College of Business Administration <mark>2023-2024</mark> Grades Required List (Updated on 3/8/24)
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To graduate, a student must have an overall GPA of 2.0 in all university coursework, Cal Poly Pomona coursework, and major coursework (e.g. required and designated SubPlan courses).

General Education	Grade Required
GE Area A1 Oral Communication	• C- or better for all options in business
GE Area A2 Written Communication • ENG 1101 • ENG 1103 First-Year Interdisciplinary General Education • IGE 1100 • IGE 1200	• C or better for all options in business
GE Area A3 Critical Thinking	• C- or better for all options in business

Major Required Courses	Grade Required
ACC 2070 - Financial Accounting for Decision Making (3)	• C or better for Accounting (ACC) and Finance, Real Estate, and Law (FRL) • C or better for Technology and Operations Management (TOM) if you are planning to take ACC 3210 - Cost Accounting • D- or better for Computer Information Systems (CIS), E-Business (E-BUS), International Business (IB), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM)
ACC 2080 - Managerial Accounting for Decision Making (3)	• C or better for Accounting (ACC) and Finance, Real Estate, and Law (FRL) • C or better for Technology and Operations Management (TOM) if you are planning to take ACC 3210 - Cost Accounting • D- or better for Computer Information Systems (CIS), E-Business (E-BUS), International Business (IB), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM)

BUS 2500 - Applied Business Communication (3) (Formerly BUS 3000)	• D- for all options in business
BUS 3102 - Globalization of Business Modules (3) (Only for 2020-2021 and prior students)	• D- for all options in business
BUS 4950 - Strategic Management (3)	• D- for all options in business
CIS 1010 - Introduction to Personal Computing (3)	• CR for all options in business
CIS 3100 - Management Information Systems (3)	• C or better for Accounting (ACC) • D- for Computer Information Systems (CIS), E-Business (E-BUS), Finance, Real Estate and Law (FRL), International Business (IB), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM)
EC 2201 - Principles of Microeconomics (3)	• C or better for Accounting (ACC) and Finance, Real Estate, and Law (FRL) • C or better for Technology and Operations Management (TOM) if you are planning to take ACC 3210 - Cost Accounting • D- or better for Computer Information Systems (CIS), E-Business (E-BUS), International Business (IB), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM)
EC 2202 - Principles of Macroeconomics (3)	• C or better for Accounting (ACC) and Finance, Real Estate, and Law (FRL) • C or better for Technology and Operations Management (TOM) if you are planning to take ACC 3210 - Cost Accounting • D- or better for Computer Information Systems (CIS), E-Business (E-BUS), International Business (IB), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM)
FRL 2013 - The Legal Environment of Business and its Transactions (3)	• C or better for Accounting (ACC) and Finance, Real Estate, and Law (FRL) • C or better for Technology and Operations Management (TOM) if you are planning to take ACC 3210 - Cost Accounting • D- or better for Computer Information Systems (CIS), E-Business (E-BUS), International Business (IB), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM)

FRL 3000 - Managerial Finance (3)	• C or better for Finance, Real Estate and Law (FRL) • D- or better for Accounting (ACC), Computer Information Systems (CIS), E-Business (E-BUS), International Business (IB), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM)
IBM 3012 - Principles of Marketing Management (3)	• C or better for International Business (IB) and Marketing Management (MKT) • C or better for Technology and Operations Management (TOM) if you are planning to take IBM 3072 - Promotional Strategies • D- or better for Accounting (ACC), Computer Information Systems (CIS), E-Business (E-BUS), Finance, Real Estate and Law (FRL), Management and Human Resources (MHR), and Technology and Operations Management (TOM)
MAT 1250 - Introductory Calculus for Business (3) (GE Area B4) (MAT 1250 = MAT 1140 (CBA Only))	• C or better for all options in business
MHR 3010 - Principles of Management (3)	• C or better for Management and Human Resources (MHR) • D- or better for Accounting (ACC), Computer Information Systems (CIS), E-Business (E-BUS), International Business (IB), Finance, Real Estate, and Law (FRL), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM)
MHR 3020 - Organizational Behavior (3) (GE Area D4)	• C or better for Management and Human Resources (MHR) if you are planning to take MHR 4020 - Leadership: Theory and Practice or MHR 4040 - Conflict Management in Organizations • C or better for E-Business (E-BUS) if you are planning to take MHR 4020 - Leadership: Theory and Practice • C or better for Technology and Operations Management (TOM) if you are planning to take MHR 4020 - Leadership: Theory and Practice or MHR 4040 - Conflict Management in Organizations • D- or better for Accounting (ACC), Computer Information Systems (CIS), E-Business (E-BUS), International Business (IB), Finance, Real Estate, and Law (FRL), Marketing Management (MKT),

