

College of Business Administration 2020-2021 Course Prerequisite List (Updated on 6/12/2020)

For all business majors, each student will be required to take the following courses:

Major Required: 54 units

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| ACC 2070 - Financial Accounting for Decision Making (3) | Prerequisite(s): CIS 101, CIS 1010, or PCPT. |
| ACC 2080 - Managerial Accounting for Decision Making (3) | Prerequisite(s): ACC 2070; or ACC 207 and ACC 207A. |
| BUS 3000 - Applied Business Communication (3) | Prerequisite(s): C or better in GE Area A2. |
| BUS 3102 - Globalization of Business-Modules (3) | |
| BUS 4950 - Strategic Management (3) | Prerequisite(s): ACC 2070 or ACC 207; ACC 2080 or ACC 208; CIS 3100 or CIS 310; FRL 2013 or FRL 201; FRL 3000 or FRL 300; IBM 3012 or IBM 301; MHR 3010 or MHR 301; MHR 3020 or MHR 318; TOM 3010 or TOM 301; TOM 3020 or TOM 302; BUS 3000 or MAT 125; BUS 3102 or STA 120; and GWT*, CPU 4010*, or CPU 401.* Note(s): *The enforcement of the Graduation Writing Assessment Requirement has been temporarily suspended per a Chancellor's Office memorandum. |
| CIS 1010 - Introduction to Personal Computing (3) | |
| CIS 3100 - Management Information Systems (3) | Prerequisite(s): ACC 207 and 207A or ACC 2070; and CIS 101, CIS 1010, or PCPT. |
| EC 2201 - Principles of Microeconomics (3) (GE Area D2) | |
| EC 2202 - Principles of Macroeconomics (3) (GE Area D3) | |
| FRL 2013 - The Legal Environment of Business and its Transactions (3) | Prerequisite(s): ENG 1103, ENG 1101, ENG 103, ENG 104, ENG 107, ENG 109, ENG 110, IGE 1100/IGE 1200, or IGE 120/121/122. |
| FRL 3000 - Managerial Finance (3) | Prerequisite(s): EC 201 or EC 2201; EC 202 or EC 2202; ACC 207/A or ACC 2070; ACC 208/A or ACC 2080; and C or better in MAT 125 or MAT 1250, MAT 114 and MAT 115, or MAT 1140. |
| IBM 3012 - Principles of Marketing Management (3) | Prerequisite(s): Completion of GE Area A2. |
| MAT 1250 - Introductory Calculus for Business (3) (GE Area B4) | Prerequisite(s): Category I, Category II, Category III, ALEKS ≥ 46 , completion of GE Sub-area B4, or C- or better in MAT 1051. |
| MHR 3010 - Principles of Management (3) | Prerequisite(s): Sophomore standing and completion of GE Area A2. |

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| MHR 3020 - Organizational Behavior (3) (GE Area D4) | Prerequisite(s): Upper division standing; and Lower division GE requirements in Areas A and D, and sub-area B4. |
| STA 1200 - Statistics with Applications (3) | Prerequisite(s): Category I, Category II, Category III, appropriate score on ALEKS placement exam, completion of GE Sub-area B4, or C- or better in MAT 1051. |
| TOM 3010 - Operations Management (3) | Prerequisite(s): STA 120, STA 1200, or STA 1202. |
| TOM 3020 - Statistical Foundations for Business Analytics (3) | Prerequisite(s): STA 120, STA 1200, or STA 1202; and MAT 125 or MAT 1250, MAT 114 and MAT 115, or MAT 1140. |

Business Administration, B.S. – Accounting

Subplan/Option Required: 21 units

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|---|---|
| ACC 3110 - Intermediate Accounting I (3) | Prerequisite(s): C or better in ACC 2070 or ACC 207/ACC 207A; ACC 2080 or ACC 208/ACC 208A; EC 2201 or EC 201; EC 2202 or EC 202; GE Area A2; FRL 2013 or FRL 201; MAT 1250 or MAT 125, MAT 114 and MAT 115, or MAT 1140; and STA 1200 or STA 120. |
| ACC 3120 - Intermediate Accounting II (3) | Prerequisite(s): C or better in ACC 3110, or ACC 311 and ACC 312; and GWT*, CPU 4010*, or CPU 401*. Note(s): *The enforcement of the Graduation Writing Assessment Requirement has been temporarily suspended per a Chancellor's Office memorandum. |
| ACC 3210 - Cost Accounting (3) | Prerequisite(s): C or better in ACC 2070 or ACC 207/ACC 207A; ACC 2080 or ACC 208/ACC 208A; EC 2201 or EC 201; EC 2202 or EC 202; GE Area A2; FRL 2013 or FRL 201; MAT 1250 or MAT 125, MAT 114 and MAT 115, or MAT 1140; and STA 1200 or STA 120. |
| ACC 4310 - Introduction to Taxation (3) | Prerequisite(s): C or better in ACC 3110, or ACC 311 and ACC 312; and GWT*, CPU 4010*, or CPU 401*. Note(s): *The enforcement of the Graduation Writing Assessment Requirement has been temporarily suspended per a Chancellor's Office memorandum. |
| ACC 4510 - Accounting Information Systems (3) | Prerequisite(s): C or better in ACC 3110 or ACC 311; and GWT*, CPU 4010*, or CPU 401*. Note(s): *The enforcement of the Graduation Writing Assessment Requirement has been temporarily suspended per a Chancellor's Office memorandum. |
| ACC 4530 - Analytics in Accounting (3) | Prerequisite(s): C or better in ACC 3120 or ACC 313; ACC 3210 or ACC 307; ACC 4310 or ACC 431; ACC 4510 or ACC 304; ACC 4810 or ACC 419; CIS 3100 or CIS 310. |
| ACC 4810 - Auditing (3) | Prerequisite(s): C or better in ACC 3110, or ACC 311 and ACC 312; C or better in TOM 3020 or TOM 302; and GWT*, CPU 4010*, or CPU 401*. Note(s): *The enforcement of the Graduation Writing Assessment Requirement has been temporarily suspended per a Chancellor's Office memorandum. |

