

Note: No Major, Support or Concentration courses may be selected as credit/no credit.

MAJOR COURSES		
BUS 206	Business Professionalism and Career Readiness	2
BUS 207	Legal Responsibilities of Business	4
BUS 214	Financial Accounting	4
BUS 215	Managerial Accounting	4
BUS 342	Fundamentals of Corporate Finance	4
BUS 346	Principles of Marketing	4
BUS 387	Organizational Behavior	4
BUS 391	Information Systems	4
BUS 401 & BUS 411	General Management and Strategy and Business Knowledge Exit Exam	4
BUS 404	Governmental & Social Influences on Business	4
Technology Management - Select from the following:		4
ITP 303	Lean Six Sigma Green Belt	
ITP 326	Product Design and Development	
ITP 330	Packaging Fundamentals	
ITP 341	Packaging Polymers and Processing	
ITP 371	Supply Chain Mgmt in Mfg and Services	
International Business - Select from the following:		4
BUS 301	Global Financial Institutions and Markets	
BUS 302	International and Cross Cultural Management	
BUS 303	Introduction to International Business	
BUS 304	International Supply Chains	
BUS 410	The Legal Environment of International Business	
BUS 446	International Marketing	
ECON 330	International Trade Theory	
Senior Project - Select from the following:		4
BUS 416	Volunteer Income Tax Assistance - Senior Project	
BUS 461 & BUS 462	Senior Project I and Senior Project II	
BUS 463	Senior Project: Low Income Taxpayer Clinic	
BUS 464	Applied Senior Project Seminar	
ECON 464	Applied Senior Project	
Concentration courses (see below)		28
Total Major Units		78

SUPPORT COURSES		
ECON 221	Microeconomics	4
ECON 222	Macroeconomics (D2) ¹	4
MATH 221	Calculus for Bus and Econ (B4) ^{1,2}	4
STAT 251	Statistical Inference for Management I (GE Electives) ^{1,3}	4
STAT 252	Statistical Inference for Management II ³	5
Total Support Units		21

GENERAL EDUCATION		
Area A English Language Communication and Critical Thinking		
A1	Oral Communication	4
A2	Written Communication	4
A3	Critical Thinking	4
Area B Scientific Inquiry and Quantitative Reasoning		
B1	Physical Science	4
B2	Life Science	4
B3	One lab taken with either a B1 or B2 course	
B4	Mathematics/Quantitative Reasoning (4 units in Support) ^{1,2}	0
Upper-Division B		4
Area C Arts and Humanities		
Lower-division courses in Area C must come from three different subject prefixes.		
C1	Arts	4
C2	Humanities	4
Lower-Division C Elective - Select a course from either C1 or C2		4
Upper-Division C		4
Area D Social Sciences - Select courses in Area D from at least two different prefixes		
D1	American Institutions (Title 5, Section 40404 Requirement)	4
D2	Lower-Division D (4 units in Support) ¹	0
Upper-Division D		4
Area E Lifelong Learning and Self-Development		
Lower-Division E		4
Area F Ethnic Studies		
F	Ethnic Studies	4
GE Electives in Areas B, C, and D		
Select from two different areas; may be lower- or upper-div.		
GE Elective (4 units B in Support) ^{1,3}		0
GE Elective (Area C or D)		4
Total GE Units		60
FREE ELECTIVES ⁴		21
TOTAL DEGREE UNITS		180

FOOTNOTES	
1 Required in Major or Support; also satisfies General Education (GE) requirement.	
2 Students should follow the advising footnote under the SUPPORT section of the Economics major: "Students pursuing the Quantitative Analysis concentration should take MATH 141 and MATH 142 instead of MATH 221".	
3 STAT 301 (4 units) and STAT 302 (4 units) may be used as a substitute for STAT 251 (4 units) and STAT 252 (5 units). All students must still complete GE Area B requirements. STAT 301 and STAT 302 are not GE courses.	
4 If a General Education (GE) course is used to satisfy a Major or Support requirement, additional units of Free Electives may be needed to complete the total units required for the degree.	

