



**CALIFORNIA STATE UNIVERSITY, LONG BEACH**  
**BACHELOR OF SCIENCE DEGREE IN BUSINESS ADMINISTRATION**  
 All options included

**2002-03**

Name: \_\_\_\_\_ Last \_\_\_\_\_ First \_\_\_\_\_ Middle \_\_\_\_\_

Address: \_\_\_\_\_ Number \_\_\_\_\_ Street \_\_\_\_\_ Apt. No. \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Social Security Number \_\_\_\_\_ Telephone Number \_\_\_\_\_ Anticipated Graduation Date \_\_\_\_\_ Initial Advisor \_\_\_\_\_

Date Entered CSULB: \_\_\_\_\_ Class: \_\_\_\_\_ Total Transfer Units Accepted: \_\_\_\_\_

Transferred From: 1) \_\_\_\_\_, 2) \_\_\_\_\_, 3) \_\_\_\_\_, 4) \_\_\_\_\_

CSULB Unit Value	CSULB Grade	Major Requirements	Need to Take	Transfer or Substitute Course	Transfer From	Advisor OK	TR Unit	TR Grade
		<p>A minimum of 124 units will be required for all options in Business with the exception of Accountancy, which requires a minimum of 128 units. At least 12 upper division units in business, including MGMT 425, must be completed at CSULB.</p> <p>Business majors and minors may not exercise a Credit/No Credit grading option for courses required by the College of Business Administration in their program.</p> <p>A) LOWER DIVISION REQUIREMENTS (24 units):</p> <p>Take all of the following courses:</p> <p>3 _____ *ACCT 201 Elementary Financial Accounting</p> <p>3 _____ ECON 100 Principles of Macroeconomics</p> <p>3 _____ ECON 101 Principles of Microeconomics</p> <p>3 _____ *FIN 220 Introduction to Law and Business Transactions</p> <p>3 _____ MATH 114 Finite Mathematics</p> <p>3 _____ MATH 115 Calculus for Business</p> <p>Take one of the following:</p> <p>3 _____ *Computer Proficiency Examinaion (CPE)</p> <p>3 _____ IS 233 Introduction to Computer Systems and Applications</p> <p>3 _____ IS 240 Management Information Systems</p> <p>Select one course from the following:</p> <p>3 _____ PHIL 160 Introductory Ethics</p> <p>3 _____ PHIL 170 Elementary Logic            (Accountancy majors must take PHIL 160. Management Information Systems majors must take PHIL 170.)</p> <p>Business majors may not apply courses offered by the College of Business Administration toward GE Requirements.</p>		* In order to receive major credit, based on completion of a course taken at a school other than CSULB, a grade of "C" or better must have been earned in the equivalency of ACCT 201, FIN 220 and IS 233.				

Approval by the faculty advisor signifies revalidation of those upper-division courses in the major that were taken ten years prior to the date of graduation (PS 85-15).

I, \_\_\_\_\_ (name) \_\_\_\_\_ comply with PS 85-15.



Department Stamp

\_\_\_\_\_  
 Advisor's Name (print)