Subplan/Option Electives: 6 units

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| ACC 4131 - Advanced Financial Accounting (3) | Prerequisite(s): C or better in ACC 3120 or ACC 313. |
| ACC 4211 - Advanced Cost Accounting (3) | Prerequisite(s): C or better in ACC 3210 or ACC 307. |
| ACC 4221 - Controllership (3) | Prerequisite(s): C or better in ACC 3110, or ACC 311 and ACC 312; and C or better in ACC 3210 or ACC 307. |
| ACC 4321 - Advanced Taxation (3) | Prerequisite(s): C or better in ACC 4310 or ACC 431. |

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|---|---|
| ACC 4331 - Tax Procedure and Research (3) | Prerequisite(s): C or better in ACC 4310 or ACC 431. |
| ACC 4341 - Service Learning in Taxation (2) | Prerequisite(s): Instructor Consent. |
| ACC 4351 - Supervisory Service Learning in Taxation (1) | Prerequisite(s): ACC 4341 and Instructor Consent. |
| ACC 4361A - Service Learning in Taxation - LITC (2) | Prerequisite(s): ACC 4310 and consent of instructor. |
| ACC 4411 - Accounting Internship (1-3) | Prerequisite(s): Director of Internship Program consent. |
| ACC 4421 - Internship in Public Accounting (1-3) | Prerequisite(s): Director of Internship Program consent. |
| ACC 4511 - Advanced Accounting Information Systems (3) | Prerequisite(s): ACC 4510 or ACC 304. |
| ACC 4611 - Senior Project I (1-2) | Prerequisite(s): C or better in ACC 3110; or ACC 311 and ACC 312. |
| ACC 4621 - Senior Project II (1-2) | Prerequisite(s): C or better in ACC 4611 or ACC 461. |
| ACC 4711 - Governmental and Not-for-Profit Accounting (3) | Prerequisite(s): C or better in ACC 3110; or ACC 311 and ACC 312. |
| ACC 4811 - Accounting Ethics (3) | Prerequisite(s): C or better in ACC 3110; or ACC 311 and ACC 312. |
| ACC 4821 - Forensic Accounting (3) | Prerequisite(s): C or better in ACC 3110; or ACC 311 and ACC 312. |
| ACC 4831 - Advanced Auditing (3) | Prerequisite(s): C or better in ACC 4810 or ACC 419. |
| ACC 4841 - Internal Auditing (3) | Prerequisite(s): C or better in ACC 3210 or ACC 307. |
| FRL 4083 - Law for Accountants (3) | Prerequisite(s): FRL 201 or FRL 2013; ACC 208/A or ACC 2080. |

Business Administration, B.S. - Computer Information Systems

Subplan/Option Required: 9 units

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|---|--|
| CIS 3050 - Database Design and Development (3) | Prerequisite(s): CIS 1010, CIS 101 or Personal Computer Proficiency Test. |
| CIS 3090 - Object-Oriented Programming for Business (3) | Prerequisite(s): CIS 1010, CIS 101 or Personal Computer Proficiency; and C or better in STA 1200 or STA 120. |
| CIS 3252 - Business Intelligence (3) | Prerequisite(s): TOM 302 or TOM 3020; and C or better in CIS 305 or CIS 3050. |

Subplan/Option Electives: 18 units

The Computer Information Systems Department (CIS) has established three career emphases in the major: Application Development, Information Security and Forensics, and Business Intelligence. Any combination of courses listed below will satisfy the required 18 units. Emphases are listed to provide guidance for helping students to choose courses of interest that best fit your career goals, but there is no requirement for choosing a specific emphasis for fulfilling these units.

Application Development Emphasis: 18 units

Emphasis Required: 6 units

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|--|---|
| CIS 3150 - Systems Analysis and Design (3) | Prerequisite(s): C or better in CIS 305 or CIS 3050; and CIS 304 or CIS 3090. |
| CIS 4290 - IS Project Management and Development (3) | Prerequisite(s): C or better in at least two electives (CIS 3100 or CIS 310, CIS 4250 or CIS 425, CIS 4260 or CIS 424, CIS 4270 or CIS 491, CIS 4280 or CIS 425) in the CIS Application Development Emphasis. |

Emphasis Electives: 12 units

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|---|---|
| CIS 3110 - Client-side Web Development (3) | Prerequisite(s): C or better in CIS 304 or CIS 3090. |
| CIS 4250 - E-Commerce Application Development (3) | Prerequisite(s): C or better in CIS 315 or CIS 3150. |
| CIS 4260 - Server-side Web Development (3) | Prerequisite(s): C or better in CIS 315 or CIS 3150. |
| CIS 4270 - Secure Web Applications (3) | Prerequisite(s): C or better in CIS 304 or CIS 3090, and C or better in CIS 3050. |
| CIS 4280 - Android Mobile App Programming (3) | Prerequisite(s): C or better in CIS 315 or CIS 3150. |

Information Security and Forensics Emphasis: 18 units**Emphasis Required: 6 units**

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|---|--|
| CIS 2650 - Contemporary Operating Systems (3) | Prerequisite(s): CIS 1010, CIS 101 or PCPT; and MAT 1250 or MAT 125, MAT 114 and MAT 115, or MAT 1140. |
| CIS 2670 - IT Infrastructure (3) | Prerequisite(s): CIS 1010, CIS 101, or PCPT; and C or better in MAT 1250, MAT 114 and MAT 115, MAT 1140, MAT 125, MAT 1060, MAT 106, MAT 1910, MAT 191, STA 1200 or STA 120. |

Emphasis Electives: 12 units

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|---|--|
| CIS 3470 - Telecommunication Networks (3) | Prerequisite(s): CIS 2670 or CIS 307; and CIS 3090 or CIS 304. |
| CIS 4333 - Information Systems Auditing (3) | Prerequisite(s): C or better in CIS 304 or CIS 3090 and CIS 325 or CIS 3252; or Graduate Standing. |
| CIS 4670 - Network Security (3) | Prerequisite(s): CIS 2670. |
| CIS 4710 - Information Security (3) | Prerequisite(s): C or better in CIS 2670. |
| CIS 4810 - Computer Forensics (3) | Prerequisite(s): C or better in CIS 3050 or CIS 305. |

