MILLER COLLEGE OF BUSINESS MINORS  
Effective Fall 2016  
(Open to Miller College Business Majors)

ECONOMICS (18 hours)

ECON 201 (3) Elementary Microeconomics
ECON 202 (3) Elementary Macroeconomics

Twelve (12) hours from electives in Economics with at least nine (9) hours from 300/400 level courses.

ENTREPRENEURIAL MANAGEMENT (18 hours)

ACC 201 (3) Principles of Accounting 1
or
ECON 116 Survey of Economic Ideas
or
ECON 201 Elementary Microeconomics
MGT 241 (3) The Entrepreneurial Experience
MGT 342 (3) Marketing for New Ventures
MGT 343 (3) Venture Leadership
MGT 345 (3) Management for New Ventures

Select three (3) hours from COMM 375, INTB 265, MGT 243, 244, 300, 301, 361, 399, 497, MKG 300, RMI 270

FINANCIAL PLANNING (27 hours)

ACC 201 (3) Principles of Accounting 1
ACC 401 (3) Introduction to Taxation
BL 260 (3) Principles of Business Law
BL 367 (3) Estate Planning and Administration
FIN 300 (3) Principles of Finance
FIN 310 (3) Investments
FIN 480 (3) Financial Planning Process
RMI 270 (3) Principles of Risk Management and Insurance
RMI 330 (3) Employee Benefits and Retirement Planning

INFORMATION SYSTEMS FOR NON-COMPUTER SCIENCE MAJORS (18 hours)

CIS 226 (3) Business Systems Application Development
CIS 413 (3) Database Management Systems
ISOM 125 (3) Introduction to Business with Integrated Computer Applications
ISOM 210 (3) Business Information Systems
ISOM 300 (3) Project Management

Select three (3) hours from: CIS 410, 412, 450, ISOM 415, 430

INTERNATIONAL BUSINESS (33 hours)

Open only to Miller College of Business majors and requires a minor in a foreign language (15 hours)

ECON 351 (3) International Economics
FIN 352 (3) Global Finance
INTB 265 (3) Introduction to International Business
MGT 301 (3) International Management
MKG 470 (3) International Marketing

Three (3) hours from: INTB 300, 369, 490, or an approved area of study.

Contact person for approval – Dr. Douglas Naffziger, WB 221.

Minor in Foreign Language (15)
LOGISTICS AND SUPPLY CHAIN MANAGEMENT (15 hours)
ISOM 300 (3) Project Management
ISOM 351 (3) Operations Management
ISOM 355 (3) Quality Management and Lean Six Sigma
Select six (6) hours from: ISOM 361, 452, 453, 460

MARKETING (21 hours)
Open to all students with an overall GPA of 2.25 or better, except majors in Marketing or Professional Selling.
ECON 116 (3) Survey of Economic Ideas
OR
ECON 201 (3) Elementary Microeconomics
MKG 300 (3) Principles of Marketing
Fifteen (15) hours from: 300-400 level marketing electives with at least six (6) hours from MKG 400-level courses.

ORGANIZATIONAL COMMUNICATION (21 hours)
Open only to communication studies, human resource management, entrepreneurial management, and business administration majors.
COMM 325 (3) Interviewing
COMM 330 (3) Small Group Decision Making
COMM 340 (3) Leadership Communication
COMM 351 (3) Organizational Communication
MGT 300 (3) Managing Behavior in Organizations
MGT 361 (3) Foundations of HR Employee Relations
MGT 363 (3) Talent Management

PROFESSIONAL SELLING (21 hours)
Open to all students with an overall GPA of 2.25 or better, except majors in Marketing or Professional Selling.
ECON 116 (3) Survey of Economic Ideas
OR
ECON 201 (3) Elementary Microeconomics
MKG 300 (3) Principles of Marketing (Fall, Spring, Summer)
MKG 325 (3) Professional Selling (Fall, Spring, Summer)
MKG 427 (3) Sales Management (Fall, Spring)
MKG 429 (3) Sales Technology Application (Fall Only)
Six (6) hours from: MKG 369, 425, 460, 495, 497

RISK MANAGEMENT and INSURANCE (15 hours)
Open to all Miller College of Business majors except those majoring in Risk Management and Insurance.
RMI 270 (3) Principles of Risk Mgt & Ins
RMI 378 (3) Commercial Risk Mgt & Ins
RMI 474 (3) Seminar in Risk Mgt & Ins
Select three (3) hours from: BL 260, FIN 300
Select three (3) hours from: RMI 330, 369, 377, 473

SIX SIGMA (15 hours)
ECON 221 (3) Business Statistics
ISOM 355 (3) Quality Management & Lean Six Sigma
ISOM 375 (3) Six Sigma Foundations
ISOM 475 (3) Advanced Six Sigma
Three (3) hours from: ACC 306, ISOM 300, 361, MKG 350

Revised 7/8/2016