	Management and Human Resources (MHR), and Technology and Operations Management (TOM)
STA 1200 - Statistics with Applications (3) (GE Area B4) (STA 1200 = STA 1205 = STA 1201 and STA 1202)	• C or better for Accounting (ACC), Computer Information Systems (CIS), and Finance, Real Estate, and Law (FRL) • C or better for E-Business (E-BUS) if you are planning to take CIS 2090 - Object-Oriented Programming for Business or CIS 2670 - IT Infrastructure • C or better for Technology and Operations Management (TOM) if you are planning to take ACC 3210 - Cost Accounting. • **(If you earned a grade of C or better in MAT 1250)** D- or better for E-Business (E-BUS), International Business (IB), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM) • **(If you did not earn a grade of C or better in MAT 1250)** C- or better in E-Business (E-BUS), International Business (IB), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM)
TOM 3010 - Operations Management (3)	• D- for all options in business
TOM 3020 - Statistical Foundations for Business Analytics (3)	• C or better for Accounting (ACC) • D- for Computer Information Systems (CIS), E-Business (E-BUS), Finance, Real Estate and Law (FRL), International Business (IB), Marketing Management (MKT), Management and Human Resources (MHR), and Technology and Operations Management (TOM)

Business Administration, B.S. – Accounting

SubPlan/Option Required	Grade Required
ACC 3110 - Intermediate Accounting I (3)	• C or better for Accounting (ACC)
ACC 3120 - Intermediate Accounting II (3)	• C or better for Accounting (ACC)
ACC 3210 - Cost Accounting (3)	• C or better for Accounting (ACC)
ACC 4310 - Introduction to Taxation (3)	• C or better for Accounting (ACC)
ACC 4510 - Accounting Information Systems (3)	• C or better for Accounting (ACC)
ACC 4530 - Analytics in Accounting (3)	• D- or better for Accounting (ACC)
ACC 4810 - Auditing (3)	• C or better for Accounting (ACC)

*ACC Students in the 2019-2020 and prior curriculum years. See the chart below.

ACC 3110 - Intermediate Accounting I (3)	• C or better for Accounting (ACC)
ACC 3120 - Intermediate Accounting II (3)	• D- or better for Accounting (ACC)
ACC 3210 - Cost Accounting (3)	• D- or better for Accounting (ACC)
ACC 4310 - Introduction to Taxation (3)	• D- or better for Accounting (ACC)
ACC 4510 - Accounting Information Systems (3)	• D- or better for Accounting (ACC)
ACC 4810 - Auditing (3)	• D- or better for Accounting (ACC)

SubPlan/Option Electives	Grade Required
ACC 4131 - Advanced Financial Accounting (3)	• D- or better for Accounting (ACC)
ACC 4211 - Advanced Cost Accounting (3)	• D- or better for Accounting (ACC)
ACC 4221 - Controllership (3)	• D- or better for Accounting (ACC)
ACC 4321 - Advanced Taxation (3)	• D- or better for Accounting (ACC)
ACC 4331 - Tax Procedure and Research (3)	• D- or better for Accounting (ACC)
ACC 4341 - Service Learning in Taxation (2)	• D- or better for Accounting (ACC)
ACC 4351 - Supervisory Service Learning in Taxation (1)	• D- or better for Accounting (ACC)
ACC 4361A - Service Learning in Taxation - LITC (2)	• D- or better for Accounting (ACC)
ACC 4411 - Accounting Internship (1-3)	• D- or better for Accounting (ACC)
ACC 4421 - Internship in Public Accounting (1-3)	• D- or better for Accounting (ACC)
ACC 4511 - Advanced Accounting Information Systems (3)	• D- or better for Accounting (ACC)
ACC 4611 - Senior Project I (1-2)	• D- or better for Accounting (ACC)
ACC 4621 - Senior Project II (1-2)	• D- or better for Accounting (ACC)
ACC 4711 - Governmental and Not-for-Profit Accounting (3)	• D- or better for Accounting (ACC)
ACC 4811 - Accounting Ethics (3)	• D- or better for Accounting (ACC)

ACC 4821 - Forensic Accounting (3)	• D- or better for Accounting (ACC)
ACC 4831 - Advanced Auditing (3)	• D- or better for Accounting (ACC)
ACC 4841 - Internal Auditing (3)	• D- or better for Accounting (ACC)
FRL 4083 - Law for Accountants (3)	• D- or better for Accounting (ACC)