Business Intelligence Emphasis: 18 units**Emphasis Required: 6 units**

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| CIS 2670 - IT Infrastructure (3) | Prerequisite(s): CIS 1010, CIS 101, or PCPT; and C or better in MAT 1250, MAT 114 and MAT 115, MAT 1140, MAT 125, MAT 1060, MAT 106, MAT 1910, MAT 191, STA 1200 or STA 120. |
| CIS 3150 - Systems Analysis and Design (3) | Prerequisite(s): C or better in CIS 305 or CIS 3050; and CIS 304 or CIS 3090. |

Emphasis Electives: 12 units

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| CIS 3454 - Data Warehousing (3) | Prerequisite(s): C or better in CIS 325 or CIS 3252. |
| CIS 3650 - Digital Analytics (3) | Prerequisite(s): CIS 1010 or CIS 101 or Personal Computer Proficiency. |
| CIS 4321 - Data Mining (3) | Prerequisite(s): TOM 302 or TOM 3020, C or better in CIS 3252, and C or better in CIS 304 or CIS 3090. |
| CIS 4567 - Big Data Analytics (3) | Prerequisite(s): CIS 2670 and CIS 4321. |
| CIS 4680 - Advanced Data Analytics (3) | Prerequisite(s): CIS 4321. |

Business Administration, B.S. - E-Business

Subplan/Option Required: 9 units

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| EBZ 3010 - Business on the Web (3) | Prerequisite(s): STA 120 or STA 1200; CIS 101 or CIS 1010, or PCPT; and completion of GE Area A2. |
| EBZ 3030 - Customer Relationship Management and Business Analytics (3) | Prerequisite(s): TOM 301 or TOM 3010; and CIS 310 or CIS 3100. |
| EBZ 3050 - Enterprise Resource Planning (3) | Prerequisite(s): TOM 301 or TOM 3010. |

Subplan/Option Electives: 18 units

Any combination of courses listed below will satisfy the required 18 units. Emphases are listed to provide guidance for helping students to choose courses of interest that best fit your career goals, but there is no requirement for choosing a specific emphasis for fulfilling these units.

E-Business Technology Emphasis

Emphasis Required: 9 units

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|---|--|
| CIS 3050 - Database Design and Development (3) | Prerequisite(s): CIS 1010, CIS 101 or Personal Computer Proficiency Test. |
| CIS 3090 - Object-Oriented Programming for Business (3) | Prerequisite(s): CIS 1010, CIS 101 or Personal Computer Proficiency; and C or better in STA 1200 or STA 120. |
| TOM 3200 - Management of Technology (3) | Prerequisite(s): MHR 301 or MHR 3010. |

Emphasis Electives: 9 units

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|---|--|
| CIS 2670 - IT Infrastructure (3) | Prerequisite(s): CIS 1010, CIS 101, or PCPT; and C or better in MAT 1250, MAT 114 and MAT 115, MAT 1140, MAT 125, MAT 1060, MAT 106, MAT 1910, MAT 191, STA 1200 or STA 120. |
| CIS 3030 - Internet Startup (3) | Prerequisite(s): CIS 1010, CIS 101 or PCPT or Personal Computer Proficiency Test. |
| CIS 3110 - Client-side Web Development (3) | Prerequisite(s): C or better in CIS 304 or CIS 3090. |
| CIS 3150 - Systems Analysis and Design (3) | Prerequisite(s): C or better in CIS 305 or CIS 3050; and CIS 304 or CIS 3090. |
| CIS 4250 - E-Commerce Application Development (3) | Prerequisite(s): C or better in CIS 315 or CIS 3150. |
| CIS 4260 - Server-side Web Development (3) | Prerequisite(s): C or better in CIS 315 or CIS 3150. |
| CIS 4710 - Information Security (3) | Prerequisite(s): C or better in CIS 2670. |
| EBZ 4410 - Internship in Electronic Business (3) | |

E-Business Supply Chain Management Emphasis

Emphasis Required: 9 units

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| TOM 3090 - Logistics Management (3) | Prerequisite(s): TOM 301 or TOM 3010. |
| TOM 4250 - Supply Chain Network Design (3) | Prerequisite(s): TOM 301 or TOM 3010; and Microcomputer Proficiency. |
| TOM 4340 - Purchasing Management (3) | Prerequisite(s): TOM 301 or TOM 3010. |

Emphasis Electives: 9 units

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|---|--|
| CIS 3050 - Database Design and Development (3) | Prerequisite(s): CIS 1010, CIS 101 or Personal Computer Proficiency Test. |
| EBZ 4410 - Internship in Electronic Business (3) | |
| FRL 3253 - Contract Administration (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| MHR 4020 - Leadership: Theory and Practice (3) | Prerequisite(s): C or better in MHR 3020 or MHR 318. |
| TOM 3160 - Business Analytics (3) | Prerequisite(s): TOM 302 or TOM 3020, and Microcomputer Proficiency or CIS 1010. |
| TOM 3200 - Management of Technology (3) | Prerequisite(s): MHR 301 or MHR 3010. |
| TOM 3320 - Business Processes and Production Planning (3) | Prerequisite(s): TOM 301 OR TOM 3010. |
| TOM 4360 - Project Management (3) | Prerequisite(s): TOM 301 or TOM 3010; and Undergraduate Standing. |
| TOM 4530 - Service Operations Management (3) | Prerequisite(s): TOM 301 or TOM 3010. |

E-Commerce Emphasis

Emphasis Required: 9 units

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| IBM 4032 - E-marketing (3) | Prerequisite(s): IBM 301 or IBM 3012. |
| MHR 3410 - Introduction to Entrepreneurship (3) | Prerequisite(s): Junior standing or Instructor Consent. |
| TOM 3160 - Business Analytics (3) | Prerequisite(s): TOM 302 or TOM 3020, and Microcomputer Proficiency or CIS 1010. |

