

HUMAN RESOURCES MANAGEMENT MAJOR REQUIREMENTS

Human Resources Management Required Courses

Complete the following two courses:

HRM U301 Introduction to Human Resources Management 4 SH

HRM U501 Competitive HRM Practices 4 SH

Human Resources Management Elective Courses

Complete two electives from the following list:

INB U310 Cultural Aspects of International Business 4 SH

MGT U320 Negotiation 4 SH

or any HRM courses.

BUSINESS ELECTIVES OR SECOND BUSINESS CONCENTRATION

Complete four business courses (from departments ACC, ENT, FIN, HRM, INB, MGT, MIS, MKT, MSC, or SCM) or complete a second business concentration (different from that of your major) from the list “Second Business Concentrations” on page 160.

MAJOR GPA REQUIREMENT

Minimum 2.000 GPA required in the major.

ELECTIVES OUTSIDE BUSINESS

Complete at least five electives outside business. These would typically include:

CBA U101 Introduction to Business 4 SH

CREDIT OUTSIDE BUSINESS

At least 64 semester hours must be earned in courses outside business.

GENERAL ELECTIVES

Additional courses taken beyond college and major course requirements to satisfy graduation credit requirements.

COOPERATIVE EDUCATION

UNIVERSITY-WIDE REQUIREMENTS

128 total semester hours required

Transition students are required to complete 132 total semester hours

Minimum 2.000 GPA required

INTERNATIONAL BUSINESS ADMINISTRATION

www.cba.neu.edu/bsib

The College of Business Administration is offering an innovative degree program, the Bachelor of Science in International Business. This program, the first of its kind in the United States, is for the highly motivated student who plans a career in import/export, international finance, manufacturing, or other areas that involve global markets.

The growth of multinational firms, international trade, and regional international trading blocs has created a shortage of skilled managers who are equipped to analyze the complexities of international business.

The BSIB fosters an understanding of problems involved in operating businesses across national boundaries and analyzes the operations of businesses in multinational environments.

It is increasingly common for multinational firms to require that candidates for top management positions have prior experience in international operations. In addition, large banks and insurance companies, governments, trade associations, and transnational bodies also have a growing need for managers who understand international business issues.

The BSIB includes broad-based courses dealing with the international environment as well as functional business courses with an international focus.

Students are admitted to a French, Spanish, German, or English track. They develop fluency in their chosen language and study the culture of the country or countries where that language is spoken. In addition, they participate in at least one cooperative education work experience or internship abroad in order to sharpen their language and business skills. Students should contact the Bachelor of Science in International Business academic adviser for course schedules.

All students in the Bachelor of Science in International Business degree program must take the required courses in the international business administration concentration (see page 154) and are encouraged to develop skills in other business areas such as finance, marketing, management, or human resources.

BSIB—Bachelor of Science in International Business—Foreign Language Option

ENGLISH REQUIREMENT

Complete the following course:

ENG U111 College Writing 4 SH

and one approved Advanced Writing in the Disciplines course for the major. A grade of C or higher is required in both courses.

DIVERSITY

Complete one course from the list “Approved Courses: Diversity” on page 48.

INTERNATIONAL BUSINESS GENERAL EDUCATION REQUIREMENTS

Mathematics

Complete one calculus course:

MTH U131 Calculus for Business and Economics 4 SH

MTH U141 Calculus 1 4 SH

MTH U142 Calculus 2 4 SH

MTH U151 Calculus and Differential Equations for Biology 1 4 SH

MTH U152 Calculus and Differential Equations for Biology 2 4 SH

MTH U240 Intensive Calculus for Engineers 6 SH

MTH U241 Calculus 1 for Science and Engineering 4 SH

Statistics

Complete the following course:

MSC U201 Business Statistics 4 SH

Social World

Complete one course from the list “Approved Courses: Methods of Inquiry—Social World Context” on page 48 with the exception of the following courses, which are not allowed: ECN U101, ECN U115, ECN U116, and POL U155.

Arts and Humanities

Complete one course from the list “Approved Courses: Methods of Inquiry—Arts Context” on page 47 or one course from the list “Approved Courses: Methods of Inquiry—Humanities Context” on page 47.

Historical, Ethical, and Aesthetic Perspectives

Complete the following course:
POL U155 Comparative Politics 4 SH
or complete one course from the list “Approved Courses: “Historical, Ethical, and Aesthetic Perspectives” on page 49.