Business Administration, B.S. - Computer Information Systems

SubPlan/Option Required	Grade Required
CIS 2100 - Programming for Business Analytics (3) (formerly CIS 3150)	• C or better for Computer Information Systems (CIS) if you are planning to take CIS 4321 - Data Mining or CIS 3454 - Data Warehousing • D- or better for Computer Information Systems (CIS)
CIS 2900 - Object-Oriented Programming for Business (3) (formerly CIS 3090)	• C or better for Computer Information Systems (CIS) if you are planning to take CIS 3110 - Client-side Web Development, CIS 4230 - Artificial Intelligence Applications in Business, ==CIS 4250 - E-Commerce Application Development,== CIS 4260 - Server-side Web Development, CIS 4270 - Secure Web Applications, CIS 4280 - Mobile App Programming, CIS 4321 - Data Mining; or CIS 4333 - Information Systems Auditing • D- or better for Computer Information Systems (CIS)
CIS 3050 - Database Design and Development (3)	• C or better for Computer Information Systems (CIS)
CIS 3252 - Business Intelligence (3)	• C or better for Computer Information Systems (CIS) if you are planning to take CIS 3350 - Location Analytics for Business, CIS 4333 - Information Systems Auditing, CIS 3454 - Data Warehousing, CIS 3650 - Web and Mobile Analytics, or CIS 4321 - Data Mining • D- or better for Computer Information Systems (CIS)

SubPlan/Option Electives	Grade Required
Application Development Emphasis	
CIS 3110 – Client-side Web Development (3)	• C or better for Computer Information Systems (CIS) if you are planning to take CIS 4250 - E-Commerce Application Development, CIS 4260 - Server-side Web Development, or CIS 4280 - Mobile App Programming
CIS 4290 - IS Project Management and Development (3)	• D- or better for Computer Information Systems (CIS)
CIS 4230 – Artificial Intelligence Applications in Business (3)	• C or better in at least two electives in the CIS Application Development Emphasis if you are planning to take CIS 4290 - IS Project

	Management and Development • D- or better for Computer Information Systems (CIS)
CIS 4250 - E-Commerce Application Development (3)	• C or better in at least two electives in the CIS Application Development Emphasis if you are planning to take CIS 4290 - IS Project Management and Development • D- or better for Computer Information Systems (CIS)
CIS 4260 - Server-side Web Development (3)	• C or better in at least two electives in the CIS Application Development Emphasis if you are planning to take CIS 4290 - IS Project Management and Development • D- or better for Computer Information Systems (CIS)
CIS 4270 - Secure Web Applications (3)	• C or better in at least two electives in the CIS Application Development Emphasis if you are planning to take CIS 4290 - IS Project Management and Development • D- or better for Computer Information Systems (CIS)
CIS 4280 - Mobile App Programming (3)	• C or better in at least two electives in the CIS Application Development Emphasis if you are planning to take CIS 4290 - IS Project Management and Development • D- or better for Computer Information Systems (CIS)
Information Security and Forensics Emphasis	
CIS 2650 - Contemporary Operating Systems (3)	• C or better for Computer Information Systems (CIS) if you are planning to take CIS 4710 - Information Security, or CIS 4810 - Computer Forensics
CIS 2670 - IT Infrastructure (3)	• C or better for Computer Information Systems (CIS) if you are planning to take CIS 3470 - Telecommunication Networks, or CIS 4670 - Network Security
CIS 4670 - Network Security (3)	• D- or better for Computer Information Systems (CIS)
CIS 4710 - Information Security (3)	• D- or better for Computer Information Systems (CIS)
CIS 4810 - Computer Forensics (3)	• D- or better for Computer Information Systems (CIS)

CIS 3470 - Telecommunication Networks (3)	• D- or better for Computer Information Systems (CIS)
CIS 4333 - Information Systems Auditing (3)	• D- or better for Computer Information Systems (CIS)
Business Intelligence Emphasis	
CIS 2670 - IT Infrastructure (3)	• C or better for Computer Information Systems (CIS) if you are planning to take CIS 3470 - Telecommunication Networks, or CIS 4670 - Network Security
CIS 4321 - Data Mining (3)	• D- or better for Computer Information Systems (CIS)
CIS 3350 - Location Analytics for Business (3)	• D- or better for Computer Information Systems (CIS)
CIS 3454 - Data Warehousing (3)	• D- or better for Computer Information Systems (CIS)
CIS 3650 – Web and Mobile Analytics (3)	• D- or better for Computer Information Systems (CIS)
CIS 4567 - Big Data Analytics (3)	• D- or better for Computer Information Systems (CIS)
CIS 4680 - Advanced Data Analytics (3)	• D- or better for Computer Information Systems (CIS)

Business Administration, B.S. - E-Business

SubPlan/Option Required	Grade Required
EBZ 3010 - Business on the Web (3)	• D- or better for E-Business (E-BUS)
EBZ 3030 - Customer Relationship Management and Business Analytics (3)	• D- or better for E-Business (E-BUS)
EBZ 3050 - Enterprise Resource Planning (3)	• D- or better for E-Business (E-BUS)

