBU 213, Consumer Lending*, or OEBU 225, Introduction to Commercial Lending*	3

*Only students transferring from the Doña Ana Branch Community

College may use these classes to satisfy the 3-credit requirement. These students must take another elective inside or outside the College of Business Administration and Economics.

Elective Courses (18 credits)

Viewing a Wider World (two courses from colleges other than the College of Business Administration and Economics, from courses listed in General Education Requirements, Part III)	6
General Electives outside the CBAE	12

OPTION: Insurance and Financial Services

The Insurance and Financial Services option was established to provide the insurance industry in the region with a source of new employees who recognize the specialized needs of the insurance industry. This program encourages an internship or co-op experience in an insurance company or an insurance agency.

Major Courses (24 credits)

FIN 355, Investments	3
FIN 385, Analysis of Financial Markets and Institutions	3
FIN 406, Theory of Financial Decisions	3
Finance electives: Any four of the following courses	
FIN 322, Principles of Insurance	3
FIN 323, Life and Health Insurance	3
FIN 324, Property and Liability Insurance	3
FIN 325, Real Estate Principles and Law I	3
FIN 391, Finance Internship and Cooperative Education I	3
FIN 462, Employee Benefits and Retirement Planning	3
Any upper-division accounting course	3

Elective Courses (24 credits)

Viewing a Wider World (two courses from two colleges other than the CBAE, from courses listed in General Education Requirements, Part III)	6
General electives (at least 11 credits must be taken outside the College of Business Administration and Economics)	18

MINOR: Finance

The minor in Finance, available to students of all majors (business and non-business), is designed to give students the opportunity to select their minor courses to provide a focus on any one of several sub-specialties within the field of Finance. Faculty advisors in the department can assist students in selecting their Finance electives to provide a focus in financial management, investments, banking, insurance or real estate.

Foundation Courses (9 credits):

ACCT 251	3
ECON 201 or 251 or 252	3
FIN 341	3

Minor Courses (9 credits)

Finance electives: Any three additional finance courses

Business Elective (3 credits)

Any additional upper division business course

MANAGEMENT

Professor Peter W. Dorfman, department head

Professors Boje, Dorfman, Howell, Manning; **Associate Professors** Adler, Benson, Bishop, Black, Daily, Gray, Jun, Teich, Weisinger, Wieters; **Assistant**

Professors Chavez, Rosile

(505) 646-1201

DEGREE: Bachelor of Business Administration**MAJOR: Management**

OPTION: Human Resources Management

OPTION: Managerial Leadership

OPTION: Operations Management

OPTION: Small Business Management and Entrepreneurship

MAJOR: General Business

OPTION: General Business

OPTION: Entrepreneurship

MINOR: Management**DEGREE: Bachelor of Business Administration****MAJOR: Management**

The Department of Management invites you to consider a major in management. Do you like to work with people? Need help solving people problems at work? Hope to start your own business? Want to run an environmental project? Or a bank, a store, a farm, or a government agency? Are you interested in how people from diverse backgrounds work together to achieve common goals? If you answered yes to any of these questions, you should consider a degree in management. The mission of the department is to prepare graduates, with a Bachelor of Business Administration, for management careers in a broad spectrum of New Mexico, national, and globally oriented businesses. Management graduates work in small and large agricultural, manufacturing, government, transportation, public utility, merchandising, health care, environmental, and communications organizations.

The study of management offers the opportunity to develop skills in utilizing human, physical, and economic resources to achieve organizational objectives. These are important cross-functional skills in today's competitive job market. Students will acquire the skills and knowledge to develop their potential and to lead others in a common mission. Management majors may choose from program options in human resource management, managerial leadership, operations management, or small business management, and entrepreneurship. Every candidate for a management degree must fulfill the following requirements in addition to the general education and other foundation courses and the business core courses (see above). Students will choose one of the four options that follow.

OPTION: Human Resource Management**Major Courses (24 credits)**

MGT 332, Human Resources Management	3
MGT 333, Training and Development	3
MGT 451, Selection, Placement, and Performance Evaluation	3
MGT 460, Compensation Management	3
Electives in management, upper division	12

Elective Courses (24 credits)

Viewing a Wider World (two courses from two colleges other than CBAE, from courses listed in General Education Requirements, Part III)	6
General electives (at least 11 credits must be taken outside the CBAE)	18

OPTION: Managerial Leadership**Major Courses (24 credits)**

MGT 347, Management Functions and Processes	3
MGT 453, Leadership and Motivation	3
MGT 454, Work Teams in Organizations	3
Electives in management, upper division	15

Elective Courses (24 credits)

Viewing a Wider World (two courses from two colleges other than CBAE, from courses listed in General Education Requirements, Part III)6
 General electives (at least 11 credits must be taken outside the CBAE).....18
 Note: The managerial leadership option is delivered to the campus of the New Mexico Military Institute via distance education.

