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**Website:** <https://business.ucr.edu/undergraduate>

## BACHELOR OF SCIENCE BUSINESS ADMINISTRATION

Catalog Year: Fall 2023 and subsequent

Phone: 951-827-4551

UCR UNIT VALUE	SCHOOL OF BUSINESS MAJOR REQUIREMENTS	PREREQUISITES
<b>MAJOR PRE-REQUISITE REQUIREMENTS (at least 23 units): GPA of 2.5 or Above in Major Pre-requisite Requirements</b>		
Take <b>ALL</b> of the following:		
4	<b>BUS 010</b> Introduction to Business	None
4	<b>BUS 020</b> Financial Accounting and Reporting	None
5	<b>ECON 002</b> Introduction to Macroeconomics	None
5	<b>ECON 003</b> Introduction to Microeconomics	None
5	<b>MATH 022</b> Calculus for Business	MATH 004 or MATH 005 or MATH 008A or MATH 006B with a grade of "C-" or better
Take <b>ONE</b> from the following:		
5	<b>STAT 008</b> Statistics for Business	CS 008; MATH 004 or MATH 005 or MATH 006B or MATH 007A or MATH 009A or MATH 009AH
5	<b>STAT 010</b> Introduction to Statistics	MATH 005A or MATH 006B or MATH 007A or MATH 009A or 009AH
5	<b>ECON 101</b> Statistics for Economics	MATH 004 or MATH 005 or MATH 008A or MATH 006B with a grade of "C-" or better
<b>UPPER-DIVISION CORE REQUIREMENTS (45 units): Minimum 2.0 GPA in Upper-Division Major Requirements</b>		
Take <b>ONE</b> from the following:		
5	<b>ECON 102</b> Intermediate Microeconomics	ECON 003 or ECON 003H; MATH 009A or MATH 009HA or MATH 022
5	<b>ECON 103</b> Intermediate Macroeconomics	ECON 002 or ECON 002H
Take <b>ONE</b> from the following:		
4	<b>BUS 106/ECON 134</b> Introduction to Financial Management	BUS 106: BUS 020; ECON 003 or ECON 003H; STAT 008 or ECON 101; or equivalent BUS 133 BUS 120 grade B or higher
4	<b>BUS 133</b> Accelerated Finance	BUS 133 Accelerated Foundations of Finance BUS 020 with grade of "B" or better; STAT 004 or STAT 008 or STAT 010 or ECON 101 with a grade of "B" or better; ECON 003 or ECON 003H with a grade of "B" or better.
Take <b>ALL</b> of the following courses:		
4	<b>BUS 100W</b> Management Writing and Communication	ENGL 001B with a grade of "C" or better; BUS 020; ECON 003; STAT 008; or equivalent; concurrent enrollment in ENGL 007 is required
4	<b>BUS 101</b> Information Technology Management	CS 008; BUS 020; ECON 003; STAT 008; or equivalent. (Effective Winter 2024, CS 008 will be removed as a pre-requisite.)
4	<b>BUS 102</b> Ethics and Law in Business and Society	BUS 020; ECON 003; STAT 008; or equivalent
4	<b>BUS 103</b> Marketing and Distribution Management	BUS 020; ECON 003 or ECON 003H; STAT 008
4	<b>BUS 104/STAT 104</b> Decision Analysis and Management Science	CS 008; STAT 008 or STAT 010; or equivalent. (Effective Winter 2024, CS 008 will be removed as a pre-requisite.)
4	<b>BUS 105</b> Production and Operations Management	CS 008; STAT 008 or STAT 010; or equivalent. (Effective Winter 2024, CS 008 will be removed as a pre-requisite.)
4	<b>BUS 107</b> Organizational Behavior	BUS 020; ECON 003; STAT 008; or equivalent
4	<b>BUS 108</b> Financial Evaluation and Managerial Analysis	BUS 020; ECON 003; STAT 008; or equivalent
<b>SENIOR LEVEL CORE CAPSTONE</b>		
4	<b>BUS 109</b> Competitive and Strategic Analysis	BUS 100W; BUS 103; BUS 106 or BUS 133; BUS 108; restricted to majors in Business Administration
<b>UPPER-DIVISION BUSINESS ELECTIVES (8 units*): Minimum 2.0 GPA in Concentration Requirements</b>		
Choose <b>TWO</b> (2) additional upper-division business electives. The approved list is available online and in the Undergraduate Business Programs Office.		
	Course 1:	
	Course 2:	
	Course 3:	*Students with BUS 108 credit from a community college need 16 units (4 courses)
<i>NOTE: BUS 198I (Business Internship course is a recommended elective for any student that is active in a business related internship)</i>		