SubPlan/Option Electives	Grade Required
E-Business Technology Emphasis	
CIS 2100 - Programming for Business (formerly CIS 3150)	• C or better for E-Business (E-BUS) if you are planning to take CIS 4321 - Data Mining or CIS 3454 - Data Warehousing • D- or better for E-Business (E-BUS)
CIS 3050 - Database Design and Development (3)	• C or better for E-Business (E-BUS) if you are planning to take CIS 4250 - E-Commerce Application Development or CIS 4260 - Server-side Web Development • D- or better for E-Business (E-BUS)
TOM 3200 - Management of Technology (3)	• D- or better for E-Business (E-BUS)
CIS 2670 - IT Infrastructure (3)	• C or better for E-Business (E-BUS) if you are planning to take CIS 4670 - Network Security • D- or better for E-Business (E-BUS)
CIS 2900 - Object-Oriented Programming for Business (3) (formerly CIS 3090)	• C or better for E-Business (E-BUS) if you are planning to take CIS 3110 - Client-side Web Development, CIS 4250 - E-Commerce Application Development, or CIS 4260 - Server-side Web Development • D- or better for E-Business (E-BUS)
CIS 3030 - Internet Startup (3) (I have not seen this course offered).	• D- or better for E-Business (E-BUS)
CIS 3110 - Client-side Web Development (3)	• C or better for E-Business (E-BUS) if you are planning to take CIS 4250 - E-Commerce Application Development, or CIS 4260 - Server-side Web Development • D- or better for E-Business (E-BUS)
CIS 4250 - E-Commerce Application Development (3)	• D- or better for E-Business (E-BUS)
CIS 4260 - Server-side Web Development (3)	• D- or better for E-Business (E-BUS)

CIS 4710 - Information Security (3)	• D- or better for E-Business (E-BUS)
EBZ 4410 - Internship in Electronic Business (3)	• D- or better for E-Business (E-BUS)
TOM 4650 - Introduction to Blockchain (3)	• D- or better for E-Business (E-BUS)
E-Business Supply Chain Management Emphasis	
TOM 3090 - Logistics Management (3)	• D- or better for E-Business (E-BUS)
TOM 4250 - Supply Chain Network Design (3)	• D- or better for E-Business (E-BUS)
TOM 4340 - Purchasing Management (3)	• D- or better for E-Business (E-BUS)
CIS 3050 - Database Design and Development (3)	• C or better for E-Business (E-BUS) if you are planning to take CIS 4250 - E-Commerce Application Development or CIS 4260 - Server-side Web Development • D- or better for E-Business (E-BUS)
EBZ 4410 - Internship in Electronic Business (3)	• D- or better for E-Business (E-BUS)
FRL 3253 - Contract Administration (3)	• D- or better for E-Business (E-BUS)
MHR 4020 - Leadership: Theory and Practice (3)	• D- or better for E-Business (E-BUS)
TOM 3160 - Business Analytics (3)	• D- or better for E-Business (E-BUS)
TOM 3200 - Management of Technology (3)	• D- or better for E-Business (E-BUS)
TOM 3320 - Business Processes and Production Planning (3)	• D- or better for E-Business (E-BUS
TOM 4360 - Project Management (3)	• D- or better for E-Business (E-BUS)
TOM 4530 - Service Operations Management (3)	• D- or better for E-Business (E-BUS)
TOM 4650 – Introduction to Blockchain (3)	• D- or better for E-Business (E-BUS)
E-Commerce Emphasis	
IBM 4032 - E-marketing (3)	• D- or better for E-Business (E-BUS)
MHR 3410 - Introduction to Entrepreneurship (3)	• D- or better for E-Business (E-BUS)
TOM 3160 - Business Analytics (3)	• D- or better for E-Business (E-BUS)
CIS 3030 - Internet Startup (3)	• D- or better for E-Business (E-BUS)
CIS 3050 - Database Design and Development (3)	• C or better for E-Business (E-BUS) if you are planning to take CIS 4250 - E-Commerce Application Development or CIS 4260 - Server-side Web Development • D- or better for E-Business (E-BUS)
EBZ 4410 - Internship in Electronic Business (3)	• D- or better for E-Business (E-BUS)
MHR 3420 - Creativity and Entrepreneurship (3)	• D- or better for E-Business (E-BUS)
MHR 4430 - Launching a New Venture (3)	• D- or better for E-Business (E-BUS)

MHR 4460 - Business Planning (3)	• D- or better for E-Business (E-BUS)
TOM 4340 - Purchasing Management (3)	• D- or better for E-Business (E-BUS)
TOM 4650 – Introduction to Blockchain (3)	• D- or better for E-Business (E-BUS)