\_\_\_\_\_  
 Advisor's Signature

\_\_\_\_\_  
 Student's Signature

\_\_\_\_\_  
 Date

CSULB Unit Value	CSULB Grade	Major Requirements	Need to Take	Transfer or Substitute Course	Transfer From	Advisor OK	TR Unit	TR Grade
		<p>B) UPPER DIVISION CORE REQUIREMENTS: Take all of the following courses (33-34 units):</p>						
3	___	CBA 300 International Business	None					
3	___	ACCT 310 Managerial Accounting (Non-Accountancy majors only)	ACCT 201					
4	___	ACCT 320 Cost Accounting (Accountancy majors only)	ACCT 201 with a "C" or better					
3	___	ECON 333 Managerial Economics	ECON 100, 101 and MATH 115 or 122					
3	___	FIN 300 Business Finance	IS 310 can be taken concurrently					
3	___	FIN 320 Legal and Regulatory Environment of Business	FIN 220					
3	___	HRM 360 Organizational Behavior	None					
3	___	MGMT 300 Principles of Management	None					
3	___	MKTG 300 Marketing	None					
3	___	I S 300 Management Information Systems	IS 233 or IS 240 or CPE					
3	___	I S 301 Business Communications	None					
3	___	I S 310 Business Statistics	MATH 114 and 115					
		<p>C) The following course must be taken at CSULB and is open only to students with senior status after all prerequisite core courses have been completed.</p>						
3	___	MGMT 425 Business Strategy and Policy	ACCT 310 or 320, FIN 300, MGMT 300 and MKTG 300					
		<p>At least 12 upper division units in business, including MGMT 425, must be completed at CSULB.</p>						
		<p>D) Completion of at least one option (15-24 units). Select from the options listed below.</p>						
		<p>Students who complete and formally declare a second option may be regarded as having completed a double major and appropriate notation can be made on the transcript.</p>						
		<p>3) Elective units to make up the total 124 units required for the degree (128 for Accountancy majors). Each student is encouraged to select electives for expansion of knowledge and intellectual interests as well as for preparation for business employment. The College of Business Administration offers many specialized courses in the varied disciplines which may be utilized for elective credit.</p>						
		<p>Select from the following major options:</p>						
		<p>Accountancy (code 3-2705) Management Information Systems (code 3-2725) Finance, Real Estate, and Law (code 3-2710) Human Resources Management (code 3-2740) International Business code (3-2703) Management (code 3-2745) Marketing (code 3-2750) Operations Management (code 3-2758)</p>						

CSULB Unit Value	CSULB Grade	Major Requirements	Need to Take	Transfer or Substitute Course	Transfer From	Advisor OK	TR Unit	TR Grade
4 4 4 4 4 4	____ ____ ____ ____ ____ ____	<p><b>ACCOUNTANCY OPTION (code 3-2705)</b></p> <p>Take all of the following courses:</p> <p>ACCT 300A Intermediate Accounting</p> <p>ACCT 300B Intermediate Accounting</p> <p>ACCT 451 Federal Tax Law II</p> <p>ACCT 470 Auditing</p> <p>ACCT 480 Accounting Systems &amp; Data Processing</p> <p>ACCT 400 Advanced Accounting</p> <p>Select one course from the department of Anthropology, Psychology, or Sociology.</p>	<p>In order to take 300/400 level CBA courses, students must have the class standing of sophomore or higher. Other prerequisites are listed below:</p> <p>All prerequisites for Accountancy courses must be completed with a grade of "C" or better.</p>	<p>ACCT 201</p> <p>ACCT 300A</p> <p>Any upper division ACCT course</p> <p>ACCT 300A, 300B, 320</p> <p>IS 233 or IS 240, ACCT 300B, 320</p> <p>ACCT 300B</p>				
		<p>For further information, consult the College of Business Administration Admissions and Advising Center, (562) 985-4514.</p> <p>For General Education requirement information, contact the Academic Advising Center, 985-4837.</p> <p><b>STATE REQUIREMENTS:</b></p> <ul style="list-style-type: none"> <li>* 124 minimum units required</li> <li>* 40 units must be upper division</li> <li>* 51 units must be general education</li> </ul> <p>* 128 total units required for this degree</p>						

