

cally S/U. Courses taught in Spanish are have an asterisk. Students should check the undergraduate catalog for individual course prerequisites.

Core: ECON 331, The Border Economy; GEOG 461 U.S.-Mexico Border Development; GOVT 478, U.S.-Mexico Border Politics; HIST 458, History of the U.S.-Mexico Border; SOC 479, Sociological Perspectives on the U.S./Mexican Border; and either *SPAN 454, Spanish of the U.S.-Mexico Border Region or *SPAN 459, Spanish Sociolinguistics of the U.S.-Mexico Border or *SPAN 469, Literatura de la Frontera..... 9

Additional Courses: ANTH 305G, Contemporary Native Americans; ANTH 306G, Peoples of Latin America; ANTH 312, The Ancient Maya; ANTH 313, Ancient Mexico; ANTH 316, Archaeology of the American Southwest; ANTH 361G or SOC 361G, Social Issues of the Rural Americas; ART 310, Native American Art; ART 320, Art and Architecture in Pre-Columbian Meso-America; ECON 324G, Developing Nations; ECON 325G, Economic Development of Latin America; ECON 330G, The Business Economy of Mexico; ECON 450G, International Economics; ENGL 339G, Chicano Literature; ENGL 361, Southwest Folklore; ENGL 394G, Southwestern Literature; GOVT 360, International Relations; GOVT 446, New Mexico Government and Politics; GOVT 463, Inter-American Relations; GOVT 473, Latin American Politics; GOVT 476, Central American Politics; GOVT 479, Mexican Government and Politics; HIST 261, New Mexico History; HIST 367, Mexican-Americans in the United States; HIST 416, History of Latinos in the United States; HIST 451, Colonial Mexico; HIST 452, National Mexico; HIST 457, The Mexican Revolution; I B 351, International Business; SOC 270, Sociology of the Chicano Community I; SOC 342, Sociology of Rural New Mexico; SOC 360G, Introduction to Population Studies; SOC 470, Sociology of Latinos/as in the United States; SOC 478 or GOVT 477, Sociology of Development and the World System; SOC 489 or GOVT 469, Globalization; *SPAN 350, Introducción a Estudios Chicanos; *SPAN 353, Spanglish and Bilingualism in the United States; SPAN 364G, Culture and Civilization of Mexico; *SPAN 385, Introduction to Chicano Literature; *SPAN 467, Chicano Literature; additional Core courses; and appropriate Honors, special topics, seminars, service learning, and independent studies courses approved by Department of Government or Department of Economics and International Business..... 9

Statistics Courses

The staff of the University Statistics Center provides undergraduate service courses in applied statistics for students from all colleges. These courses are presented at an introductory level to acquaint the student with basic statistical concepts. This service instruction extends to intermediate and advanced graduate-level courses.

Graduate Work

The Department of Economics and International Business offers a graduate program leading to the Master of Science in Experimental Statistics. The Department also offers a graduate program leading to a Master of Arts in Economics or a Master of Science in Agricultural Economics. Interested students should consult the Graduate Catalog, which is available from the Graduate School. For more information call (505) 646-2936.

FINANCE

Associate Professor Lizbeth Ellis, department head

Professors Compton, Fortin, Martin, Oretskin; **Associate Professors** DeBoyrie, Ellis, Garland, Query, Roth, Sankaran; **College Assistant Professor** Berryman (505) 646-3201

DEGREE: Bachelor of Business Administration

MAJOR: Finance

OPTION: Banking

OPTION: Insurance and Financial Services

MINOR: Finance

Insurance

DEGREE: Bachelor of Business Administration

MAJOR: Finance

The finance major covers financial management principles and theory as well as an overview of the financial system and investments. The finance major forms the basis for careers in financial management, investments, banking, insurance, and real estate. The finance major is designed to allow a great deal of choice and flexibility so the student may choose to specialize in any one of these areas.

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 additional, upper division, finance courses.....	12
Any upper-division accounting course.....	3

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)	6
General electives (at least 7 credits must be taken outside the College of Business).....	14

The finance electives prepare students for careers in specific areas of finance. Students may choose electives in banking, investments, financial management, international finance, real estate or insurance depending on their career goals and their interests.

