

**UNH MANCHESTER  
BACHELOR OF ARTS  
BUSINESS  
(128 Credits)**

**For Students Entering  
September 2016**

Name: \_\_\_\_\_ Advisor: \_\_\_\_\_

**DISCOVERY PROGRAM**

Discovery Foundations	Course Title/#	Source	Date	Cr.	Grade
Writing (WS) Must be taken within the first 32 credits.					
Quantitative Reasoning (QR) Must be taken within the first 32 credits.					
Inquiry Requirement One Inquiry course: (INQ 444 or INQ attribute) _____ Must be taken within the first 25 credits.					

**Discovery Categories**

Biological Science* (BS)					
Physical Science* (PS)					
Environment, Technology and Society (ETS)					
Historical Perspectives (HP)					
World Culture (WC)					
Fine and Performing Arts (FPA)					
Social Science (SS)					
Humanities (HUMA)					

<b>FOREIGN LANGUAGE REQUIREMENT</b> Full-year elementary language** course or one semester of an intermediate-level language course***					
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<b>Writing Intensive Requirement: Course Title/#</b> ENGL 401 _____  WI course in major _____  600/700-level WI course _____ other WI course _____	All undergraduates are required to complete four "writing- intensive" courses which must include English 401(First-Year Writing) and three additional "writing- intensive" courses, one of which must be in the student's major and one must be at the 600-level or above. A student may take a 600/700 level WI course in the major but must still have a total of four WI courses.
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\*One of the two sciences (BS, PS) must have a lab.

\*\*No credit if two or more years in high school.

\*\*\*May be taken to fulfill a World Culture requirement if an intermediate-level course is used.

**Note:** Effective fall 2012, all courses previously designated as ADM have been changed to BUS. Students cannot earn credits for both versions of the same course.

### Business Major Requirements

Each required course must be completed with a minimum grade of C-. Students must attain a minimum GPA of 2.0 in major courses required for graduation. Majors cannot use BUS 430, ECN 411, ECN 412 to satisfy both Discovery and major requirements. For transfer students: at least half of the major credits must be taken in residence; the eight credit capstone experience must be taken at UNHM.

CORE	Course Title/#	Source	Date	Cr.	Grade
BUS 400	Intro to Business				
ECN 411	Intro to Macroeconomic Principles				
ECN 412	Intro to Microeconomic Principles				
BUS 532	Intro to Financial Accounting				
BUS 533	Intro to Managerial Accounting				
BUS 430	Business Statistics				
COMP 411	Intro to Computer Applications **				
		**May fulfill ETS requirement in Discovery.			
COMP 510	Fundamentals of Computer Information Systems				
MATH 420 Finite Math, or MATH 425 Calculus I***					
		***May fulfill Quantitative Reasoning requirement in Discovery.			

### INTERMEDIATE BUSINESS CORE

Each course must be passed with a minimum grade of C-.  
Intermediate core courses may **not** double count in the Concentration.  
Only one transfer course will be counted toward the intermediate core.

Course Title/#	Source	Date	Cr.	Grade
BUS 601	Financial Management			
BUS 620	Organizational Behavior			
BUS 610	Marketing Principles and Applications			

**BUSINESS FOCUS OF STUDY**

Business students can creatively design a concentration of courses that fits their unique needs, interests, and career plans. Four courses (totaling 16 credits) can be selected across a wide university curriculum, reflecting students' desire to pursue an interdisciplinary, Liberal Arts, scientific, and/or professional focus.

**Students select four courses from one Focus of Study**

**Business Economics and Political Economy**

4 courses from the following: At least one course at 600 level or above  
 POLT 401 Politics and Society  
 POLT 403 United States in World Affairs  
 POLT 560 World Politics  
 ECN 625 Regulation of Business  
 ECN 635 Money, Banking and Macro Activity  
 ECN 640 Business Law & Economics  
 ECN 650 Economics for Managers  
 ECN 670 Public Sector Economics  
 HUMA 412 Industry and Welfare  
 HUMA 660 Moral Dimensions of Economic Life  
 POLT 762 International Political Economy

**Business and Technology**

4 courses from the following:  
 COMP 405 Internet & Web Authoring  
 COMP 425 Computing Fundamentals  
 COMP 515 Multimedia: Intro and Appl  
 COMP 520 Database Design & Develop  
 COMP 550 Networking Concepts  
 \*Other COMP courses may be used with permission of the program coordinator

**Accounting\***

4 courses from the following:  
 BUS 535 Federal Taxation  
 BUS 603 Intermediate Financial Acct I  
 BUS 615 Intermediate Financial Acct II  
 BUS 691 VITA Internship  
 BUS 715 Forensic Accounting  
 BUS 720 Auditing  
 BUS 725 Analysis of Financial Statements

\*NOTE: To qualify to take CPA exam, a B.A. and a minimum of 30 credits hours in accounting courses are required.

**Marketing**

4 courses from the following:  
 A. At least three must be from marketing:  
     BUS 565: Selling & Sales Management  
     BUS 661: Integrated Marketing Communications  
     BUS 663: Services Marketing & Operations Management  
     BUS 665: International Marketing Strategy Management  
 B. One course may be from the courses below:  
     BUS 675 Special Topics: Negotiations  
     BUS 695 Independent Study (Marketing/Communication Project)  
     BUS 690 Business Internship (in marketing or communication)  
     COMP 405 Internet & Web Authoring  
     COMP 415 Mobile Computing 1<sup>st</sup> and 4<sup>most</sup>

**Management**

4 courses from the following:  
 BUS 453 Leadership for Mgmt  
 BUS 455 Management & Human Resources  
 BUS 520 Training & Development  
 BUS 640 Business Communication & Conflict  
 BUS 663 Services Marketing and Operations Management  
 ECN 640 Business Law & Economics  
 ECN 650 Economics for Mgrs

**Self-design Focus of Study**

4 courses chosen in consultation with advisor

**Business Focus of Study**

Course Title/#	Source	Date	Cr.	Grade

A maximum of two courses may be used to fill a focus of study requirement and a Discovery requirement. No more than two transfer courses may be applied to the focus of study.

CAPSTONE EXPERIENCE

Senior standing must be attained to advance to Capstone courses. Capstone courses must be completed at UNH.

Course Title/#	Source	Date	Cr.	Grade
BUS 705 Business Ethics				
BUS 750 Internship Seminar or BUS 760 Applied Senior Project Senior Seminar				

ELECTIVES