### CONCENTRATION REQUIREMENTS (24 units): Minimum 2.0 GPA in Concentration Requirements

Choose **SIX** (6) courses from your chosen concentration:

4		
4		
4		
4		
4		
4		

### ACCOUNTING CONCENTRATION REQUIREMENTS (24 units): Minimum 2.0 GPA in Concentration Requirements

Choose **SIX** (6) courses from the following list:

4	<b>BUS 154</b> Business Law	Upper-Division Standing
4	<b>BUS 160/ECON 160</b> Industrial Organization	ECON 104B
4	<b>BUS 161</b> Forensic and Fraud Auditing	BUS 165B
4	<b>BUS 162/ECON 162</b> Managerial Economics	ECON 102 or ECON 104A
4	<b>BUS 165A</b> Intermediate Financial Accounting	BUS 021
4	<b>BUS 165B</b> Intermediate Financial Accounting	BUS 165A
4	<b>BUS 165C</b> Intermediate Financial Accounting	BUS 165B
4	<b>BUS 166</b> Accounting Information Systems	BUS 101; BUS 108; or equivalent
4	<b>BUS 167</b> Advanced Financial Accounting	BUS 165C (may be taken concurrently)
4	<b>BUS 168A</b> Individual Taxation	BUS 108; or equivalent
4	<b>BUS 168B</b> Federal Taxation for Corporations, Partnerships, Estates, and Trusts	BUS 168A
4	<b>BUS 169A</b> Auditing	BUS 165B (may be taken concurrently)
4	<b>BUS 169B</b> Quality Assurance in Auditing	BUS 169A
4	<b>BUS 170</b> Financial Statement Valuation	BUS 165B (may be taken concurrently)

### BUSINESS ANALYTICS CONCENTRATION REQUIREMENTS (24 units): Minimum 2.0 GPA in Concentration Requirements

Take **ALL** of the following courses:

4	<b>BUS 124A</b> Business Analytics	STAT 008
4	<b>BUS 125</b> Stimulation for Business	BUS 104/STAT 104
4	<b>BUS 130</b> Supply Chain Modeling	BUS 104/STAT 104 or BUS 105

Choose at least **THREE** (3) courses from the following list:

4	<b>BUS 119</b> Data-Driven Marketing	BUS 103
4	<b>BUS 123</b> Spreadsheet Modeling for Deision-Making	BUS 104/STAT 104
4	<b>BUS 124B</b> Advanced Business Analytics	BUS 124A with a grade "C-" or better; STAT 008 or STAT 010; CS 008
4	<b>BUS 129</b> Supply Chain Management	BUS 105
4	<b>BUS 136</b> Investments: Security Analysis and Portfolio Management	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 ECON 134 with a grade of C- or better.
4	<b>BUS 173</b> Introduction to Databases for Management	BUS 101

### FINANCE CONCENTRATION REQUIREMENTS (24 units): Minimum 2.0 GPA in Concentration Requirements

Take **ALL** of the following courses:

**\*Depending on career interest, students may choose courses recommended for one or more Finance Tracks: 1= Investment or 2= Corporate Finance. Selecting a track will not appear on your transcripts but can be reflected on your resume.**

4	<b>BUS 132</b> Foundations of Finance	BUS 020; ECON 101 or STAT 008; ECON 102 or ECON 103 or ECON 104A or ECON 105A
4	<b>BUS 134</b> Corporate Finance 1,2*	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134 with a grade of C- or better
4	<b>BUS 136</b> Investments: Security Analysis and Portfolio Management	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134 with a grade of C- or better Management 1,2*

Choose at least **THREE** (3) courses from the following list:

**\*Depending on career interest, students may choose courses recommended for one or more Finance Tracks: 1= Investment or 2= Corporate Finance. Selecting a track will not appear on your transcripts but can be reflected on your resume.**

4	<b>BUAS 101</b> Foundations of Insurance (New Course Fall 2023)	BUS 133 or BUS 106 or ECON 104
4	<b>BUS 131</b> Fixed-Income Securities 1*	BUS 133 or BUS 132 ; BUS 106 or ECON 134
		BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134 with a grade of C- or better.
4	<b>BUS 135</b> Corporate Financial Policy 2*	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134 with a grade of C- or better.
4	<b>BUS 137</b> Investments: Derivatives Markets 1*	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134 with a grade of C- or better
4	<b>BUS 138</b> International Finance 2*	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134.