Emphasis Electives: 9 units

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|--|---|
| CIS 3030 - Internet Startup (3) | Prerequisite(s): CIS 1010, CIS 101 or PCPT or Personal Computer Proficiency Test. |
| CIS 3050 - Database Design and Development (3) | Prerequisite(s): CIS 1010, CIS 101 or Personal Computer Proficiency Test. |
| EBZ 4410 - Internship in Electronic Business (3) | |
| MHR 3420 - Creativity and Entrepreneurship (3) | Prerequisite(s): Junior standing. |
| MHR 4430 - Launching a New Venture (3) | Prerequisite(s): MHR 3410 or MHR 320. |
| MHR 4460 - Business Planning (3) | Prerequisite(s): MHR 3410 or MHR 320. |
| TOM 4340 - Purchasing Management (3) | Prerequisite(s): TOM 301 or TOM 3010. |

E-Business Analytics

Emphasis Required: 9 units

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| CIS 3090 - Object-Oriented Programming for Business (3) | Prerequisite(s): CIS 1010, CIS 101 or Personal Computer Proficiency; and C or better in STA 1200 or STA 120. |
| CIS 3150 - Systems Analysis and Design (3) | Prerequisite(s): C or better in CIS 305 or CIS 3050; and CIS 304 or CIS 3090. |
| TOM 3160 - Business Analytics (3) | Prerequisite(s): TOM 302 or TOM 3020, and Microcomputer Proficiency or CIS 1010. |

Emphasis Electives: 9 units

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| CIS 3454 - Data Warehousing (3) | Prerequisite(s): C or better in CIS 325 or CIS 3252. |
| CIS 3650 - Digital Analytics (3) | Prerequisite(s): CIS 1010 or CIS 101 or Personal Computer Proficiency. |
| CIS 4321 - Data Mining (3) | Prerequisite(s): TOM 302 or TOM 3020, C or better in CIS 3252, and C or better in CIS 304 or CIS 3090. |
| CIS 4567 - Big Data Analytics (3) | Prerequisite(s): CIS 2670 and CIS 4321. |
| CIS 4680 - Advanced Data Analytics (3) | Prerequisite(s): CIS 4321. |
| EBZ 4410 - Internship in Electronic Business (3) | |

Business Administration, B.S. - Finance, Real Estate, and Law

Subplan/Option Required: 15 units

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| FRL 3062 - Fundamentals of Real Estate (3) | Prerequisite(s): C or better in ACC 207/A or ACC 2070; C or better in EC 201 or EC 2201; C or better in FRL 201 or FRL 2013; and C or better in FRL 300 or FRL 3000. |
| FRL 3151 - Financial Markets and Institutions (3) | Prerequisite(s): C or better in ACC 2070 or ACC 207/A; ACC 2080 or ACC 208/A; EC 2201 or EC 201; EC 2202 or EC 202; FRL 3000 or FRL 300/FRL 301; STA 1200, STA 1202, or STA 120; and ENG 1103, ENG 1101, ENG 103, ENG 104, ENG 107, ENG 109, ENG 110, IGE 1100/IGE 1200, or IGE 120/121/122. |
| FRL 3301 - Investments (3) | Prerequisite(s): C or better in ACC 207/A or ACC 2070; ACC 208/A or ACC 2080; EC 201 or EC 2201; EC 202 or EC 2202; FRL 201 or FRL 2013; FRL 300/301 or FRL 3000; STA 120, STA 1200, or STA 1202; and ENG 1103, ENG 1101, ENG 103, ENG 104, ENG 107, ENG 109, ENG 110, IGE 1100/IGE 1200, or IGE 120/121/122. |
| FRL 3671 - Corporate Finance Theory (3) | Prerequisite(s): C or better in ACC 207/A or ACC 2070; ACC 208/A or ACC 2080; EC 201 or EC 2201; EC 202 or EC 2202; FRL 201 or FRL 2013; FRL 300 and FRL 301, or FRL 3000; STA 120, STA 1200, or STA 1202; and ENG 1103, ENG 1101, ENG 103, ENG 104, ENG 107, ENG 109, ENG 110, IGE 1100/IGE 1200, or IGE 120/121/122. |
| FRL 4401 - Evaluation of Financial Policy (3) | Prerequisite(s): C or better in FRL 367 or FRL 3671. |

Subplan/Option Electives: 12 units

Any combination of courses listed below will satisfy the required 12 units. Emphases are listed to provide guidance for helping students to choose courses of interest that best fit your career goals, but there is no requirement for choosing a specific emphasis for fulfilling these units.

Finance Emphasis: 12 units

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| ACC 4122 - Financial Accounting and Analysis (3) | Prerequisite(s): C or better in ACC 2070 or ACC 207/A; ACC 2080 or ACC 208/A; EC 2201 or EC 201; EC 2202 or EC 202; FRL 2013 or FRL 201; MAT 1250 or MAT 125; and CIS 101, CIS 1010, or PCPT. |
| FRL 3832 - Real Estate Finance (3) | Prerequisite(s): FRL 301 or FRL 3000, and FRL 306 or FRL 3062. |
| FRL 4041 - Financial Modeling (3) | Prerequisite(s): C or better in FRL 367 or FRL 3671. |
| FRL 4311 - Financial Derivatives (3) | Prerequisite(s): FRL 330 or FRL 3301. |
| FRL 4331 - Seminar in Portfolio Management and Capital Markets (3) | Prerequisite(s): FRL 330 or FRL 3301, and TOM 302 or TOM 3020. |

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| FRL 4411 - Internship 1 (1-3) | Prerequisite(s): C or better in FRL 201 or FRL 2013; FRL 301 or FRL 3000; STA 120, STA 1200, or STA 1202; and ENG 1103, ENG 1101, ENG 103, ENG 104, ENG 107, ENG 109, ENG 110, IGE 1100/IGE 1200, or IGE 120/121/122. |
| FRL 4531 - Multinational Financial Management (3) | Prerequisite(s): C or better in ACC 2070 or ACC 207/A; ACC 2080 or ACC 208/A; EC 201 or EC 2201; EC 202 or EC 2202; FRL 201 or FRL 2013; FRL 301 or FRL 3000; STA 120, STA 1200, or STA 1202; and ENG 1103, ENG 1101, ENG 103, ENG 104, ENG 107, ENG 109, ENG 110, IGE 1100/IGE 1200, or IGE 120/121/122. |
| FRL 4601 - Commercial Banking (3) | Prerequisite(s): FRL 315 or FRL 3151. |
| FRL 4631 - Business Forecasting (3) | Prerequisite(s): TOM 302 or TOM 3020; C or better in FRL 301 or FRL 3000; and C or better in STA 120, STA 1200, or STA 1202. |
| FRL 4671 - Business Valuation (3) | Prerequisite(s): C or better in FRL 367 or FRL 3671. |
| FRL 4862 - Real Estate Investment Analysis (3) | Prerequisite(s): FRL 306 or FRL 3062. |
| FRL 4990 - Special Topics for Upper Division Students (1-3) | Prerequisite(s): Department Consent. |