E-Business Analytics

CIS 2100 - Programming for Business (formerly CIS 3150)	• C or better for E-Business (E-BUS) if you are planning to take CIS 4321 - Data Mining or CIS 3454 - Data Warehousing • D- or better for E-Business (E-BUS)
CIS 3050 – Database Design and Development	• C or better for E-Business (E-BUS) if you are planning to take CIS 4250 - E-Commerce Application Development or CIS 4260 - Server-side Web Development • D- or better for E-Business (E-BUS)
TOM 3160 - Business Analytics (3)	• D- or better for E-Business (E-BUS)
CIS 3252 – Business Intelligence (3)	• C or better for E-Business (E-BUS) if you are planning to take CIS 3454 - Data Warehousing, CIS 3650 - Web and Mobile Analytics, or CIS 4321 - Data Mining
CIS 3454 – Data Warehousing (3)	• D- or better for E-Business (E-BUS)
CIS 3650 – Web and Mobile Analytics (3)	• D- or better for E-Business (E-BUS)
CIS 4321 - Data Mining (3)	• D- or better for E-Business (E-BUS)
CIS 4567 – Big Data Analytics (3)	• D- or better for E-Business (E-BUS)
CIS 4680 – Advanced Data Analytics (3)	• D- or better for E-Business (E-BUS)
EBZ 4410 – Internship in Electronic Business (3)	• D- or better for E-Business (E-BUS)
TOM 4650 – Introduction to Blockchain (3)	• D- or better for E-Business (E-BUS)

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

SubPlan/Option Required	Grade Required
FRL 3062 - Fundamentals of Real Estate (3)	• C or better for Finance, Real Estate, and Law (FRL) if you are planning to take FRL 3802 - Real Estate Appraisal • D- or better for Finance, Real Estate, and Law (FRL)
FRL 3151 - Financial Markets and Institutions (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 3301 - Investments (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 3671 - Corporate Finance Theory (3)	• C or better for Finance, Real Estate, and Law (FRL)
FRL 4401 - Evaluation of Financial Policy (3)	• D- or better for Finance, Real Estate, and Law (FRL)

SubPlan/Option Electives	Grade Required
Finance Emphasis	
ACC 4122 - Financial Accounting and Analysis (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 3832 - Real Estate Finance (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4041 - Financial Modeling (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4311 - Financial Derivatives (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4331 - Seminar in Portfolio Management and Capital Markets (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4411 - Internship 1 (1-3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4531 - Multinational Financial Management (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4601 - Commercial Banking (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4631 - Business Forecasting (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4671 - Business Valuation (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4862 - Real Estate Investment Analysis (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4990 - Special Topics for Upper Division Students (1-3)	• D- or better for Finance, Real Estate, and Law (FRL)

Real Estate Emphasis

FRL 3802 - Real Estate Appraisal (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 3832 - Real Estate Finance (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 3862 - Real Property Management (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4041 - Financial Modeling (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4411 - Internship 1 (1-3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4631 - Business Forecasting (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4671 - Business Valuation (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4832 - Real Estate Market Analysis (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4842 - Real Estate Law (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4862 - Real Estate Investment Analysis (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4872 - Practices and Applications of Real Estate Law (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4902 - Urban Land Development (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4990 - Special Topics for Upper Division Students (1-3)	• D- or better for Finance, Real Estate, and Law (FRL)

Business Law and Contract Management Emphasis

FRL 3253 - Contract Administration (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 3263 - Contract Aspects of the Uniform Commercial Code (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 3273 - Contract Case Study/Practical Application (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 3283 - Contract Cost/Price Techniques-Negotiation (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 3293 - Legal and Contract Management Aspects of Federal Government Contract Property (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4013 - Government Regulation of Business (Administrative Law and Regulation) (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4033 - Law of Financial Transactions (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4263 - Legal Aspects of International Business (International Business Law) (3)	• D- or better for Finance, Real Estate, and Law (FRL)

FRL 4411 - Internship 1 (1-3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4503 - International Law and Dispute Settlement (3)	• D- or better for Finance, Real Estate, and Law (FRL)
FRL 4842 - Real Estate Law (3)	• D- or better for Finance, Real Estate, and Law (FRL)

Business Administration, B.S. - International Business

SubPlan/Option Required	Grade Required
FRL 4263 - Legal Aspects of International Business (International Business Law) (3)	• D- or better for International Business (IB)
IBM 2000 - Special Study for Lower Division Students (1-3) (Topic: International Business Students; 2-units required)	• D- or better for International Business (IB)
IBM 3001 - Principles of Global Business (3)	• D- or better for International Business (IB)
IBM 4141 - International Marketing (3)	• D- or better for International Business (IB)
IBM 4161 - International Exporting (3)	• D- or better for International Business (IB)
IBM 4801 - International Business Strategy (3)	• D- or better for International Business (IB)

