

Business Administration Major Requirements

Sonoma State University · School of Business — for students in catalog years Fall 2026 and later

This sheet is provided for guidance only and is **not** an official representation of your graduation requirements. Refer to your Academic Requirements Report (ARR) to confirm all University graduation requirements are met, and meet with your faculty concentration advisor well in advance of registration.

1. Complete All Lower-Division Business Major Requirements

Preparatory courses — complete all four	Core courses — complete all three
1. ECON 204 Introduction to Macroeconomics (4 units) 2. ECON 205 Introduction to Microeconomics (4 units) 3. BUS 211 Business Statistics, or MATH 165 Elementary Statistics, or ECON 217 Statistics for Econ & Bus (4 units) 4. MATH 131 Introduction to Finite Mathematics (3 units), or MATH 161 Calculus (4 units)	1. BUS 225 Legal Environment of Business (4 units) 2. BUS 230A Financial Accounting (4 units) 3. BUS 230B Managerial Accounting (4 units) (<i>Prereq: BUS 230A</i>)

2. Complete All Upper-Division Core Business Classes

Course	Units	Prerequisites
1. BUS 316 Operations and Supply Chain Management	4	All lower-division business requirements
2. BUS 319 Introduction to MIS	4	All lower-division business requirements except ECON 204 and ECON 205
3. BUS 320 Business Data Analysis and Interpretation	4	All lower-division business requirements
4. BUS 344 Organizational Behavior	4	60 units completed and declared Business major
5. BUS 360 Introduction to Marketing	4	45 units completed and declared Business major
6. BUS 370 Introduction to Managerial Finance	4	All lower-division business requirements except BUS 225
7. BUS 491 Seminar in Management Strategy and Policy (capstone)	4	Courses 1–6 above and submission of graduation application; taken in your final semester

Core courses 1–6 are strict prerequisites for BUS 491. Core courses may be taken simultaneously with concentration courses.

3. Complete the Requirements of One of the Following Six Concentrations

A custom-designed Special Concentration is also available with faculty approval — contact the School of Business advising office.

Accounting	Finance
Complete 5 courses from the list below: Two required courses: BUS 330A Intermediate Accounting (4 units) BUS 330B Intermediate Accounting (4 units) (<i>Prereq: BUS 330A</i>) Choose at least three additional courses: BUS 430 Advanced Accounting (4 units) (<i>Prereq: BUS 330A and 330B</i>) BUS 433A Individual Taxation (4 units) (<i>Prereq: BUS 330A — may be concurrent</i>) BUS 433B Corp. and Estate Taxation (4 units) (<i>Prereq: BUS 433A</i>) BUS 434 Auditing (4 units) (<i>Prereq: BUS 319, 330A, 330B, 334 or 320</i>) BUS 435 Cost Accounting (4 units) (<i>Prereq: BUS 330A — may be concurrent</i>) BUS 437 Governmental Accounting (4 units) (<i>Prereq: BUS 330A</i>) BUS 438 Advanced Data Analytics (4 units) (<i>Prereq: BUS 330A and 320</i>) Note: Students intending to sit for the CPA exam are encouraged to meet with your Accounting Faculty Advisor to plan accordingly.	Must complete BUS 370 before taking 400-level Finance courses. Complete 5 courses from the list below: BUS 470 Managerial Finance (4 units) BUS 471 Case Studies in Finance (4 units) BUS 472 Investments (4 units) BUS 473 International Finance (4 units) BUS 474 Computer Applications in Finance (4 units) BUS 476 Risk Management and Insurance (4 units) BUS 477 Real Estate Finance and Investments (4 units) BUS 478 Portfolio Management & SMIF (4 units) BUS 330A Intermediate Accounting (4 units) BUS 385F Special Topics in Finance (3–4 units) Only one of the following work experience courses can be used for the concentration: BUS 399F Advanced Work Experience in Finance (3–4 units)* OR BUS 499F Internship in Business (3–4 units)*