Real Estate Emphasis: 12 units

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| FRL 3802 - Real Estate Appraisal (3) | Prerequisite(s): C or better in FRL 306 or FRL 3062, and FRL 301, FRL 3000, CE 301, or ETT 305. |
| FRL 3832 - Real Estate Finance (3) | Prerequisite(s): FRL 301 or FRL 3000, and FRL 306 or FRL 3062. |
| FRL 3862 - Real Property Management (3) | Prerequisite(s): FRL 380 or FRL 3802. |
| FRL 4041 - Financial Modeling (3) | Prerequisite(s): C or better in FRL 367 or FRL 3671. |
| FRL 4411 - Internship 1 (1-3) | Prerequisite(s): C or better in FRL 201 or FRL 2013; FRL 301 or FRL 3000; STA 120, STA 1200, or STA 1202; and ENG 1103, ENG 1101, ENG 103, ENG 104, ENG 107, ENG 109, ENG 110, IGE 1100/IGE 1200, or IGE 120/121/122. |
| FRL 4631 - Business Forecasting (3) | Prerequisite(s): TOM 302 or TOM 3020; C or better in FRL 301 or FRL 3000; and C or better in STA 120, STA 1200, or STA 1202. |
| FRL 4671 - Business Valuation (3) | Prerequisite(s): C or better in FRL 367 or FRL 3671. |
| FRL 4832 - Real Estate Market Analysis (3) | Prerequisite(s): EC 201 or EC 2201, EC 202 or EC 2202, and FRL 306 or FRL 3062. |
| FRL 4842 - Real Estate Law (3) | Prerequisite(s): FRL 201 or FRL 2013; and FRL 306 or FRL 3062. |
| FRL 4862 - Real Estate Investment Analysis (3) | Prerequisite(s): FRL 306 or FRL 3062. |
| FRL 4872 - Practices and Applications of Real Estate Law (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| FRL 4902 - Urban Land Development (3) | Prerequisite(s): FRL 306 or FRL 3062. |
| FRL 4990 - Special Topics for Upper Division Students (1-3) | Prerequisite(s): Department Consent. |

Business Law and Contract Management Emphasis: 12 units

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| FRL 3253 - Contract Administration (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| FRL 3263 - Contract Aspects of the Uniform Commercial Code (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| FRL 3273 - Contract Case Study/Practical Application (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| FRL 3283 - Contract Cost/Price Techniques-Negotiation (3) | Prerequisite(s): FRL 201 or FRL 2013; and FRL 301 or FRL 3000. |
| FRL 3293 - Legal and Contract Management Aspects of Federal Government Contract Property (3) | Prerequisite(s): FRL 2013. |
| FRL 4013 - Government Regulation of Business (Administrative Law and Regulation) (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| FRL 4033 - Law of Financial Transactions (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| FRL 4263 - Legal Aspects of International Business (International Business Law) (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| FRL 4411 - Internship 1 (1-3) | Prerequisite(s): C or better in FRL 201 or FRL 2013; FRL 301 or FRL 3000; STA 120, STA 1200, or STA 1202; and ENG 1103, ENG 1101, ENG 103, ENG 104, ENG 107, ENG 109, ENG 110, IGE 1100/IGE 1200, or IGE 120/121/122. |
| FRL 4503 - International Law and Dispute Settlement (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| FRL 4842 - Real Estate Law (3) | Prerequisite(s): FRL 201 or FRL 2013; and FRL 306 or FRL 3062. |

Business Administration, B.S. - International Business

Subplan/Option Required: 17 units

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|---|---|
| FRL 4263 - Legal Aspects of International Business (International Business Law) (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| IBM 2000 - Special Study for Lower Division Students (1-3) (Topic: International Business Students; 2-units required) | |
| IBM 3001 - Principles of Global Business (3) | |
| IBM 4141 - International Marketing (3) | Prerequisite(s): C or better in IBM 301 or IBM 3012. |
| IBM 4161 - International Exporting (3) | Prerequisite(s): IBM 301 or IBM 3012. |
| IBM 4801 - International Business Strategy (3) | Prerequisite(s): IBM 200 or IBM 2000, IBM 300 or IBM 3001, and IBM 414 or IBM 4141. Concurrent: BUS 4950 |

Subplan/Option Electives: 10 units

Any combination of courses listed below will satisfy the required 10 units. Emphases are listed to provide guidance for helping students to choose courses of interest that best fit your career goals, but there is no requirement for choosing a specific emphasis for fulfilling these units.

Logistics Emphasis: 10 units

Emphasis Required: 9 units

| | |
|--|---|
| GEO 3120 - Economic Geography (3) | Prerequisite(s): Lower Division GE area A. |
| IBM 4291 - International Logistics (3) | Prerequisite(s): IBM 301, MKT 301, or IBM 3012. |
| IBM 4361 - International Business Agreements and Negotiation (3) | Prerequisite(s): IBM 414, MKT 414, or IBM 4141. |

Emphasis Elective: 1 unit

| | |
|---|--|
| IBM 4410 - Internship in Marketing and International Business (1-3) | Prerequisite(s): Undergraduate Standing. |
| TOM 4250 - Supply Chain Network Design (3) | Prerequisite(s): TOM 301 or TOM 3010; and Microcomputer Proficiency. |