### FINANCE CONCENTRATION REQUIREMENTS CONTINUED

4	<b>BUS 139</b> Real Estate Investments 1*	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134.
4	<b>BUS 141</b> Trading Strategies 1*	BUS 133 and BUS 136 or BUS 106 and BUS 132 and BUS 136/ECON 134
4	<b>BUS 142</b> Banks and Risks of Financial Institutions 1,2*	BUS 132 or BUS 133
4	<b>BUS 147</b> Entrepreneurial Finance 2*	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better and BUS 106 or ECON 134 with a grade of C- or better.

### INFORMATION SYSTEMS CONCENTRATION REQUIREMENTS (24 units): Minimum 2.0 GPA in Concentration Requirements

Take **SIX** of the following courses:

4	<b>BUS 110</b> Introduction to Data Mining & Visual Analytics	BUS 101
4	<b>BUS 125</b> Simulations for Business	BUS 104/STAT 104
4	<b>BUS 128</b> Project Planning and Control	BUS 104/STAT 104
4	<b>BUS 163</b> Technology Entrepreneurship	BUS 101
4	<b>BUS 166</b> Accounting Information Systems	BUS 101, BUS 108
4	<b>BUS 171</b> System Analysis and Design	BUS 101
4	<b>BUS 172</b> Information Economics	BUS 103; ECON 003 or ECON 003H
4	<b>BUS 173</b> Introduction to Databases for Management	BUS 101
4	<b>BUS 174</b> Electronic Commerce	BUS 101
4	<b>BUS 175</b> Business Data Communications	BUS 101
4	<b>BUS 179</b> Business Applications of Geographic Information Systems (GIS)	BUS 101
4	<b>BUS 198I</b> Individual Internship in Business Administration	Upper-Division Standing; Internship must be within Information Systems to satisfy IS concentration

### MANAGEMENT CONCENTRATION REQUIREMENTS (24 units): Minimum 2.0 GPA in Concentration Requirements

Choose **SIX** (6) courses from the following list:

4	<b>BUS 120</b> Global Strategy 2*	BUS 109
4	<b>BUS 121</b> Employee Benefits 1*	BUS 107
4	<b>BUS 143</b> Judgement and Decision Making 1,2*	Restricted to class level of junior and senior
4	<b>BUS 144</b> Negotiation Fundamentals 1*	BUS 107
4	<b>BUS 145</b> Designing and Leading Teams 1,2* COURSE TITLE HAS CHANGED as of Fall 2020	BUS 107 ; <b>COURSE TITLE CHANGE:</b> Previously Conflict and Cooperation in Groups. Will not receive credit for course if already completed BUS 145 prior to fall 2020 under previous title.
4	<b>BUS 146</b> Introduction to Entrepreneurship *2	Restricted to class level of junior and senior
4	<b>BUS 147</b> Entrepreneurial Finance 2*	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better and BUS 106 or ECON 134 with a grade of C- or better.
4	<b>BUS 148</b> Business Plan Development 2*	BUS 107
4	<b>BUS 149</b> Advanced Topics in Management and Decision-Making 1,2*	BUS 107
4	<b>BUS 150</b> Corporate Strategic Analysis in Multi-Business Firms 2*	Co-requisite BUS 109
4	<b>BUS 154</b> Business Law	Upper-Division Standing
4	<b>BUS 155</b> Managing Human Resources 1*	BUS 107
4	<b>BUS 156</b> Leadership Development 1,2*	BUS 107
4	<b>BUS 157</b> Managing Work Force Diversity 1*	BUS 107
4	<b>BUS 158/ANTH 105</b> Organizations as Cultural Systems	Upper-Division Standing
4	<b>BUS 163</b> Technology Entrepreneurship 2*	BUS 101
4	<b>BUS 173</b> Introduction to Databases for Management	BUS 101
4	<b>BUS 177</b> Labor Relations	BUS 010

### MARKETING CONCENTRATION REQUIREMENTS (24 units): Minimum 2.0 GPA in Concentration Requirements

Choose **SIX** (6) of the following courses:

\*Depending on career interest, students may choose courses that are recommended for one or more Management Tracks: 1 = Organizational Behavior & Human Resources or 2 = Strategy & Entrepreneurship. Selecting a track will not appear on your transcripts but can be reflected on your resume. Must complete 20 units toward the concentration.