Financial Management	Management
Must complete BUS 370 before taking 400-level Finance courses. Complete 5 courses from the list below: Two required courses: BUS 330A Intermediate Accounting (4 units) BUS 435 Cost Accounting (4 units) (<i>Prereq: BUS 330A</i>) Select two courses from Group A: BUS 470 Managerial Finance (4 units) BUS 471 Case Studies in Finance (4 units) BUS 472 Investments (4 units) BUS 473 International Finance (4 units) BUS 474 Computer Applications in Finance (4 units) BUS 476 Risk Management and Insurance (4 units) BUS 477 Real Estate Finance (4 units) BUS 478 Portfolio Management & SMIF (4 units) Select one additional course in Group B that was not selected in Group A: BUS 330B Intermediate Accounting (4 units) (<i>Prereq: BUS 330A</i>) BUS 437 Governmental Accounting (4 units) (<i>Prereq: BUS 330A</i>) BUS 454 Entrepreneurial Finance (4 units) BUS 470 Managerial Finance (4 units) BUS 471 Case Studies in Finance (4 units) BUS 472 Investments (4 units) BUS 473 International Finance (4 units) BUS 474 Computer Applications in Finance (4 units) BUS 476 Risk Management and Insurance (4 units) BUS 477 Real Estate Finance (4 units) BUS 478 Portfolio Management & SMIF (4 units) BUS 438 Advanced Data Analytics in Accounting (4 units)	Complete 5 courses from the list below: Three required courses: BUS 340 Human Resources Management (4 units) BUS 350 Management (4 units) BUS 452 Leadership (4 units) (<i>Prereq: BUS 344 and 350</i>) Choose two additional courses: BUS 386MG Social Entrepreneurship (4 units) BUS 391 Cross Cultural Communication and Negotiation (4 units) BUS 393 Introduction to International Business (4 units) BUS 399MG Advanced Work Experience (3–4 units)* BUS 446 Gov't Regulation of Human Resources (4 units) (<i>Prereq: BUS 340</i>) BUS 451 Entrepreneurship/Small Business Mgmt (4 units) (<i>Prereq: BUS 360</i>) BUS 453 Small Business Analysis (4 units) (<i>Prereq: BUS 360</i>) BUS 454 Entrepreneurial Finance (4 units) (<i>Prereq: BUS 370</i>) BUS 499MG Internship in Management (3–4 units)*
Marketing	Wine Business Strategies
Must complete BUS 360 before taking other Marketing courses. Complete 5 courses from the list below: Two required courses: BUS 367 Consumer Behavior (4 units) BUS 469 Marketing Management (4 units) (<i>Prereqs: BUS 360 and 367</i>) Choose three additional courses: BUS 361 Marketing Graphics (4 units) BUS 362 Services Marketing (4 units) BUS 364 Sports Marketing (4 units) BUS 365 Intro to Hospitality & Event Mgmt (4 units) (<i>BUS 360 is NOT a prereq</i>) BUS 366 Retail Management (4 units) BUS 368 International Marketing (4 units) BUS 396W The Global Wine Industry (4 units) BUS 399MK Advanced Work Experience (3–4 units)* BUS 461 Promotion Management (4 units) BUS 462 Marketing Research (4 units) BUS 463 Sales Management and Personal Selling (4 units) BUS 464W Production, Operations and Distribution (4 units) BUS 465W Wine Marketing (4 units) (<i>Prereq: BUS 360</i>) BUS 468 Marketing Decision Making (4 units) (<i>Prereq: BUS 367</i>) BUS 499MK Internship in Marketing (3–4 units)* Note: BUS 451 and BUS 453 are not included as Marketing electives.	Complete 5 courses from the list below: Four required courses: BUS 305W Introduction to Wine Business (4 units) BUS 464W Production, Operations and Distribution (4 units) BUS 465W Wine Marketing (4 units) (<i>Prereq: BUS 360</i>) BUS 499W Internship in the Wine Business (3–4 units)* Choose one additional course: BUS 362 Services Marketing (4 units) (<i>Prereq: BUS 360</i>) BUS 365 Intro to Hospitality & Event Mgmt (4 units) (<i>BUS 360 is NOT a prereq</i>) BUS 366 Retail Management (4 units) BUS 385W Special Topics in Wine (3–4 units, when relevant) BUS 386W Bev & Foodservice Mgmt in Hospitality Operations (4 units) BUS 396W Global Wine Industry (4 units) (<i>Prereq: BUS 360</i>) BUS 397W Global Marketplace for Wine (4 units) (<i>Prereqs: BUS 305W and 360</i>) BUS 399W Advanced Work Experience (3–4 units)* BUS 463 Sales Management and Personal Selling (4 units) (<i>Prereq: BUS 360</i>) BUS 467W Wine E-Commerce and Direct Sales (4 units) (<i>Prereq: BUS 319</i>) BUS 475W Wine Accounting and Finance (4 units) (<i>Prereq: BUS 370</i>)

* Information on prerequisites for BUS 399 and BUS 499 courses is available in our office (Stevenson 2700) and at cpe.sonoma.edu/internship-program.