General Marketing Emphasis: 10 units

Emphasis Required: 9 units

| | |
|---|--|
| IBM 3062 - Professional Selling (3) | Prerequisite(s): C or better in IBM 301, MKT 301, or IBM 3012. |
| IBM 3072 - Promotional Strategies (3) | Prerequisite(s): Undergraduate standing; and C or better in IBM 301 or IBM 3012. |
| IBM 4121 - International Marketing Research (3) | Prerequisite(s): IBM 301 or IBM 3012; and STA 120 or STA 1200. |

Emphasis Elective: 1 unit

| | |
|---|--|
| IBM 4112 - Consumer Behavior (3) | Prerequisite(s): PSY 201 or PSY 2201; Undergraduate standing; and IBM 301, MKT 301, or IBM 3012. |
| IBM 4410 - Internship in Marketing and International Business (1-3) | Prerequisite(s): Undergraduate Standing. |

Entrepreneurship Emphasis: 10 units

| | |
|---|---|
| MHR 3410 - Introduction to Entrepreneurship (3) | Prerequisite(s): Junior standing or Instructor Consent. |
| MHR 3420 - Creativity and Entrepreneurship (3) | Prerequisite(s): Junior standing. |
| MHR 4430 - Launching a New Venture (3) | Prerequisite(s): MHR 3410 or MHR 320. |
| MHR 4440 - Social Entrepreneurship (3) | Prerequisite(s): Junior standing. |
| MHR 4460 - Business Planning (3) | Prerequisite(s): MHR 3410 or MHR 320. |

Business Administration, B.S. - Management and Human Resources

Subplan/Option Required: 9 units

| | |
|---|--|
| MHR 3210 - Human Resources Management (3) | Prerequisite(s): C or better in MHR 301 or MHR 3010; and Undergraduate standing. |
| MHR 3410 - Introduction to Entrepreneurship (3) | Prerequisite(s): Junior standing or Instructor Consent. |
| MHR 4010 - Business Ethics, Diversity and Social Responsibility (3) | Prerequisite(s): MHR 3020 or MHR 318. |

Subplan/Option Electives: 18 units

Select ONE three-unit "Learn by Doing" capstone course: 3 units

| | |
|--|---|
| MHR 4420 - Internship in Business Management (3) | Prerequisite(s): Instructor consent and completion Cal Poly's internship documentation and 36-40 hours of internship work per week. |
| MHR 4610 - Senior Project (3) | Prerequisite(s): Senior standing. |

Select ONE of the following three emphases: 15 units

Any combination of courses listed below will satisfy the required 15 units. Emphases are listed to provide guidance for helping students to choose courses of interest that best fit your career goals, but there is no requirement for choosing a specific emphasis for fulfilling these units.

Management and Leadership Emphasis: 15

Emphasis Required: 9 units

| | |
|---|--|
| MHR 4020 - Leadership: Theory and Practice (3) | Prerequisite(s): C or better in MHR 3020 or MHR 318. |
| MHR 4030 - Leading Organizational Transformations (3) | Prerequisite(s): C or better in MHR 3010 or MHR 301. |
| MHR 4040 - Conflict Management in Organizations (3) | Prerequisite(s): C or better in MHR 3020 or MHR 318. |

Emphasis Electives: 6 units

Students must select one course from each of the two groups below:

Group One - Management Electives

| | |
|---|--|
| MHR 3030 - Management of Not-for-Profit Organizations (3) | |
| MHR 4030 - Leading Organizational Transformations (3) | Prerequisite(s): C or better in MHR 3010 or MHR 301. |
| MHR 4050 - International Management (3) | Prerequisite(s): MHR 3010 or MHR 301. |

Group Two - Management and Human Resources Electives

| | |
|--|--|
| MHR 3XXX - Any 3000-level MHR course (3) | |
| MHR 4XXX - Any 4000-level MHR course (3) | |

Human Resources Emphasis: 15 units**Emphasis Required: 12 units**

| | |
|---|---|
| MHR 4220 - Training and Development (3) | Prerequisite(s): MHR 3210, HRT 3500, MHR 311 or HRT 350; and Upper Division standing. |
| MHR 4230 - Human Resources Staffing, Planning, Recruiting and Selection (3) | Prerequisite(s): MHR 3210 or MHR 311. |
| MHR 4240 - Employee Compensation and Benefits (3) | Prerequisite(s): MHR 3210 or MHR 311. |
| MHR 4250 - Employment Law (3) | Prerequisite(s): MHR 3210, HRT 3500, MHR 311 or HRT 350. |

Emphasis Electives: 3 units

| | |
|--|---|
| MHR 4260 - Human Resources Information Systems (3) | Prerequisite(s): MHR 3210 or MHR 311. |
| MHR 4270 - Management Union Relations (3) | Prerequisite(s): MHR 3210, HRT 3500, MHR 311 or HRT 350; and Upper Division standing. |

Entrepreneurship Emphasis: 15 units**Emphasis Required: 12 units**

| | |
|--|---------------------------------------|
| MHR 3420 - Creativity and Entrepreneurship (3) | Prerequisite(s): Junior standing. |
| MHR 4430 - Launching a New Venture (3) | Prerequisite(s): MHR 3410 or MHR 320. |
| MHR 4440 - Social Entrepreneurship (3) | Prerequisite(s): Junior standing. |
| MHR 4460 - Business Planning (3) | Prerequisite(s): MHR 3410 or MHR 320. |

Emphasis Electives: 3 units

| | |
|---|--|
| MHR 3030 - Management of Not-for-Profit Organizations (3) | |
| MHR 4020 - Leadership: Theory and Practice (3) | Prerequisite(s): C or better in MHR 3020 or MHR 318. |
| MHR 4450 - Family Business and Franchising (3) | Prerequisite(s): MHR 3410 or MHR 320. |

Business Administration, B.S. - Marketing Management

Subplan/Option Required: 17 units

| | |
|--|--|
| IBM 2000 - Special Study for Lower Division Students (1-3) (Topic: Marketing Students; 2-units required) | |
| IBM 3202 - Market Analysis and Control (3) | Prerequisite(s): IBM 200, and C or better in IBM 301 or IBM 3012. |
| IBM 3302 - Marketing Research (3) | Prerequisite(s): TOM 302 or TOM 3020; and IBM 301 or IBM 3012. |
| IBM 4112 - Consumer Behavior (3) | Prerequisite(s): PSY 201 or PSY 2201; Undergraduate standing; and IBM 301, MKT 301, or IBM 3012. |
| IBM 4212 - Marketing Problems (3) | Prerequisite(s): IBM 320 or IBM 3202; IBM 330, IBM 408, or IBM 3302; and IBM 411 or IBM 4112. |
| PSY 2201 - Introduction to Psychology (3) (GE Area E) | |

Subplan/Option Electives: 13 units

Any combination of courses listed below will satisfy the required 13 units. Emphases are listed to provide guidance for helping students to choose courses of interest that best fit your career goals, but there is no requirement for choosing a specific emphasis for fulfilling these units.

