Bachelor of Business Administration Program (BBA)

Effective Fall 2010

UMKC THE BLOCH SCHOOL

Name: _____ ID #:_____

Term Admitted: _____ UM GPA:_____ CUM GPA: _____

General Education Requirements—36 hours

Course	*Title*	*Prerequisites*	*Req. Hrs*	*Transfer Equivalent*	*Earned Hrs.*	*Grade*
COMS 110	Fundamentals of Effective Speaking & Listening		3			
ENG 110	English I: Intro to Academic Prose		3			
ENG 225	English II: Intermediate Academic Prose	ENG 110, sophomore standing (30 hours)	3			
PHIL 210 **OR** foreign language	Foundations of Philosophy **or** one semester college foreign language	Philosophy—sophomore standing	3-5			
Natural science	Select from Biology; Chemistry; Environmental Science; *select* Geography (see UMKC Undergraduate Catalog, Arts & Sciences General Degree Requirements for specific courses); Geology; Life Sciences-Anatomy; Life Sciences-Microbiology; Life Sciences-Physiology; PACE-Natural Science; Physical Science; Physics		8 must include lab			
Social science	Select from American Studies, Anthropology, Criminal Justice, Geography, History, Political Science, Psychology or Sociology		3			
Constitution course	Select: HIST 101, 102, 360R or POL SC 210, 409P or SOC SC 102P		3			
Fine arts course	Course from Art, Conservatory or Theater		3			
Non-business electives	Up to 2 credits of PE activity; no vocational, remedial, or military science courses		7			

Basic Skills Courses—24 hours

Course	*Title*	*Prerequisites*	*Req. Hrs*	*Transfer Equivalent*	*Earned Hrs.*	*Grade*
MATH 110	College Algebra	Pass entrance exam and results in Pathway	3			
MATH 206	Brief Calculus & Matrix Algebra	MATH 110, pass entrance exam and results in Pathway	3			
ACTG 210	Introduction to Financial Accounting	MATH 110, sophomore standing (30 hours)	3			
ACTG 211	Introduction to Managerial Accounting	ACTG 210	3			
MIS 202	Computer Applications in Business	MATH 110 or equivalent	3			
ECON 201	Intro to Econ I [Macro]		3			
ECON 202	Intro to Econ II [Micro]		3			
STAT 235	Elementary Statistics	MATH 110, pass entrance exam and results in Pathway	3			

Business Core—39 hours You may take emphasis courses concurrently with core courses if you have met prerequisites.
Must have at least 45 hours completed and be admitted to the business program to take upper level courses.

Course	*Title*	*Prerequisites*	*Hrs*	*Tran Eq.*	*Earned*	*Grade*
DSOM 309	Intermediate Business Statistics	STAT 235	3			
DSOM 326	Production/Operations Management	ECON 202, STAT 235	3			
ECON 302	Microeconomic Analysis	ECON 202	3			
FIN 325	Financial Management	ACTG 210	3			
MGT 301	Effective Business Communication	Take in junior year; WEPT results in Pathway	3			
MGT 306	Legal, Ethical & Regulatory Environment of Business		3			
MGT 330	Understanding the Ind. in the Org.		3			
MGT 355	Org. Effectiveness & Leadership	MGT 330	3			
MGT 370 **OR** MGT 470	International Management **OR** International Study in Business	MGT 470 has a special application process; additional fees apply	3			
MKT 324	Marketing Concepts		3			
ENT 460**	Creating the Enterprise** ***(**see note below this section)***	Have completed or be concurrently enrolled in ACTG 211, FIN 325, MKT 324, MGT 330 and DSOM 326	3			
MIS 402	Info Tech Impact & Business Process	ACTG 211, MIS 202, MKT 324	3			
MGT 471	Strategic Management	DSOM 326 or concurrent, ACTG 211, MGT 330, MKT 324, FIN 325	3			

*****Students in the Entrepreneurship emphasis will be waived from ENT 460 & will substitute a 300 or 400-level Bloch School course in its place.***

Emphasis areas: Choose one. Each emphasis is 15 hours (prerequisites in parenthesis).