Macroeconomics and Microeconomics

Complete the following two courses:
ECN U115 Principles of Macroeconomics 4 SH
ECN U116 Principles of Microeconomics 4 SH

BUSINESS REQUIREMENTS**Accounting**

Complete the following two courses:
ACC U201 Financial Accounting and Reporting 4 SH
ACC U301 Managerial Accounting 4 SH

Marketing

Complete the following course:
MKT U201 Introduction to Marketing 4 SH

Finance

Complete the following course:
FIN U201 Financial Management 4 SH

Management Information Systems

Complete the following course:
MIS U301 Management Information Systems 4 SH

Operations Management

Complete the following course:
MSC U401 Operations Management 4 SH

Organizational Behavior

Complete the following course:
HRM U201 Organizational Behavior 4 SH

Strategy in Action

Complete the following course:
MGT U501 Strategy in Action 4 SH

INTERNATIONAL BUSINESS MAJOR REQUIREMENTS**Required Courses**

Complete the following three courses:
INB U201 Global Environment of International Business 4 SH
INB U301 Living and Working Abroad 4 SH
INB U501 Advanced Global Management 4 SH

Electives

Complete one course from the following list:
FIN U320 International Financial Management 4 SH
INB U310 Cultural Aspects of International Business 4 SH
MKT U512 International Marketing 4 SH
SCM U301 Global Supply Chain Management 4 SH

BSIB SECOND CONCENTRATION

Complete a second business concentration from the list “Second Business Concentrations” on page 160.

FOREIGN LANGUAGE AND ELECTIVES OUTSIDE BUSINESS**Foreign Language Requirement**

Complete six courses in one foreign language.

CHINESE

Complete the following six courses:
LNC U101 Elementary Chinese 1 4 SH
LNC U102 Elementary Chinese 2 4 SH
LNC U301 Chinese Conversation and Composition 1 4 SH
LNC U302 Chinese Conversation and Composition 2 4 SH
LNC U501 Advanced Chinese 1 4 SH
LNC U502 Advanced Chinese 2 4 SH

FRENCH

Complete the following six courses:
LNF U111 Elementary French 1—BSIB 4 SH
LNF U112 Elementary French 2—BSIB 4 SH
LNF U311 Intermediate French 1—BSIB 4 SH
LNF U312 Intermediate French 2—BSIB 4 SH
LNF U511 Advanced French 1—BSIB 4 SH
LNF U512 Advanced French 2—BSIB 4 SH

GERMAN

Complete the following six courses:
LNG U111 Elementary German 1—BSIB 4 SH
LNG U112 Elementary German 2—BSIB 4 SH
LNG U311 Intermediate German 1—BSIB 4 SH
LNG U312 Intermediate German 2—BSIB 4 SH
LNG U511 Advanced German 1—BSIB 4 SH
LNG U512 Advanced German 2—BSIB 4 SH

ITALIAN

Complete the following six courses:
LNI U111 Elementary Italian 1—BSIB 4 SH
LNI U112 Elementary Italian 2—BSIB 4 SH
LNI U301 Italian Conversation and Composition 1 4 SH
LNI U302 Italian Conversation and Composition 2 4 SH
LNI U501 Advanced Italian 1 4 SH
LNI U502 Advanced Italian 2 4 SH

SPANISH

Complete the following six courses:
LNS U111 Elementary Spanish 1—BSIB 4 SH
LNS U112 Elementary Spanish 2—BSIB 4 SH
LNS U311 Intermediate Spanish 1—BSIB 4 SH
LNS U312 Intermediate Spanish 2—BSIB 4 SH
LNS U511 Advanced Spanish 1—BSIB 4 SH
LNS U512 Advanced Spanish 2—BSIB 4 SH

Electives Outside Business

Complete at least one course outside business. *Note:* Students who place out of introductory foreign language courses must substitute electives outside business so that the total foreign language courses and electives outside business is six courses. The following course:

CBA U101 Introduction to Business 4 SH
is recommended.

MAJOR GPA REQUIREMENT

Minimum 2.000 GPA required in the major

CREDIT OUTSIDE BUSINESS

At least 64 semester hours must be earned outside business.

GENERAL ELECTIVES

Additional courses taken beyond college and major course requirements to satisfy graduation credit requirements.

COOPERATIVE EDUCATION**UNIVERSITY-WIDE REQUIREMENTS**

128 total semester hours required
Transition students are required to complete 132 total semester hours
Minimum 2.000 GPA required

**BSIB—Bachelor of Science in International Business—
International Management Option****ENGLISH REQUIREMENT**

Complete the following course:
ENG U111 College Writing 4 SH
and one approved Advanced Writing in the Disciplines course for the major. A grade of C or higher is required in both courses.