CSULB Unit Value	CSULB Grade	Major Requirements	Need to Take	Transfer or Substitute Course	Transfer From	Advisor OK	TR Unit	TR Grade
		<b>MANAGEMENT INFORMATION SYSTEMS OPTION (code 3-2725)</b>						
		APPLICATIONS DEVELOPMENT TRACK A total of 18 units, of which 15 must include:						
3	___	I S 340 Business Application Programming	IS 240 or 300					
3	___	I S 355 Introduction to Business Telecommunications	IS 240 or 300					
3	___	I S 380 Database I	IS 240 or 300					
3	___	I S 385 Systems Analysis and Design	IS 240 or 300					
3	___	I S 485 Information Systems Project	IS 380					
		3 units to be selected from:						
3	___	I S 320 Quantitative Analysis for Business Decisions	IS 310					
3	___	I S 464 Network Modeling and Simulation	IS 310 and 355					
3	___	I S 470 Decision Support Systems	IS 310 and 380					
3	___	I S 480 Advanced Database	IS 380					
		BUSINESS TELECOMMUNICATIONS TRACK A total of 18 units, of which 15 must include:						
3	___	I S 340 Business Application Programmer	IS 240 or 300					
3	___	I S 355 Introduction to Business Telecommunications	IS 240 or 300					
3	___	I S 380 Database I	IS 240 or 300					
3	___	I S 455 Local Area Networks	IS 355					
3	___	I S 485 Information Systems Project	IS 380					
		3 units to be selected from:						
3	___	I S 320 Quantitative Analysis for Business Decisions	IS 310					
3	___	I S 464 Network Modeling and Simulation	IS 310 and 355					
3	___	I S 470 Decision Support Systems	IS 310 and 380					
3	___	I S 456 Internetworking and Systems Integration	IS 355					
		ELECTRONIC COMMERCE TRACK A total of 18 units, of which 15 must include:						
3	___	I S 343 Business Programming	IS 240 or 300					
3	___	I S 355 Introduction to Business Telecommunications	IS 240 or 300					
3	___	I S 380 Database I	IS 240 or 300					
3	___	I S 445 Internet Applications in Business	IS 343					
3	___	I S 484 Electronic Commerce	IS 240 or 300					
		3 units to be selected from:						
3	___	I S 446 Web Development and User interface Design	IS 343					
3	___	I S 320 Quantitative Analysis for Business Decisions	IS 310					
3	___	I S 483 Business Applications Using JAVA	IS 240 or 300					
3	___	MKTG 437 Internet Marketing	None					
3	___	IS 456 Internetworking and Systems Integration	IS 355					
		For further information, consult the College of Business Administration Admissions and Advising Center, (562) 985-4514. For General Education requirement information, contact the Academic Advising Center, 985-4837.	STATE REQUIREMENTS: * 124 minimum units required * 40 units must be upper division * 51 units must be general education * 124 total units required for this degree					

CSULB Unit Value	CSULB Grade	Major Requirements	Need to Take	Transfer or Substitute Course	Transfer From	Advisor OK	TR Unit	TR Grade
		<p><b>FINANCE, REAL ESTATE, and LAW OPTION (code 3-2710)</b></p> <p>Choose one of the following Concentrations and take the required number of units:</p> <p>Financial Management Concentration Take both of the following courses:</p> <p>3    ___  FIN 350 Investment Principles 3    ___  FIN 400 Financial Management</p> <p>Select one course from the following:</p> <p>3    ___  FIN 330 Insurance Principles 3    ___  FIN 340 Real Estate Principles</p> <p>Select 6 units from the following courses:</p> <p>3    ___  FIN 360 Capital Markets 3    ___  FIN 425 Legal Aspects of Real Estate 3    ___  FIN 450 Security Analysis 3    ___  FIN 490 International Finance</p> <p>Investments Concentration Take both of the following courses:</p> <p>3    ___  FIN 350 Investment Principles 3    ___  FIN 400 Financial Management</p> <p>Choose one of the following courses:</p> <p>3    ___  FIN 330 Insurance Principles 3    ___  FIN 340 Real Estate Principles</p> <p>Select 6 units from the following courses:</p> <p>3    ___  FIN 424 International Legal Environment of Business 3    ___  FIN 450 Security Analysis 3    ___  FIN 480 Derivates and Futures Markets 3    ___  FIN 490 International Finance</p> <p>3    ___  FIN 499A* Applied Portfolio Management AND 3    ___  FIN 499B* Applied Portfolio Management</p> <p>* FIN 499A and 499B are open only to students who have the consent of the instructor and the department chair. FIN 499A is only offered in Fall and FIN 499B is only offered in the Spring. FIN 499A is a prerequisite for FIN 499B.</p> <p>For further information, consult the College of Business Administration Admissions and Advising Center, (562) 985-4514.</p> <p>For General Education requirement information, contact the Academic Advising Center, 985-4837.</p>	<p>In order to take 300/400 level CBA courses, students must have the class standing of sophomore or higher. Other prerequisites are listed below:</p> <p>FIN 300 FIN 300 and ACCT 310 or 320</p> <p>None None</p> <p>FIN 300 FIN 340 FIN 350 FIN 300</p> <p>FIN 300 FIN 300 and ACCT 310 or 320</p> <p>None None</p> <p>FIN 320 FIN 350 FIN 300 and 350 FIN 300</p> <p>Consent of department chair</p> <p>FIN 499A and consent of department chair</p>					
		<p>STATE REQUIREMENTS: * 124 minimum units required * 40 units must be upper division * 51 units must be general education * 124 total units required for this degree</p>						