Promotion Emphasis: 13 units

Emphasis Required: 6 units

| | |
|---------------------------------------|--|
| IBM 3072 - Promotional Strategies (3) | Prerequisite(s): Undergraduate standing; and C or better in IBM 301 or IBM 3012. |
| IBM 3262 - Interactive Marketing (3) | Prerequisite(s): Undergraduate standing; and IBM 307, MKT 307, or IBM 3072. |

Emphasis Electives: 7 units

| | |
|---|--|
| IBM 3282 - Social Media Marketing (3) | Prerequisite(s): IBM 307 or IBM 3072. |
| IBM 3292 - Mobile Marketing (3) | Prerequisite(s): IBM 307 or IBM 3072. |
| IBM 4032 - E-marketing (3) | Prerequisite(s): IBM 301 or IBM 3012. |
| IBM 4052 - Advertising Management (3) | Prerequisite(s): IBM 307 or IBM 3072. |
| IBM 4410 - Internship in Marketing and International Business (1-3) | Prerequisite(s): Undergraduate Standing. |
| IBM 4432 - Advertising Media Analysis and Planning (3) | Prerequisite(s): Undergraduate standing; IBM 307, MKT 307, or IBM 3072; and STA 120 or STA 1200. |

Professional Selling Emphasis: 13 units**Emphasis Required: 9 units**

| | |
|--|--|
| IBM 3062 - Professional Selling (3) | Prerequisite(s): C or better in IBM 301, MKT 301, or IBM 3012. |
| IBM 4352 - Advanced Professional Selling (3) | Prerequisite(s): IBM 306, MKT 306, or IBM 3062. |
| IBM 4382 - Applied Sales Communication (3) | Prerequisite(s): IBM 306 or IBM 3062. |

Emphasis Electives: 4 units

| | |
|---|--|
| IBM 4410 - Internship in Marketing and International Business (1-3) | Prerequisite(s): Undergraduate Standing. |
| IBM XXXX - Any other IBM course (3) | |

Entertainment Emphasis: 13 units**Emphasis Required: 3 units**

| | |
|---------------------------------------|--|
| IBM 3072 - Promotional Strategies (3) | Prerequisite(s): Undergraduate standing; and C or better in IBM 301 or IBM 3012. |
|---------------------------------------|--|

Emphasis Electives: 10 units**Select 6 units from the following:**

| | |
|--|--|
| IBM 4912 - Marketing of Movies (3) | Prerequisite(s): Upper division standing; IBM 307 or IBM 3072. |
| IBM 4922 - Sports Marketing (3) | Prerequisite(s): Upper division standing; IBM 301 or IBM 3012. |
| IBM 4932 - Event and Destination Marketing (3) | Prerequisite(s): Upper division standing; IBM 307 or IBM 3072. |

Select 4 units from the following:

| | |
|---|--|
| IBM 4410 - Internship in Marketing and International Business (1-3) | Prerequisite(s): Undergraduate Standing. |
| IBM XXXX - Any other IBM course (3) | |

Marketing Research Emphasis: 13 units**Emphasis Required: 9 units**

| | |
|---|---|
| IBM 4072 - Qualitative Marketing Research (3) | Prerequisite(s): IBM 3012. |
| IBM 4092 - Advanced Marketing Research (3) | Prerequisite(s): IBM 3012 and TOM 3020. |
| IBM 4952 - Marketing Research Practicum (3) | Prerequisite(s): TOM 3020 and IBM 3012. |

Emphasis Electives: 4 units

| | |
|---|--|
| IBM 4410 - Internship in Marketing and International Business (1-3) | Prerequisite(s): Undergraduate Standing. |
| IBM XXXX - Any other IBM course (3) | |

General Marketing Emphasis: 13 units**Emphasis Required: 6 units**

| | |
|---------------------------------------|--|
| IBM 3062 - Professional Selling (3) | Prerequisite(s): C or better in IBM 301, MKT 301, or IBM 3012. |
| IBM 3072 - Promotional Strategies (3) | Prerequisite(s): Undergraduate standing; and C or better in IBM 301 or IBM 3012. |

Emphasis Electives: 7 units

| | |
|---|---|
| IBM 3082 - Retail Management (3) | Prerequisite(s): Undergraduate standing; and IBM 301, MKT 301, or IBM 3012. |
| IBM 3162 - Marketing of Services (3) | Prerequisite(s): Undergraduate standing; and IBM 301, MKT 301, or IBM 3012. |
| IBM 4022 - Brand Impression and Management (3) | Prerequisite(s): C or better in IBM 301 or IBM 3012. |
| IBM 4102 - Marketing for Small Business Organizations (3) | Prerequisite(s): IBM 301, MKT 301, or IBM 3012. |
| IBM 4141 - International Marketing (3) | Prerequisite(s): C or better in IBM 301 or IBM 3012. |
| IBM 4312 - Marketing Channels (3) | Prerequisite(s): IBM 301, MKT 301, or IBM 3012. |
| IBM 4410 - Internship in Marketing and International Business (1-3) | Prerequisite(s): Undergraduate Standing. |

Business Administration, B.S. - Technology and Operations Management

Subplan/Option Required: 6 units

| | |
|---|--|
| TOM 3160 - Business Analytics (3) | Prerequisite(s): TOM 302 or TOM 3020, and Microcomputer Proficiency or CIS 1010. |
| TOM 3320 - Business Processes and Production Planning (3) | Prerequisite(s): TOM 301 OR TOM 3010. |

Subplan/Option Electives: 21 units

Any combination of courses listed below will satisfy the required 21 units. Emphases are listed to provide guidance for helping students to choose courses of interest that best fit your career goals, but there is no requirement for choosing a specific emphasis for fulfilling these units.