DIVERSITY

Complete one course from the list “Approved Courses: Diversity” on page 48.

**INTERNATIONAL BUSINESS GENERAL EDUCATION
REQUIREMENTS****Mathematics**

Complete one calculus course:

MTH U131	Calculus for Business and Economics	4 SH
MTH U141	Calculus 1	4 SH
MTH U142	Calculus 2	4 SH
MTH U151	Calculus and Differential Equations for Biology 1	4 SH
MTH U152	Calculus and Differential Equations for Biology 2	4 SH
MTH U240	Intensive Calculus for Engineers	6 SH
MTH U241	Calculus 1 for Science and Engineering	4 SH

Statistics

Complete the following course:
MSC U201 Business Statistics 4 SH

Social World

Complete one course from the list “Approved Courses: Methods of Inquiry—Social World Context” on page 48 with the exception of the following courses, which are not allowed: ECN U101, ECN U115, ECN U116, and POL U155.

Arts and Humanities

Complete one course from the list “Approved Courses: Methods of Inquiry—Arts Context” on page 47 or one course from the list “Approved Courses: Methods of Inquiry—Humanities Context” on page 47.

Historical, Ethical, and Aesthetic Perspectives

Complete the following course:
POL U155 Comparative Politics 4 SH
or complete one course from the list “Approved Courses: Historical, Ethical, and Aesthetic Perspectives” on page 49.

Macroeconomics and Microeconomics

Complete the following two courses:
ECN U115 Principles of Macroeconomics 4 SH
ECN U116 Principles of Microeconomics 4 SH

BUSINESS REQUIREMENTS**Accounting**

Complete the following two courses:
ACC U201 Financial Accounting and Reporting 4 SH
ACC U301 Managerial Accounting 4 SH

Marketing

Complete the following course:
MKT U201 Introduction to Marketing 4 SH

Finance

Complete the following course:
FIN U201 Financial Management 4 SH

Management Information Systems

Complete the following course:
MIS U301 Management Information Systems 4 SH

Operations Management

Complete the following course:
MSC U401 Operations Management 4 SH

Organizational Behavior

Complete the following course:
HRM U201 Organizational Behavior 4 SH

Strategy in Action

Complete the following course:
MGT U501 Strategy in Action 4 SH

INTERNATIONAL BUSINESS MAJOR REQUIREMENTS**Required Courses**

Complete the following three courses:

INB U201	Global Environment of International Business	4 SH
INB U301	Living and Working Abroad	4 SH
INB U501	Advanced Global Management	4 SH

Electives

Complete one of the following courses:

FIN U320	International Financial Management	4 SH
INB U310	Cultural Aspects of International Business	4 SH
MKT U512	International Marketing	4 SH
SCM U301	Global Supply Chain Management	4 SH

BSIB SECOND CONCENTRATION

Complete a second business concentration from the list “Second Business Concentrations” on page 160.

FOREIGN LANGUAGE AND ELECTIVES**OUTSIDE BUSINESS****Foreign Language Requirement**

Complete three foreign language courses with a minimum of one year in the same language.

ARABIC

LNA U101	Elementary Arabic 1	4 SH
LNA U102	Elementary Arabic 2	4 SH
LNA U301	Arabic Conversation and Composition 1	4 SH

CHINESE

LNC U101	Elementary Chinese 1	4 SH
LNC U102	Elementary Chinese 2	4 SH
LNC U301	Chinese Conversation and Composition 1	4 SH
LNC U302	Chinese Conversation and Composition 2	4 SH
LNC U501	Advanced Chinese 1	4 SH
LNC U502	Advanced Chinese 2	4 SH

FRENCH

LNF U111	Elementary French 1—BSIB	4 SH
or LNF U101	Elementary French 1	4 SH
LNF U112	Elementary French 2—BSIB	4 SH
or LNF U102	Elementary French 2	4 SH
LNF U311	Intermediate French 1—BSIB	4 SH
or LNF U301	French Conversation and Composition 1	4 SH
LNF U312	Intermediate French 2—BSIB	4 SH
or LNF U302	French Conversation and Composition 2	4 SH
LNF U511	Advanced French 1—BSIB	4 SH
or LNF U501	Advanced French	4 SH
LNF U512	Advanced French 2—BSIB	4 SH