Student's Name: \_\_\_\_\_ Social Security Number: \_\_\_\_\_

CSULB Unit Value	CSULB Grade	Major Requirements	Need to Take	Transfer or Substitute Course	Transfer From	Advisor OK	TR Unit	TR Grade
		<p><b>HUMAN RESOURCES MANAGEMENT OPTION (code 3-2740)</b></p> <p>In order to take 300/400 level CBA courses, students must have the class standing of sophomore or higher. Other prerequisites are listed below:</p> <p>Take the following course:</p> <p>HRM 361 The Human Resource Function</p> <p>Select 12 units from the following:</p> <p>HRM 440 Collective Bargaining</p> <p>HRM 445 Compensation Administration</p> <p>HRM 446 Leadership and Motivation in Organizations</p> <p>HRM 458 Managing Organizational Culture and Cultural Diversity</p> <p>HRM 460 Current Issues in Human Resources Management</p> <p>HRM 462 Labor Management Relations</p> <p>HRM 463 Organizational Training &amp; Development</p> <p>HRM 465 Personnel Selection and Appraisal</p> <p>For further information, consult the College of Business Administration Admissions and Advising Center, (562) 985-4514.</p> <p>For General Education requirement information, contact the Academic Advising Center, 985-4837.</p> <p>STATE REQUIREMENTS:</p> <ul style="list-style-type: none"> <li>* 124 minimum units required</li> <li>* 40 units must be upper division</li> <li>* 51 units must be general education</li> </ul> <p>* 124 total units required for this degree</p>	<p>None</p> <p>HRM 361</p> <p>HRM 361</p> <p>HRM 360</p> <p>HRM 360 or 361</p> <p>HRM 360 or 361</p> <p>None</p> <p>HRM 360 or 361</p> <p>HRM 361</p>					

CSULB Unit Value	CSULB Grade	Major Requirements	Need to Take	Transfer or Substitute Course	Transfer From	Advisor OK	TR Unit	TR Grade
		<b>MANAGEMENT OPTION (code 3-2745)</b>						
		Take the following course:						
3	___	MGMT 426 Management and Information Systems	Senior standing					
		Select 12 units from the following:						
3	___	MGMT 326 Management and Society	None					
3	___	MGMT 405 International and Comparative Management	MGMT 300					
3	___	MGMT 410 Materials Management	MGMT 300					
3	___	MGMT 411 Production Planning	MGMT 300					
3	___	MGMT 412 Production Control	MGMT 300					
3	___	MGMT 413 Managing Quality for Productivity	MGMT 300					
3	___	MGMT 414 Purchasing Management	MGMT 300					
3	___	MGMT 421 Management of Small Business Enterprises	MGMT 300					
3	___	MGMT 430 Project Management	MGMT 300					
3	___	MGMT 454 Organization Theory	MGMT 300					
3	___	MGMT 455 Managerial Decision Making Processes	MGMT 300 and HRM 360 OR 361					
		For further information, consult the College of Business Administration Admissions and Advising Center, (562) 985-4514.						
		For General Education requirement information, contact the Academic Advising Center, 985-4837.						
		STATE REQUIREMENTS: * 124 minimum units required * 40 units must be upper division * 51 units must be general education  * 124 total units required for this degree						

Continuation of 2002-03 Major Requirements: Program Title and Code: \_\_\_\_\_

Student's Name: \_\_\_\_\_ Social Security Number: \_\_\_\_\_

CSULB Unit Value	CSULB Grade	Major Requirements	Need to Take	Transfer or Substitute Course	Transfer From	Advisor OK	TR Unit	TR Grade
		<p><b>MARKETING OPTION (Code 3-2750)</b></p> <p>In order to take 300/400 level CBA courses, students must have the class standing of sophomore or higher. Other prerequisites are listed below:</p> <p>Nine units selected from:</p> <p>3 _____ MKTG 310 Retail Concepts and Policies            3 _____ MKTG 330 Mass Marketing Communications: Advertising            3 _____ MKTG 410 Services Marketing            3 _____ MKTG 420 Sales Management            3 _____ MKTG 430 Promotion Strategies            3 _____ MKTG 437 Internet Marketing            3 _____ MKTG 465 Business to Business Marketing            3 _____ MKTG 480 International Marketing            3 _____ MKTG 492 New Products/New Services</p> <p>And take all of the following courses:</p> <p>3 _____ MKTG 470 Marketing Research            3 _____ MKTG 490 Consumer Behavior            3 _____ MKTG 494 Marketing Management</p> <p>For further information, consult the College of Business Administration Admissions and Advising Center, (562) 985-4514.</p> <p>For General Education requirement information, contact the Academic Advising Center, 985-4837.</p> <p>STATE REQUIREMENTS:            * 124 minimum units required            * 40 units must be upper division            * 51 units must be general education</p> <p>* 124 total units required for this degree</p>	<p>None</p> <p>None</p> <p>MKTG 300</p> <p>MKTG 300</p> <p>MKTG 300</p> <p>MKTG 300</p> <p>MKTG 300</p> <p>MKTG 300</p> <p>MKTG 300</p> <p>MKTG 300 and IS 310</p> <p>MKTG 300</p> <p>MKTG 300 and senior Marketing standing</p>					