Accounting Concentration		
BUS 319	Accounting Information Systems	4
BUS 320	Federal Income Taxation for Individuals	4
BUS 321	Intermediate Accounting I	4
BUS 322	Intermediate Accounting II	4
BUS 424	Accounting Ethics	4
BUS 425	Auditing	4
Accounting Elective		
Select from the following:		4
BUS 323	Intermediate Accounting III	
BUS 412	Advanced Managerial Accounting	
BUS 417	Taxation of Corporations and Partnerships	
BUS 422	Accounting for Government and Not-For-Profit Entities	
BUS 474	Independent Study in Accounting	
Total Units		28

Consumer Packaging Concentration		
BUS 396	Consumer Insights	4
BUS 418	Listening to the Customer	4
BUS 419	Strategic Marketing Measurement	4
ITP 234	Packaging Design Fundamentals	4
ITP 330	Packaging Fundamentals	4
ITP 475	Distribution Packaging Dynamics	4
Approved Electives		
Select from the following:		4
GRC 337	Consumer Packaging	
ITP 233	Product Modeling and Communication	
ITP 341	Packaging Polymers and Processing ¹	
ITP 408	Fiber-Based Packaging	
ITP 411	Packaging Sustainability	
ITP 414	Packaging Laws & Regulations	
ITP 415	Supply Chain and Logistics	
ITP 430	Healthcare Packaging	
ITP 485	Packaging Development	
Total Units		28

¹ If course is taken to meet a Major or Support requirement, it cannot be double-counted in the concentration.

Entrepreneurship Concentration		
BUS 310	Introduction to Entrepreneurship	4
BUS 330	Funding and Managing Startup Companies	4
BUS 418	Listening to the Customer	4
BUS 488	Building a Startup Skill Set	4
ITP 428	Commercialization of New Technologies	4
	or ITP 406 Professional Technical Selling	
	or BUS 347 Professional Selling Skills	
Approved		
Select from the following:		8
BUS 311	Managing Technology in the International Legal	
BUS 392	Business Application Development	
BUS 408	Innovation and Entrepreneurship Through Disruptive	
BUS 451	New Product Development and Launch	
BUS/COMS 458	Solving Big World Challenges	
BUS 476	Leading Social Innovation in Organizations	
BUS 487	Launching and Growing the Technology Start-Up	
BUS 489	Negotiation	
ITP 326	Product Design and Development ¹	
Total Units		28

¹ If course is taken to meet a Major or Support requirement, it cannot be double-counted in the concentration.

Financial Management Concentration		
BUS 431	Security Analysis and Portfolio Management	4
BUS 438	Advanced Corporate Finance	4
BUS 439	Fixed Income Securities Market	4
Select from the following:		12
BUS 433	International Finance	
BUS 434	Real Estate Finance	
BUS 435	Real Estate Investment	
BUS 436	Entrepreneurial Finance	
BUS 437	Retirement and Estate Planning	
BUS 441	Computer Applications in Finance	
BUS 442	Introduction to Futures and Options	
BUS 443	Case Studies in Real Estate Finance	
BUS 444	Financial Engineering and Risk Management	
BUS 445	Ethics and Behavior Finance	
BUS 448	The Finance of Mergers and Acquisitions	
ECON 339	Econometrics ¹	
Approved Electives		
Select from the following		4
BUS 320	Federal Income Taxation for Individuals	
BUS 321	Intermediate Accounting I	
BUS 322	Intermediate Accounting II	
BUS 412	Advanced Managerial Accounting	
BUS 417	Taxation of Corporations and Partnerships	
BUS 425	Auditing	
BUS/ITP 468	Blockchain in Business	
ECON 311	Intermediate Microeconomics I	
ECON 313	Intermediate Macroeconomics	
ECON 330	International Trade Theory	
ECON 337	Money, Banking and Credit	
ECON 339	Econometrics ¹	
ECON 405	International Monetary Economics	
ECON 406	Applied Forecasting	
ECON 408	Mathematical Economics	
ECON 409	Probability Models for Economic Decisions	
ECON 424	Monetary Economics	
ECON 440	Advanced Econometrics	
Total Units		28

¹ ECON 339 cannot be double-counted.

Information Systems Concentration		
BUS 392	Business Application Development	4
BUS 393	Database Systems in Business	4
BUS 394	Systems Analysis and Design	4
BUS 399	IT Infrastructure and Security Management	4
BUS 497	Business Analytics	4
Approved Electives		
Select from the following:		8
BUS 395	Information Systems Project Management	
BUS 480	People Analytics	
BUS 490	Data Visualization	
BUS 491	Decision Support Systems	
BUS 492	Technology-Supported Collaboration	
BUS 493	User Experience Analysis and Design	
BUS 495	Software Testing	
BUS 496	Electronic Commerce	
BUS 498	Directed Topics in Information Systems	
BUS 499	Data Communications and Networking	
Total Units		28

Management and Human Resources Concentration		
BUS 382	Leadership and Organizations	4
BUS 384	Human Resources Management	4
BUS 388	Cultivating Human Capital	4
BUS 477	Management Consulting and Change Management	4
BUS 489	Negotiation	4
Approved Electives		
Select from the following:		8
BUS/ENGR 310	Introduction to Entrepreneurship	
BUS 471	Managing and Rewarding Employee Performance	
BUS 476	Leading Social Innovation in Organizations	
BUS 480	People Analytics	
BUS 497	Business Analytics	
ITP 303	Lean Six Sigma Green Belt ¹	
ITP 371	Supply Chain Management in Manufacturing & Services ¹	
ITP 403	Lean and Quality Systems Management	
ITP 428	Commercialization of New Technologies	
Total Units		28

¹ If a course is taken to meet a Major or Support requirement, it cannot be double-counted in the concentration.