Supply-Chain Management Emphasis: 21 units

Emphasis Required: 9 units

| | |
|--|--|
| TOM 3090 - Logistics Management (3) | Prerequisite(s): TOM 301 or TOM 3010. |
| TOM 4250 - Supply Chain Network Design (3) | Prerequisite(s): TOM 301 or TOM 3010; and Microcomputer Proficiency. |
| TOM 4340 - Purchasing Management (3) | Prerequisite(s): TOM 301 or TOM 3010. |

Emphasis Electives: 12 units

| | |
|--|---|
| EBZ 3010 - Business on the Web (3) | Prerequisite(s): STA 120 or STA 1200; CIS 101 or CIS 1010, or PCPT; and completion of GE Area A2. |
| EBZ 3030 - Customer Relationship Management and Business Analytics (3) | Prerequisite(s): TOM 301 or TOM 3010; and CIS 310 or CIS 3100. |
| EBZ 3050 - Enterprise Resource Planning (3) | Prerequisite(s): TOM 301 or TOM 3010. |
| TOM 3200 - Management of Technology (3) | Prerequisite(s): MHR 301 or MHR 3010. |
| TOM 4010 - Quality Management (3) | Prerequisite(s): STA 120, STA 1200, STA 309, or STA 2260. |
| TOM 4360 - Project Management (3) | Prerequisite(s): TOM 301 or TOM 3010; and Undergraduate Standing. |
| TOM 4410 - Internship in Technology and Operations Management (3) | |
| TOM 4530 - Service Operations Management (3) | Prerequisite(s): TOM 301 or TOM 3010. |

Interdisciplinary Elective (3) *

***Interdisciplinary elective may only be selected from the following list:**

| | |
|--|---|
| ACC 3210 - Cost Accounting (3) | Prerequisite(s): C or better in ACC 2070 or ACC 207/ACC 207A; ACC 2080 or ACC 208/ACC 208A; EC 2201 or EC 201; EC 2202 or EC 202; GE Area A2; FRL 2013 or FRL 201; MAT 1250 or MAT 125, MAT 114 and MAT 115, or MAT 1140; and STA 1200 or STA 120 |
| CIS 3050 - Database Design and Development (3) | Prerequisite(s): CIS 1010, CIS 101 or Personal Computer Proficiency Test. |

| | |
|---|--|
| CIS 4250 - E-Commerce Application Development (3) | Prerequisite(s): C or better in CIS 315 or CIS 3150. |
| FRL 3253 - Contract Administration (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| IBM 3072 - Promotional Strategies (3) | Prerequisite(s): Undergraduate standing; and C or better in IBM 301 or IBM 3012. |
| MHR 4020 - Leadership: Theory and Practice (3) | Prerequisite(s): C or better in MHR 3020 or MHR 318. |
| MHR 4040 - Conflict Management in Organizations (3) | Prerequisite(s): C or better in MHR 3020 or MHR 318. |

Operations Management Emphasis: 21 units

Emphasis Required: 9 units

| | |
|--|---|
| TOM 4010 - Quality Management (3) | Prerequisite(s): STA 120, STA 1200, STA 309, or STA 2260. |
| TOM 4360 - Project Management (3) | Prerequisite(s): TOM 301 or TOM 3010; and Undergraduate Standing. |
| TOM 4530 - Service Operations Management (3) | Prerequisite(s): TOM 301 or TOM 3010. |

Emphasis Electives: 12 units

| | |
|--|---|
| EBZ 3010 - Business on the Web (3) | Prerequisite(s): STA 120 or STA 1200; CIS 101 or CIS 1010, or PCPT; and completion of GE Area A2. |
| EBZ 3030 - Customer Relationship Management and Business Analytics (3) | Prerequisite(s): TOM 301 or TOM 3010; and CIS 310 or CIS 3100. |
| EBZ 3050 - Enterprise Resource Planning (3) | Prerequisite(s): TOM 301 or TOM 3010. |
| TOM 3090 - Logistics Management (3) | Prerequisite(s): TOM 301 or TOM 3010. |
| TOM 3200 - Management of Technology (3) | Prerequisite(s): MHR 301 or MHR 3010. |
| TOM 4250 - Supply Chain Network Design (3) | Prerequisite(s): TOM 301 or TOM 3010; and Microcomputer Proficiency. |
| TOM 4340 - Purchasing Management (3) | Prerequisite(s): TOM 301 or TOM 3010. |
| TOM 4410 - Internship in Technology and Operations Management (3) | |

Interdisciplinary Elective (3) *

***Interdisciplinary elective may only be selected from the following list:**

| | |
|---|--|
| ACC 3210 - Cost Accounting (3) | Prerequisite(s): C or better in ACC 2070 or ACC 207/ACC 207A; ACC 2080 or ACC 208/ACC 208A; EC 2201 or EC 201; EC 2202 or EC 202; GE Area A2; FRL 2013 or FRL 201; MAT 1250 or MAT 125, MAT 114 and MAT 115, or MAT 1140; and STA 1200 or STA 120. |
| CIS 3050 - Database Design and Development (3) | Prerequisite(s): CIS 1010, CIS 101 or Personal Computer Proficiency Test. |
| CIS 4250 - E-Commerce Application Development (3) | Prerequisite(s): C or better in CIS 315 or CIS 3150. |
| FRL 3253 - Contract Administration (3) | Prerequisite(s): FRL 201 or FRL 2013. |
| IBM 3072 - Promotional Strategies (3) | Prerequisite(s): Undergraduate standing; and C or better in IBM 301 or IBM 3012. |

| | |
|---|--|
| MHR 4020 - Leadership: Theory and Practice (3) | Prerequisite(s): C or better in MHR 3020 or MHR 318. |
| MHR 4040 - Conflict Management in Organizations (3) | Prerequisite(s): C or better in MHR 3020 or MHR 318. |