SubPlan/Option Electives	Grade Required
Logistics Emphasis	
GEO 3120 - Economic Geography (3)	• D- or better for International Business (IB)
IBM 4291 - International Logistics (3)	• D- or better for International Business (IB)
IBM 4361 - International Business Agreements and Negotiation (3)	• D- or better for International Business (IB)
IBM 4410 - Internship in Marketing and International Business (1-3)	• D- or better for International Business (IB)
TOM 4250 - Supply Chain Network Design (3)	• D- or better for International Business (IB)
General Marketing Emphasis	
IBM 3062 - Professional Selling (3)	• D- or better for International Business (IB)
IBM 3072 - Promotional Strategies (3)	• D- or better for International Business (IB)
IBM 4121 - International Marketing Research (3)	• D- or better for International Business (IB)
IBM 4112 - Consumer Behavior (3)	• D- or better for International Business (IB)
IBM 4410 - Internship in Marketing and International Business (1-3)	• D- or better for International Business (IB)
Entrepreneurship Emphasis	
MHR 3410 - Introduction to Entrepreneurship (3)	• D- or better for International Business (IB)
MHR 3420 - Creativity and Entrepreneurship (3)	• D- or better for International Business (IB)
MHR 4430 - Technology Entrepreneurship (3)	• D- or better for International Business (IB)
MHR 4450 - Funding New Ventures (3)	• D- or better for International Business (IB)
MHR 4460 - Business Planning (3)	• D- or better for International Business (IB)

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

SubPlan/Option Required	Grade Required
MHR 3210 - Human Resources Management (3)	• D- or better for Management and Human Resources (MHR)
MHR 3410 - Introduction to Entrepreneurship (3)	• D- or better for Management and Human Resources (MHR)
MHR 4010 - Business Ethics, Diversity and Social Responsibility (3)	• D- or better for Management and Human Resources (MHR)

Subplan/Option Electives	Grade Required
MHR 4410 - Internship in Business Management (1-2) (3 units required)	• D- or better for Management and Human Resources (MHR)
MHR 4420 - Internship in Business Management (3)	• D- or better for Management and Human Resources (MHR)
MHR 4610 - Senior Project (3)	• D- or better for Management and Human Resources (MHR)
Management and Leadership Emphasis	
MHR 4020 - Leadership: Theory and Practice (3)	• D- or better for Management and Human Resources (MHR)
MHR 4040 - Conflict Management in Organizations (3)	• D- or better for Management and Human Resources (MHR)
MHR 3030 - Management of Not-for-Profit Organizations (3)	• D- or better for Management and Human Resources (MHR)
MHR 4030 - Leading Organizational Transformations (3)	• D- or better for Management and Human Resources (MHR)
MHR 4050 - International Management (3)	• D- or better for Management and Human Resources (MHR)
MHR 3XXX - Any 3000-level MHR course (3)	• D- or better for Management and Human Resources (MHR)
MHR 4XXX - Any 4000-level MHR course (3)	• D- or better for Management and Human Resources (MHR)
Human Resources Emphasis	
MHR 4220 - Training and Development (3)	• D- or better for Management and Human Resources (MHR)
MHR 4230 - Human Resources Staffing, Planning, Recruiting and Selection (3)	• D- or better for Management and Human Resources (MHR)
MHR 4240 - Employee Compensation and Benefits (3)	• D- or better for Management and Human Resources (MHR)
MHR 4250 - Employment Law (3)	• D- or better for Management and Human Resources (MHR)
MHR 4260 - Human Resources Information Systems (3)	• D- or better for Management and Human Resources (MHR)
MHR 4270 - Management Union Relations (3)	• D- or better for Management and Human Resources (MHR)

Entrepreneurship Emphasis

MHR 3420 - Creativity and Entrepreneurship (3)	• D- or better for Management and Human Resources (MHR)
MHR 4430 - Technology Entrepreneurship (3)	• D- or better for Management and Human Resources (MHR)
MHR 4450 - Funding New Ventures (3)	• D- or better for Management and Human Resources (MHR)
MHR 4460 - Business Planning (3)	• D- or better for Management and Human Resources (MHR)
MHR 4430 - Technology Entrepreneurship (3)	• D- or better for Management and Human Resources (MHR)
MHR 4440 - Social Entrepreneurship (3)	• D- or better for Management and Human Resources (MHR)
MHR 3030 - Management of Not-for-Profit Organizations (3)	• D- or better for Management and Human Resources (MHR)
MHR 4020 - Leadership: Theory and Practice (3)	• D- or better for Management and Human Resources (MHR)
MHR 4030 - Leading Organizational Transformations (3)	• D- or better for Management and Human Resources (MHR)
MHR 4250 - Employment Law (3)	• D- or better for Management and Human Resources (MHR)
MHR 4430 - Technology Entrepreneurship (3)	• D- or better for Management and Human Resources (MHR)
MHR 4440 - Social Entrepreneurship (3)	• D- or better for Management and Human Resources (MHR)
MHR 3XXX - Any 3000-level MHR course (3)	• D- or better for Management and Human Resources (MHR)
MHR 4XXX - Any 4000-level MHR course (3)	• D- or better for Management and Human Resources (MHR)