CSULB Unit Value	CSULB Grade	Major Requirements	Need to Take	Transfer or Substitute Course	Transfer From	Advisor OK	TR Unit	TR Grade
		<b>INTERNATIONAL BUSINESS OPTION (3-2703)</b>						
		Take all of the following courses:						
3	___	ACCT 465 International Accounting		Any 300 level ACCT course				
3	___	FIN 490 International Finance		FIN 300				
3	___	MKTG 480 International Marketing		MKTG 300				
3	___	MGMT 405 International and Comparative Management OR		MGMT 300				
3	___	MGMT 406 International Business Policy		MGMT 300				
		Take one of the following:						
3	___	HRM 458 Managing Organizational Culture and Cultural Diversity		HRM 360 or 361				
3	___	FIN 424 International Legal Environmental of Business		FIN 320				
3	___	MKTG 481 International Marketing Management		MKTG 300 and 480				
3	___	MGMT 405 International and Comparative Management OR		MGMT 300				
3	___	MGMT 406 International Business Policy (whichever was not taken in the above requirement)		MGMT 300				
		Also Required: Two years in high school or one year (2 semesters or 3 quarters) at the baccalaureate level of one of the following languages: Chinese, French, German, Italian, Japanese, Russian, or Spanish. Under individual, special circumstances, the Director of the International Business Option, or designee, may approve a language other than those listed above to satisfy the language requirement for a degree in the option.						
		Choice of the language will determine the country or geographic area of the world about which the student must study to the extent of a minimum of 2 courses (6 units). These will be in lieu of 6 other elective units, and can be double counted as part of the student's general education requirement (if the course is approved for G.E. credit)						
		G. E. or Elective Courses: Select two courses (6 units), appropriate for your choice of language: <i>All Languages:</i> ANTH 412I; COMM 330, 452; ECON 368; I/ST 317I, 318I, 319I, 355; LING 413, 425, 470; POSC 371, 485; W/ST 401I. <i>Chinese:</i> ANTH 332; A/ST 301I, 310, 495I; CHIN 301, 370; C/LT 403; ECON 365, 370; HIST 382B, 406, 488; POSC 362; R/ST 101B, 331I, 341I, 343. <i>French:</i> C/LT 330A,B; ECON 361I; GEOG 316; HIST 335, 339; POSC 353; FREN 335, 336. <i>German:</i> C/LT 330A,B; ECON 361; HIST 335, 339, 437; POSC 353; GERM 309, 315, 316, 380I. <i>Italian:</i> C/LT 330A,B; ECON 361I; GEOG 316; HIST 332, 335, 339; POSC 353. <i>Japanese:</i> ANTH 335; A/ST 301I, 310; C/LT 403; ECON 370; HIST 383B, 384, 406, 407; JAPN 350, 451, 471; R/ST 103, 341I, 344. <i>Russian:</i> ANTH 331; ECON 361I; GEOG 318; GERM 410; HIST 341B, 441; POSC 356; RUSS 310, 410I. <i>Spanish:</i> ANTH 323, 324; C/LT 440; ECON 361I, 363; GEOG 320I; HIST 364, 433, 462, 463; POSC 358, 359, 459; SPAN 330, 341, 430, 445.						
		For further information, consult the College of Business Administration Admissions and Advising Center, (562) 985-4514.		STATE REQUIREMENTS: * 124 minimum units required * 40 units must be upper division * 51 units must be general education				
		For General Education requirement information, contact the Academic Advising Center, 985-4837.		* 124 total units required for this degree				