4	<b>BUS 111</b> Services Marketing	BUS 103
4	<b>BUS 112</b> Consumer Behavior 1*	BUS 103
4	<b>BUS 113</b> Marketing Institutions 2,4* WINTER 2023: <b>BUS 113 Marketing Channels</b>	BUS 103; <b>COURSE TITLE CHANGE:</b> Effective Winter 2023 Marketing Institutions will become Marketing Channels. If BUS 113 has been completed with a passing grade with the title of "Marketing"
4	<b>BUS 114</b> Marketing In A Global Environment	BUS 103
4	<b>BUS 115</b> Marketing Research 3,4*	BUS 103
4	<b>BUS 116</b> Pricing Strategy and Management 2*	BUS 103
4	<b>BUS 117</b> Advertising and Integrated Marketing Communications 1*	BUS 103
4	<b>BUS 118</b> Digital Marketing	BUS 103

### MARKETING CONCENTRATION REQUIREMENTS CONTINUED

4	<b>BUS 119</b> Data-Driven Marketing 3,4*	BUS 103
4	<b>BUS 151</b> Brand Management	BUS 103
4	<b>BUS 152</b> Sales Management	BUS 103
4	<b>BUS 159</b> New Product Development	BUS 103
4	<b>BUS 164</b> Marketing Strategy	BUS 103

### OPERATIONS & SUPPLY CHAIN MANAGEMENT CONCENTRATION REQUIREMENTS (24 units): Minimum 2.0 GPA in Concentration Requirements

Choose **SIX** (6) of the following courses:

4	<b>BUS 123</b> Spreadsheet Modeling for Decision Making	BUS 104/STAT 104
4	<b>BUS 124A</b> Business Analytics	STAT 008
4	<b>BUS 124B</b> Advanced Business Analytics	BUS 124A with a grade of C- or better; STAT 008 or STAT 010; CS 008
4	<b>BUS 125</b> Simulation for Business	BUS 104/STAT 104
4	<b>BUS 126</b> Practical Business Forecasting	BUS 105
4	<b>BUS 127/STAT 127</b> Introduction to Quality Improvements	STAT 008 or STAT 010
4	<b>BUS 128</b> Project Planning and Control	BUS 104/STAT 104
4	<b>BUS 129</b> Supply Chain Management	BUS 105
4	<b>BUS 130</b> Supply Chain Modeling	BUS 104/STAT 104 or BUS 105
4	<b>BUS 173</b> Introduction to Databases for Management	BUS 101

### ADMISSION REQUIREMENTS FOR THE SCHOOL OF BUSINESS

Business Administration is a selecting major and students must meet all five (5) requirements in order to be accepted into the major:

1. A GPA of 2.5 or Above in major pre-requisite requirements
2. All breadth requirements must be completed (with the exception of foreign language and ENGL 001C which you must complete by the time you graduate with a letter grade of 'C' or better). American History requirement must be completed with a letter grade of 'C' or better.
3. Minimum UCR GPA of 2.7 or higher
4. Minimum 2.0 GPA for any upper division business major requirements
5. Students must be admitted within completing 100 units. If student has completed more than 100 units, please see Undergraduate Business Academic Advisor.

### UCR GRADUATION REQUIREMENTS

Students must complete a minimum of 180 units. This includes: major requirements, breadth requirements, and possible general elective units. No more than 105 quarter units of lower division from cc or other institutions can transfer to UCR.

**Internships:** Internships offer learning experiences outside of the classroom. They enhance your academic and career goals. An internship can help you "test drive" a possible career path. An internship is a perfect way to connect your academic experience with the professional world. Internships can also lead to employment opportunities. Please visit the Career Center, located in the Career Center Plaza or call 951-827-3631 if you have any questions. If you wish to earn academic credit (BUS 198I), please contact the UG Program Office.

**UCR's Student Organizations:** As a student, involvement is important in your professional development to expand your resume. There are many great benefits as a result of getting involved with an organization, such as developing soft skills, networking opportunities, and the ability to cultivate your leadership style. Students can express interest and join organizations with a click of a button, <https://highlanderlink.ucr.edu/>

**UCEAP:** Education Abroad is UCR Students' gateway to high-quality international opportunities, offered through academic coursework, experiential learning, and cultural/language immersion to cultivate intercultural understanding and collaboration, while acquiring the skills to work in a global marketplace. Please visit the Education Abroad in 0321 Skye Hall or call 951-827-4113 or email [educationabroad@ucr.edu](mailto:educationabroad@ucr.edu) for more assistance regarding studying abroad.