Business Administration, B.S. - Marketing Management

SubPlan/Option Required	Grade Required
IBM 2000 - Special Study for Lower Division Students (1-3) (Topic: Marketing Students; 2-units required)	• D- or better for Marketing Management (MKT)
IBM 3202 - Market Analysis and Control (3)	• D- or better for Marketing Management (MKT)
IBM 3302 - Marketing Research (3)	• D- or better for Marketing Management (MKT)
IBM 4112 - Consumer Behavior (3)	• D- or better for Marketing Management (MKT)
IBM 4212 - Marketing Problems (3)	• D- or better for Marketing Management (MKT)
PSY 2201 - Introduction to Psychology (3) (GE Area E)	• D- or better for Marketing Management (MKT)

SubPlan/Option Electives	Grade Required
Promotion Emphasis	
IBM 3072 - Promotional Strategies (3)	• D- or better for Marketing Management (MKT)
IBM 3262 - Interactive Marketing (3)	• D- or better for Marketing Management (MKT)
IBM 3282 – Social Media Marketing (3)	• D- or better for Marketing Management (MKT)
IBM 3292 - Mobile Marketing (3)	• D- or better for Marketing Management (MKT)
IBM 4032 - E-marketing (3)	• D- or better for Marketing Management (MKT)
IBM 4052 - Advertising Management (3)	• D- or better for Marketing Management (MKT)
IBM 4410 - Internship in Marketing and International Business (1-3)	• D- or better for Marketing Management (MKT)
IBM 4432 - Advertising Media Analysis and Planning (3)	• D- or better for Marketing Management (MKT)
Professional Selling Emphasis	
IBM 3062 - Professional Selling (3	• D- or better for Marketing Management (MKT)
IBM 4352 - Advanced Professional Selling (3)	• D- or better for Marketing Management (MKT)
IBM 4382 - Applied Sales Communication (3)	• D- or better for Marketing Management (MKT)
IBM 4410 - Internship in Marketing and International Business (1-3)	• D- or better for Marketing Management (MKT)
IBM XXXX - Any other IBM course (3)	• D- or better for Marketing Management (MKT)
Entertainment Emphasis	
IBM 3072 - Promotional Strategies (3)	• D- or better for Marketing Management (MKT)
IBM 4912 - Marketing of Movies (3)	• D- or better for Marketing Management (MKT)
IBM 4922 - Sports Marketing (3)	• D- or better for Marketing Management (MKT)
IBM 4932 - Event and Destination Marketing (3)	• D- or better for Marketing Management (MKT)
IBM 4410 - Internship in Marketing and International Business (1-3)	• D- or better for Marketing Management (MKT)
IBM XXXX - Any other IBM course (3)	• D- or better for Marketing Management (MKT)
Marketing Research Emphasis	

IBM 4072 - Qualitative Marketing Research (3)	• D- or better for Marketing Management (MKT)
IBM 4092 - Advanced Marketing Research (3)	• D- or better for Marketing Management (MKT)
IBM 4192 - Data Mining for Marketing Decisions (3)	• D- or better for Marketing Management (MKT)
IBM 4202 - Marketing Analytics (3)	• D- or better for Marketing Management (MKT)
IBM 4410 - Internship in Marketing and International Business (1-3)	• D- or better for Marketing Management (MKT)
IBM 4952 - Marketing Research Practicum (3)	• D- or better for Marketing Management (MKT)
IBM 4000 - Special Study for Upper Division Students (1-3)	• D- or better for Marketing Management (MKT)
IBM 4990 - Special Topics for Upper Division Students (1-3)	• D- or better for Marketing Management (MKT)
IBM 4410 - Internship in Marketing and International Business (1-3)	• D- or better for Marketing Management (MKT)
IBM XXXX - Any other IBM course (3)	• D- or better for Marketing Management (MKT)
General Marketing Emphasis	
IBM 3062 - Professional Selling (3)	• D- or better for Marketing Management (MKT)
IBM 3072 - Promotional Strategies (3)	• D- or better for Marketing Management (MKT)
IBM 3082 - Retail Management (3)	• D- or better for Marketing Management (MKT)
IBM 3162 - Marketing of Services (3)	• D- or better for Marketing Management (MKT)
IBM 4022 - Brand Impression and Management (3)	• D- or better for Marketing Management (MKT)
IBM 4102 - Marketing for Small Business Organizations (3)	• D- or better for Marketing Management (MKT)
IBM 4141 - International Marketing (3)	• D- or better for Marketing Management (MKT)
IBM 4312 - Marketing Channels (3)	• D- or better for Marketing Management (MKT)
IBM 4410 - Internship in Marketing and International Business (1-3)	• D- or better for Marketing Management (MKT)
Digital Marketing Emphasis	
IBM 3072 - Promotional Strategies (3)	• D- or better for Marketing Management (MKT)
IBM 4032 - E-marketing (3)	• D- or better for Marketing Management (MKT)
IBM 3262 - Interactive Marketing (3)	• D- or better for Marketing Management (MKT)
IBM 3282 - Social Media Marketing (3)	• D- or better for Marketing Management (MKT)
IBM 3292 - Mobile Marketing (3)	• D- or better for Marketing Management (MKT)
IBM 4000 - Special Study for Upper Division Students (1-3)	• D- or better for Marketing Management (MKT)
IBM 4202 - Marketing Analytics (3)	• D- or better for Marketing Management (MKT)
IBM 4410 - Internship in Marketing and International Business (1-3)	• D- or better for Marketing Management (MKT)
IBM 4990 - Special Topics for Upper Division Students (1-3)	• D- or better for Marketing Management (MKT)