Enterprise Management

Two Required Classes:

1.DSOM 346, Management Analysis (DSOM 326, MIS 202)
2.MGT 337, Managing Human Capital (MGT 330)

Select Three of the Following Required Electives:

DSOM 431, Quality & Process Improvement (DSOM 309, DSOM 326)
ENT 364, Entrepreneurial Management
FIN 419, Financial Statement Analysis (FIN 325)
*MGT 370, International Management
-OR-
*MGT 470, International Study in Business (special application)
MIS 415, Managing the Information Systems Resource (MIS 202, 6 hours of 300+level business course work)
MKT 348, Market Analysis (MKT 324, DSOM 309 or take with 348)
****The course taken to meet the Business Core requirement may not count toward the required electives in Enterprise Management.***

Finance

Three Required Classes:

1.FIN 340, Global Financial Markets & Institutions (FIN 325)
2.FIN 345, Investments (FIN 325)
3.FIN 435, Advanced Corporate Finance (FIN 325)

Select Two of the Following Required Electives:

*ENT 412, Entrepreneurial Finance & Venture Capital Investment (FIN 325)
FIN 419, Financial Statement Analysis (FIN 3235)
FIN 427, Debt Instruments and Markets (ECON 202, FIN 325)
FIN 428, Commercial Bank Management (ECON 202, FIN 325)
*RL-EST 321, Real Estate Principles
*RL-EST 421, Real Estate Finance Fundamentals (FIN 325)
****Only one of these courses can be used in the finance emphasis.***

Marketing

Three Required Classes:

1.MKT 335, Consumer Behavior in Marketing (MKT 324)
2.MKT 348, Market Analysis (MKT 324, DSOM 309 or take with 348)
3.MKT 480, Marketing Strategy (nine hours of MKT including MKT 324)

Select Two of the Following Required Electives:

ENT 361, Product Innovation Management
MKT 418, Sales and Promotional Strategies (MKT 324)
MKT 442, Internet/Direct Marketing (MKT 324)
MKT 476, Services Marketing (MKT 324)

Entrepreneurship

Three Required Classes:

1.*ENT 215, Introduction to Entrepreneurship (preferred)
-OR-
1.*ENT 201, Entrepreneurship Immersion
2.*ENT 327, Creating the New Venture: Experiential Learning (ENT 215 or 315 or ENT 201 or ENT 301)
-OR-
2.*ENT 328, Creating the E-Business: Experiential Learning (ENT 215 or 315 or ENT 201 or ENT 301)
3.ENT 332, Managing the New Venture: Experiential Learning (ENT 215 or 315 or ENT 201 or ENT 301 and ENT 327 or 328)

Select Two of the Following Required Electives:

ENT 321, Real Estate Principles
ENT 341, Technology Entrepreneurship
ENT 361, New Product Development
ENT 364, Entrepreneurship Management
ENT 412, Entrepreneurial Finance & Venture Capital Investment (FIN 325)
ENT 421, Real Estate Finance Fundamentals (FIN 325)
ENT 425, Corporate Entrepreneurship
ENT 432, Entrepreneurial Marketing and Selling
ENT 446, Entrepreneurial Selling and Sales Force Management
ENT 491, Entrepreneurial Consulting
****Select one of the two course options presented.***

Entrepreneurship with a Real Estate Concentration*

Five Required Classes:

1.*ENT 215, Introduction to Entrepreneurship (preferred)
-OR-
1.*ENT 201, Entrepreneurship Immersion
2.*ENT 327, Creating the New Venture: Experiential Learning (ENT 215 or 315 or ENT 201 or ENT 301)
-OR-
2.*ENT 328, Creating the E-Business: Experiential Learning (ENT 215 or 315 or ENT 201 or ENT 301)
3.ENT 332, Managing the New Venture: Experiential Learning (ENT 215 or 315 or ENT 201 or ENT 301and ENT 327 or 328)
4.ENT 321, Real Estate Principles
5.ENT 421, Real Estate Finance Fundamentals (FIN 325)
****Real Estate Focus will not appear on your diploma or transcript.***

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Electives—9 hours:

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Program Notes:

- UMKC students must maintain 2.25 UM and in-major GPAs to remain in the program.
- Students transferring to UMKC need a 2.50 cumulative GPA to be admitted, and must maintain 2.25 UM and in-major GPAs thereafter.
- 'Cumulative' means all attempts on all college-level courses and includes repeats (unless excluded per UMKC/Bloch policy).
- Minimum 123 hours required; at least 30 hours, including 50% of business core & emphasis area courses must be completed at UMKC.
- MATH 110, 206 and STAT 235 entrance exams must be passed and results in Pathway before you will be able to enroll in those classes.
- Complete the WEPT, Written English Proficiency Test, the semester after finishing English 225. Results must be in Pathway to enroll in MGT 301.
- Apply for graduation PRIOR to your final semester. Check the academic calendar for application deadlines.
- Students must complete the ETS Proficiency Profile (EPP) and Major Field Assessment (MFAT) tests to graduate.
- Junior/Senior level business classes are restricted to students admitted to Bloch School programs. Prerequisites & credit hour requirements apply regardless of your ability to add the class in Pathway. Check the schedule of classes for enrollment restrictions.
- Students are responsible for program information included on this evaluation, on their advising form, in the UMKC Undergraduate Catalog and on the Bloch School website.
- Academic advising is required PRIOR to enrollment for freshman and junior students.

Disallowed Classes:

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