

BUSINESS ADMINISTRATION MAJOR REQUIREMENTS ¹

1. Complete All Lower Division Business Major Requirements

- Complete Lower Division Business Major Preparatory Courses
 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)
- Complete Lower Division Business Major Core Requirements
 1. BUS 225 Legal Environment of Business (4 units)
 2. BUS 230A Financial Accounting (4 units)
 3. BUS 230B Managerial Accounting (4 units) (Prereq: BUS 230A)

2. Complete All Upper Division Core Business Classes

- Upper Division Core Business Classes 1 through 6 are strict prerequisites for BUS 491
 1. BUS 316 - Operations and Supply Chain Management (4 units)
 2. BUS 319 - Introduction to MIS (4 units)
 3. BUS 320 - Business Data Analysis and Interpretation (4 units)
 4. BUS 344 - Organizational Behavior (4 units)
 5. BUS 360 - Introduction to Marketing (4 units)
 6. BUS 370 - Introduction to Managerial Finance (4 units)
 7. BUS 491 - Seminar in Management Strategy and Policy (4 units)²



3. Complete Requirements as indicated in one of the following six Concentrations:

Accounting

Complete 5 Courses from the following:

Two Required Courses:

- BUS 330A Intermediate Accounting (4 units)
- BUS 330B Intermediate Accounting (4 units) (Prereq: BUS 330A)

Choose at least Three Additional Courses:

- BUS 335 Ethical Reasoning in Accounting (4 units) (Prereq: BUS 330A and may be taken concurrently)
- BUS 430 Advanced Accounting (4 units) (Prereq: BUS 330A and 330B)
- BUS 433A Individual Taxation (4 units) (Prereq: BUS 330A and may be taken concurrently)
- BUS 433B Corp. and Estate Taxation (4 units) (Prereq: BUS 433A)
- BUS 434 Auditing (4 units) (Prereq: BUS 319, 330A, 330B, 334 or 319)
- BUS 435 Cost Accounting (4 units) (Prereq: BUS 330A- may be taken concurrently)
- BUS 436 Business Law (4 units)
- BUS 437 Governmental Accounting (4 units) (Prereq: BUS 330A)

Note: Students intending to sit for the CPA exam are encouraged to take all upper-division Accounting courses listed. Meet with your Accounting Faculty Advisor to plan accordingly.

Finance

Complete 5 Courses from the following:

- ➔ Must complete **BUS 370** before taking 400-level Finance courses

Two Required Courses:

- BUS 472 Investments (4 units)
- BUS 474 Computer Applications in Finance (4 units)

Choose Three Additional Courses: (Select 3 courses from Group A *OR* select 2 courses from Group A and 1 course from Group B.)

Group A

- BUS 377 Financial Institutions or ECON 375 Money and Banking (4 units)
- BUS 470 Managerial Finance (4 units)
- BUS 471 Case Studies in Finance (4 units)
- BUS 473 International Finance (4 units)
- BUS 476 Insurance and Risk Management (4 units)
- BUS 477 Real Estate Finance and Investments (4 units)

Group B

- BUS 330A Intermediate Accounting (4 units)
- BUS 399F Advanced Work Experience in Finance (3-4 units)*
- BUS 433B Corp. and Estate Taxation (4 units) (Prereq: BUS 433A)
- BUS 475W Wine Accounting and Finance (4 units)
- BUS 499F Internship in Business (3-4 units)*
- ECON 311 Public Economics (4 units) (Prereq: 317)
- ECON 317 Econometrics (4 units)
- MATH 303 Interest Theory (3 units)
- BUS 454 Entrepreneurial Finance (4 units)

¹ **NOTE:** The information in this sheet is provided for guidance only and is not an official representation of your graduation requirements. Students should refer to their individual Academic Requirements Report (ARR) to ensure all University graduation requirements are met. It is strongly suggested students meet with their faculty concentration advisor well in advance of registration.

² BUS 491 is the capstone course in the Business Administration major and is designed to be taken in the student's final semester. Prerequisites: all six 300-level business core requirements and submission of graduation application. Core courses may be taken simultaneously with concentration courses.

Financial Management

Complete 5 Courses from the list below:

➔ Must complete **BUS 370** before taking 400-level Finance courses

Four Required Courses:

- BUS 330A Intermediate Accounting (4 units)
- BUS 435 Cost Accounting (4 units) (Prereq: 330A- may be taken concurrently)
- BUS 472 Investments (4 units)
- BUS 474 Computer Applications in Finance (4 units)

Choose One Additional Course:

- BUS 330B Intermediate Accounting (4 units) (Prereq: BUS 330A)
- BUS 377 Financial Institutions (4 units) or
ECON 375 Money and Banking (4 units)
- BUS 437 Governmental Accounting (4 units) (Prereq: BUS 330A)
- BUS 470 Managerial Finance (4 units)
- BUS 471 Case Studies in Finance (4 units)
- BUS 473 International Finance (4 units)
- BUS 476 Insurance and Risk Management (4 units)
- BUS 477 Real Estate Finance and Investments (4 units)
- BUS 454 Entrepreneurial Finance

Management

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) (Prereq: BUS 344 and 350)

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) (Prereq: BUS 340)
- BUS 451 Entrepreneurship/Small Business Mgmt (4 units) (Prereq: BUS 360)
- BUS 453 Small Business Analysis (4 units) (Prereq: BUS 360)
- BUS 454 Entrepreneurial Finance
- BUS 499MG Internship in Management (3-4 units)*

Marketing

Complete 5 Courses from the list below:

➔ Must complete **BUS 360** before taking other Marketing courses

Two Required Courses:

- BUS 367 Consumer Behavior (4 units)
- BUS 469 Marketing Mgmt (4 units) (Prereqs: BUS 360 and 367)

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)
- 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) (Prereq: BUS 305W)
- BUS 468 Marketing Decision Making (4 units) (Prereq: 367)
- BUS 451 Entrepreneurship/Small Business Management (4 units):**
not included as Marketing Elective option for students with catalog year Fall 2023 and beyond
- BUS 453 Small Business Analysis (4 units):** *not included as Marketing Elective option for students with catalog year Fall 2023 and beyond*
- BUS 499MK Internship in Marketing (3-4 units)*

Wine Business Strategies

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) (Prereqs: BUS 305W and 360)
- BUS 499W Internship in the Wine Business (3-4 units)*

Choose One Additional Course:

- BUS 362 Services Marketing (4 units) (Prereq: BUS 360)
- BUS 365 Intro to Hospitality & Event Mgmt (4 units)
- BUS 366 Retail Management (4 units) (Prereq: BUS 360)
- BUS 385W Special Topics in Wine (when relevant, 3-4 units)
- BUS 386W Bev & Foodservice Mgmt in Hospitality Operations (4 units)
- BUS 396W Global Wine Industry (4 units) (Prereq: BUS 360)
- BUS 397W Global Marketplace for Wine (4 units) (Prereqs: BUS 305W and 360)
- BUS 399W Advanced Work Experience (3-4 units)*
- BUS 463 Sales Management and Personal Selling (4 units) (Prereq: BUS 360)
- BUS 467W Wine E-Commerce and Direct Sales (4 units) (Prereq: BUS 319)
- BUS 475W Wine Accounting and Finance (4 units) (Prereq: BUS 370)

* The information on the prerequisites for BUS 399 and BUS 499 courses is available in our office (Stevenson 2700) and on our website (<http://sbe.sonoma.edu/center-professional-engagement/internship-program>)