Marketing Management Concentration		
BUS 396	Consumer Insights	4
BUS 418	Listening to the Customer	4
BUS 455	Marketing Strategy	4
Select from the following:		16
BUS 347	Professional Selling Skills	
BUS 419	Strategic Marketing Measurement	
BUS 421	Marketing Analytics and Business Intelligence	
BUS 423	Digital Marketing Metrics and Management	
BUS 430	Internship/Cooperative Education	
BUS 450	Current Topics in Marketing	
BUS 451	New Product Development and Launch	
BUS 452	Product Management	
BUS 453	Digital and New Media Marketing	
BUS 454	Marketing Projects	
Total Units		28

Real Estate Finance Concentration		
BUS 434	Real Estate Finance	4
BUS 435	Real Estate Investment	4
BUS 439	Fixed Income Securities Market	4
ECON 434	Urban Economics ¹	4
Approved Electives		
Select from the following: ¹		12
AGB 326	Rural Property Appraisal	
BUS 342	Fundamentals of Corporate Finance ²	
BUS 409	Law of Real Property	
BUS 443	Case Studies in Real Estate Finance	
CM 475	Real Property Development Principles	
CRP 412	Plan Implementation	
CRP 446	Development Review and Entitlement	
ECON 311	Intermediate Microeconomics I ^{1,3}	
ECON 339	Econometrics	
ECON 435	Economics of Land and Water	
Total Units		28

¹ ECON 434 has a prerequisite of ECON 311.

² BUS majors cannot count BUS 342 as an elective in the Real Estate Concentration because it is a required course in the BUS major.

³ ECON majors cannot count ECON 311 as an elective in the Real Estate Concentration because it is a required course in the ECON major.

Footnotes for Quantitative Analysis Concentration	
1 Consultation with an advisor is recommended prior to choosing Approved Electives. Courses in Analytics or in Statistics and Decision Analysis provide a focus in analytics. Courses in Statistics and Decision Analysis or in Mathematical Foundations are recommended for students pursuing post-baccalaureate studies.	
2 Economics majors cannot count ECON 339 toward electives in the Quantitative Analysis concentration.	
3 Economics majors cannot count ECON 395 or BUS 392 or CSC 101 toward electives in the Quantitative Analysis concentration.	

Quantitative Analysis Concentration		
ECON 440	Advanced Econometrics	4
STAT 331	Statistical Computing with R	4
Approved Electives:		
Select from the following courses: ¹		20
Analytics		
BUS 393	Database Systems in Business	
BUS 421	Marketing Analytics and Business Intelligence	
BUS 441	Computer Applications in Finance	
BUS 491	Decision Support Systems	
ECON 339	Econometrics ²	
ECON 395	Programming for Economics and Analytics ³	
or BUS 392	Business Application Development	
or CSC 101	Fundamentals of Computer Science	
Statistics and Decision Analysis		
ECON 406	Applied Forecasting	
ECON 409	Probability Models for Economic Decisions	
IME 301	Operations Research I	
IME 305	Operations Research II	
STAT 323	Design and Analysis of Experiments I	
STAT 324	Applied Regression Analysis	
STAT 330	Statistical Computing with SAS	
STAT 416	Statistical Analysis of Time Series	
STAT 419	Applied Multivariate Statistics	
STAT 425	Probability Theory	
STAT 426	Estimation and Sampling Theory	
STAT 427	Mathematical Statistics	
Mathematical Foundations		
ECON 408	Mathematical Economics	
MATH 142	Calculus II	
MATH 143	Calculus III	
MATH 206	Linear Algebra I	
MATH 241	Calculus IV	
MATH 242	Differential Equations I	
MATH 244	Linear Analysis I	
MATH 248	Methods of Proof in Mathematics	
MATH 304	Vector Analysis	
MATH 306	Linear Algebra II	
MATH 344	Linear Analysis II	
MATH 406	Linear Algebra III	
MATH 412	Introduction to Analysis I	
MATH 413	Introduction to Analysis II	
MATH 414	Introduction to Analysis III	
MATH 416	Differential Equations II	
MATH 418	Partial Differential Equations	
MATH 437	Game Theory	
MATH 451	Numerical Analysis I	
MATH 452	Numerical Analysis II	
MATH 453	Numerical Optimization	
Total Units		28