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

SubPlan/Option Required	Grade Required
TOM 3160 - Business Analytics (3)	• D- or better for Technology and Operations Management (TOM)
TOM 3320 - Business Processes and Production Planning (3)	• D- or better for Technology and Operations Management (TOM)

SubPlan/Option Electives	Grade Required
Supply-Chain Management Emphasis	
TOM 3090 - Logistics Management (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4250 - Supply Chain Network Design (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4340 - Purchasing Management (3)	• D- or better for Technology and Operations Management (TOM)
EBZ 3010 – Business on the Web (3)	• D- or better for Technology and Operations Management (TOM)
EBZ 3030 - Customer Relationship Management and Business Analytics (3)	• D- or better for Technology and Operations Management (TOM)
EBZ 3050 - Enterprise Resource Planning (3)	• D- or better for Technology and Operations Management (TOM)
TOM 3200 - Management of Technology (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4010 - Quality Management (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4360 - Project Management (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4410 - Internship in Technology and Operations Management (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4530 - Service Operations Management (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4650 – Introduction to Blockchain (3)	• D- or better for Technology and Operations Management (TOM)
Interdisciplinary Elective (3) * ***Interdisciplinary elective may only be selected from the following list:**	
ACC 3210 - Cost Accounting (3)	• D- or better for Technology and Operations Management (TOM)

CIS 3050 - Database Design and Development (3)	• D- or better for Technology and Operations Management (TOM)
CIS 4250 - E-Commerce Application Development (3)	• D- or better for Technology and Operations Management (TOM)
FRL 3253 - Contract Administration (3)	• D- or better for Technology and Operations Management (TOM)
IBM 3072 - Promotional Strategies (3)	• D- or better for Technology and Operations Management (TOM)
MHR 4020 - Leadership: Theory and Practice (3)	• D- or better for Technology and Operations Management (TOM)
MHR 4040 - Conflict Management in Organizations (3)	• D- or better for Technology and Operations Management (TOM)

Operations Management Emphasis

TOM 4010 - Quality Management (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4360 - Project Management (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4530 - Service Operations Management (3)	• D- or better for Technology and Operations Management (TOM)
EBZ 3010 - Business on the Web (3)	• D- or better for Technology and Operations Management (TOM)
EBZ 3030 - Customer Relationship Management and Business Analytics (3)	• D- or better for Technology and Operations Management (TOM)
EBZ 3050 - Enterprise Resource Planning (3)	• D- or better for Technology and Operations Management (TOM)
TOM 3090 - Logistics Management (3)	• D- or better for Technology and Operations Management (TOM)
TOM 3200 - Management of Technology (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4250 - Supply Chain Network Design (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4340 - Purchasing Management (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4410 - Internship in Technology and Operations Management (3)	• D- or better for Technology and Operations Management (TOM)
TOM 4650 - Introduction to Blockchain (3)	• D- or better for Technology and Operations Management (TOM)

Interdisciplinary Elective (3) *
*Interdisciplinary elective may only be selected from the following list:

ACC 3210 - Cost Accounting (3)	• D- or better for Technology and Operations Management (TOM)
CIS 3050 - Database Design and Development (3)	• D- or better for Technology and Operations Management (TOM)
CIS 4250 - E-Commerce Application Development (3)	• D- or better for Technology and Operations Management (TOM)
FRL 3253 - Contract Administration (3)	• D- or better for Technology and Operations Management (TOM)

IBM 3072 - Promotional Strategies (3)	• D- or better for Technology and Operations Management (TOM)
MHR 4020 - Leadership: Theory and Practice (3)	• D- or better for Technology and Operations Management (TOM)
MHR 4040 - Conflict Management in Organizations (3)	• D- or better for Technology and Operations Management (TOM)