OPTION: Operations Management**Major Courses (24 credits)**

MGT 345G, Quality and Competitiveness: An International Perspective3
 MGT 351, Purchasing and Materials Management.....3
 MGT 445, Operations Planning and Control3
 MGT 480, Operations Strategy3
 Electives in management, upper division (may include MKTG 361 or MKTG 460).....12

Elective Courses (24 credits)

Viewing a Wider World (two courses from two colleges other than CBAE, from courses listed in General Education Requirements, Part III)6
 General electives (at least 11 credits must be taken outside the CBAE).....18

OPTION: Small Business Management and Entrepreneurship**Major Courses (24 credits)**

MGT 461, Seminar in Entrepreneurship.....3
 MGT 448, Small Business Consulting.....3
 MGT 464, Entrepreneurship Laboratory3
 One additional special topics course approved in advance by the Director of the Entrepreneurship Program3
 Electives in management, upper division.....12

Elective Courses (24 credits)

Viewing a Wider World (two courses from two colleges other than CBAE, from courses listed in General Education Requirements, Part III).....6
 General electives (at least 11 credits must be taken outside the CBAE).....18

MAJOR: General Business

The major in general business is based on a broad range of course options rather than a narrow focus on a single discipline. Graduates find careers in large and small businesses, in government agencies, and in the nonprofit sector. The general business major is well suited to the part-time and working student because courses are available in the late afternoon and evening. The entrepreneurship option is ideal for a student interested in starting or acquiring a small business or entering a family business upon graduation. The curriculum provides a focus on small and new enterprises, thus reflecting the entrepreneurial nature of contemporary business in the U.S.

Every candidate for this degree must fulfill the following requirements in addition to the general education and other foundation courses and the business core courses (see above). Students will choose one of the three options that follow.

OPTION: General Business**Major Courses (24 credits)**

Major requirements (upper division).....24
 No more than 6 credits may be taken in any one prefix:
 Accounting (ACCT)
 Business Administration (BA)
 Business Computer Systems (BCS)
 Business Law (BLAW)
 Economics (ECON)
 Finance (FIN)
 International Business (IB)/Management (MGT)
 Marketing (MKTG)

Elective Courses (24 credits)

Viewing a Wider World (two courses from two colleges other than CBAE, from courses listed in General Education Requirements, Part III)6
 General electives (at least 11 credits must be taken outside the CBAE).....18
 Note: The general business option is offered through distance education as well as on campus courses.

OPTION: Entrepreneurship**Major Courses (24 credits)**

MGT/MKTG 461, Seminar in Entrepreneurship.....3

MGT/BA 448, Small Business Consulting.....3
 MGT 464, Entrepreneurship Laboratory3
 One additional special topics course approved in advance by the Director of the Entrepreneurship Program3
 Major requirements (upper division).....12
Of the remaining 12 credits for the entrepreneurship option, no more than 6 credits may be taken in any one prefix:
 Accounting (ACCT)
 Business Administration (BA)
 Business Computer Systems (BCS)
 Business Law (BLAW)
 Economics (ECON)
 Finance (FIN)
 International Business (IB)
 Management (MGT)
 Marketing (MKTG)

Elective Courses (24 credits)

Viewing a Wider World (two courses from two colleges other than CBAE, from courses listed in General Education Requirements, Part III)6
 General electives (at least 11 credits must be taken outside the CBAE).....18

OPTION: Tribal Management

This option is offered to students who complete the tribal management option offered at Southwestern Indian Polytechnic Institute and wish to complete a BBA with a major in general business at NMSU.

Major Courses (24 credits)

MGT 391, Internship with a Tribal Organization3
 MGT 491, Internship with a Tribal Organization3
 Upper division electives in business18
 No more than 6 of the 18 credits may be taken in any one prefix
 Accounting (ACCT)
 Business Computer Systems (BCS)
 Business Law (BLAW)
 Economics (ECON)
 Finance (FIN)
 International Business (IB)
 Management (MGT)
 Marketing (MKTG)

Elective courses (24 credits)

Viewing a Wider World (two courses from two colleges other than CBAE, from courses listed in General Education Requirements, Part III)6
 General electives (at least 11 credits must be taken outside the CBAE).....18

MINOR: Management

The management minor requires 18 credits in management. Business majors must take any six upper-division management or BUSA courses (3 credits each). NOTE: BUSA 365 totals 3 management credits for purposes of the management minor. Nonbusiness majors must take one course from MGT 201G, MGT 309, or MGT 315G; and five additional management courses. For the nonbusiness major, one three-credit upper-division course in the College of Business Administration and Economics may substitute for one of the required management courses.

MARKETING

Professor Gerald M. Hampton, department head

Professors Hyman, Peterson, Sautter; *Associate Professors* Boberg, McQuitty, Tian; *Assistant Professors* Huhmann, Torres; *College Assistant*

Professor Gavin

(505) 646-3341

Professional Golf Management

Director Gavin; *Assistant Director* Renio

DEGREE: Bachelor of Business Administration

MAJOR: Marketing

OPTION: Marketing