

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 Macroeconomics 3
 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 Insurance 3
 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

General electives (at least 7 credits must be taken outside the College of Business)..... 14

OPTION: Small Business Management and Entrepreneurship

Major Courses (24 credits)

MGT 332, Human Resources Management.....3
 MGT 361, Small Business Management.....3
 MGT 461, Seminar in Entrepreneurship.....3
 MGT 448, Small Business Consulting.....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

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 Information Systems (BCIS)
 Business Law (BLAW)
 Economics (ECON)
 Finance (FIN)
 International Business (IB)
 Management (MGT)
 Marketing (MKTG)

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 general business option is offered through distance education as well as on campus courses.

OPTION: Entrepreneurship

Major Courses (24 credits)

MGT 332, Human Resources Management.....3
 MGT 361, Small Business Management.....3
 MGT/MKTG 461, Seminar in Entrepreneurship.....3
 MGT/BA 448, Small Business Consulting.....3
 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 Information Systems (BCIS)
 Business Law (BLAW)
 Economics (ECON)
 Finance (FIN)
 International Business (IB)

Management (MGT)

Marketing (MKTG)

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: 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 Organization.....3
 MGT 491, Internship with a Tribal Organization.....3
 Upper division electives in business.....18

No more than 6 of the 18 credits may be taken in any one prefix:

Accounting (ACCT)
 Business Computer Information Systems (BCIS)
 Business Law (BLAW)
 Economics (ECON)
 Finance (FIN)
 International Business (IB)
 Management (MGT)
 Marketing (MKTG)

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: 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 may substitute for one of the required management courses.

To obtain a Management minor, a grade of C or better must be attained in the courses required.

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 (505) 646-2814

Director Gavin; *Assistant Director* Renio

DEGREE: Bachelor of Business Administration

MAJOR: Marketing

OPTION: Sport Marketing

OPTION: Professional Golf Management

MINORS: Advertising

Marketing

Sport Marketing

DEGREE: Bachelor of Business Administration