OPTION: Banking

The banking option was established to provide the regional banking community with timely research and a source of new employees who recognize the specialized needs of financial institutions and the banking industry. This program encourages an internship or co-op experience in a bank or other financial institution.

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 Policy Decisions	3
FIN 480, Management of Financial Institutions	3
ACCT elective or BLAW 418, Uniform Commercial Code and Advanced Business Law	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 (14 credits)

Viewing a Wider World (two courses from colleges other than the College of Business, from courses listed in General Education Requirements, Part III).....	6
General Electives outside the College of Business.....	8

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 349, Employee Benefits and Retirement Planning.....	3

FIN 391, Finance Internship and Cooperative Education I3
 Any upper-division accounting course.....3

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)6
 General electives (at least 7 credits must be taken outside the College of Business).....14

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. Requirements: Completion of the courses listed below with a minimum cumulative GPA of 2.0 in these courses and a minimum cumulative GPA of 2.0 in the FIN courses.

Foundation Courses (9 credits):

ACCT 251, Auditing Theory and Practices3
 ECON 201, Introduction to Economics; or ECON 251G, Principles of Macroeconomics; or ECON 252G, Principles of Macroeconomics3
 FIN 341, Financial Analysis and Markets3

Minor Courses (9 credits)

Finance electives: any three additional, upper division, finance courses.....9
 Business Elective (3 credits)
 Any additional upper division business course3

MINOR: Insurance

The minor in Insurance is available to students of all majors (business and non-business) and is designed to give students the opportunity to obtain a sub-specialty within the field of Insurance. Students pursuing this option will be advised by the director of the insurance studies program and will be encouraged to pursue internships and coop experiences in the insurance industry.

Requirements: Completion of the courses listed below with a minimum cumulative GPA of 2.0 in these courses.

Foundation Courses (9 credits):

BLAW 316, Legal Environment of Business3
 FIN 322, Principles of Insurance3
 FIN 341, Financial Analysis and Markets3

Minor Courses (9 credits)

Insurance electives: Three additional upper division finance courses chosen from FIN 323, Life and Health Insurance; FIN 324, Property and Liability Insurance; FIN 325, Real Estate Principles and Law I; FIN 349, Employee Benefits and Retirement Planning; and FIN 391, Finance Internship and Cooperative Education I (with placement with an insurance industry employer)9

Business Elective (3 credits)

Any additional upper division business course3

MANAGEMENT

Associate Professor Terry R. Adler, department head

Professors Boje, Dorfman, Manning; Associate Professors Adler, Benson, Bishop, Black, Daily, Gray, Jun, Teich, Weisinger; Assistant Professors Chavez, Rosile
 (505) 646-1201

DEGREE: Bachelor of Business Administration

MAJOR: Management

- OPTION: Human Resources Management
- OPTION: Managerial Leadership
- OPTION: Project and Supply Chain 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 Development3
 MGT 451, Selection, Placement, and Performance Evaluation3
 MGT 460, Compensation Management.....3
 Electives in management, upper division.....12

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)6
 General electives (at least 7 credits must be taken outside the College of Business)14

OPTION: Managerial Leadership

Major Courses (24 credits)

MGT 347, Management Functions and Processes3
 MGT 453, Leadership and Motivation3
 MGT 454, Work Teams in Organizations.....3
 Electives in management, upper division.....15

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)6
 General electives (at least 7 credits must be taken outside the College of Business).....14

Note: The managerial leadership option is delivered to the campus of the New Mexico Military Institute via distance education.

OPTION: Project and Supply Chain Management

Major Courses (24 credits)

MGT 345G, Quality and Competitiveness: An International Perspective3
 MGT 351, Supply Chain Management3
 MGT 466, Managing Electronic Commerce: A Business Model Perspective3
 MGT 470, Project Management in Organizations.....3
 Electives in Management, upper division12

Elective Courses (20 credits)

Viewing a Wider World (two courses from two colleges other than the College of Business, from courses listed in General Education Requirements, Part III)6