GERMAN

LNG U111	Elementary German 1—BSIB	4 SH
or LNG U101	Elementary German 1	4 SH
LNG U112	Elementary German 2—BSIB	4 SH
or LNG U102	Elementary German 2	4 SH
LNG U311	Intermediate German 1—BSIB	4 SH
or LNG U301	German Conversation and Composition	4 SH
LNG U312	Intermediate German 2—BSIB	4 SH
LNG U511	Advanced German 1—BSIB	4 SH
LNG U512	Advanced German 2—BSIB	4 SH

HEBREW

LNH U101	Elementary Hebrew 1	4 SH
LNH U102	Elementary Hebrew 2	4 SH

ITALIAN

LNI U111	Elementary Italian 1—BSIB	4 SH
or LNI U101	Elementary Italian 1	4 SH
LNI U112	Elementary Italian 2—BSIB	4 SH
or LNI U102	Elementary Italian 2	4 SH
LNI U301	Italian Conversation and Composition 1	4 SH
LNI U302	Italian Conversation and Composition 2	4 SH
LNI U501	Advanced Italian 1	4 SH
LNI U502	Advanced Italian 2	4 SH

JAPANESE

LNJ U101	Elementary Japanese 1	4 SH
LNJ U102	Elementary Japanese 2	4 SH
LNJ U301	Japanese Conversation and Composition	4 SH

RUSSIAN

LNR U101	Elementary Russian 1	4 SH
LNR U102	Elementary Russian 2	4 SH
LNR U301	Russian Conversation and Composition	4 SH

SPANISH

LNS U111	Elementary Spanish 1—BSIB	4 SH
or LNS U101	Elementary Spanish 1	4 SH
LNS U112	Elementary Spanish 2—BSIB	4 SH
or LNS U102	Elementary Spanish 2	4 SH
LNS U311	Intermediate Spanish 1—BSIB	4 SH
or LNS U301	Spanish Conversation and Composition 1	4 SH
LNS U312	Intermediate Spanish 2—BSIB	4 SH
or LNS U302	Spanish Conversation and Composition 2	4 SH
LNS U511	Advanced Spanish 1—BSIB	4 SH
or LNS U501	Advanced Spanish	4 SH
LNS U512	Advanced Spanish 2—BSIB	4 SH

Electives Outside Business

Complete at least one course outside business. *Note:* Students who place out of introductory foreign language courses must substitute electives outside business so that the total foreign language courses and electives outside business is three courses. The following course:

CBA U101	Introduction to Business	4 SH
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is recommended.

BSIB MINOR IN INTERNATIONAL AFFAIRS

Complete five courses for a minor in international affairs. INB U310 and INB U501 are required but may be double-counted with the major requirements. The remaining three courses must be chosen from the global affairs course list.

Required Courses

Complete the following two courses:

INB U310	Cultural Aspects of International Business	4 SH
INB U501	Advanced Global Management	4 SH

Global Affairs Course List

Complete three courses from the following list:

AFR U391	Modern African Civilization	4 SH
AFR U410	Religion and Spirituality in the African Diaspora	4 SH
AFR U441	Third World Political Relations	4 SH
AFR U474	Black Enterprise and the Corporate World	4 SH
AFR U639	Globalism, Racism, and Human Rights	4 SH
ECN U290	The Global Economy	4 SH
ECN U291	Development Economics	4 SH
ECN U635	International Economics	4 SH
HST U110	Introduction to World History	4 SH
HST U115	World History Education	1 SH
HST U202	Global Inequity	4 SH
HST U204	Third World Women	4 SH
HST U211	World History since 1945	4 SH
HST U214	War in the Modern World	4 SH
HST U315	Approaches to World History	4 SH
HST U316	Teaching World History	1 SH
HST U452	Global Chinese Migration	4 SH

HST U941	Internship in World History	4 SH
INT U905	Cultural Studies: An International Discourse	4 SH
INT U906	Social/Economic Development Lab	4 SH
PHL U130	Ethics: East and West	4 SH
POL U155	Comparative Politics	4 SH
POL U160	International Relations	4 SH
POL U405	International Political Economy	4 SH
POL U415	Ethnic Conflict in Comparative Politics	4 SH
POL U420	War and Political Violence	4 SH
POL U441	Third World Political Relations	4 SH
POL U510	International Law	4 SH
POL U530	Revolution and International Conflict	4 SH
POL U580	Special Topics: Comparative Politics and International Relations	4 SH
POL U610	Seminar in International Relations	4 SH
POL U910	Model United Nations	4 SH
SOA U305	Global Markets and Local Culture	4 SH

MAJOR GPA REQUIREMENT

Minimum 2.000 GPA required in the major

CREDIT OUTSIDE BUSINESS

At least 64 semester hours must be earned outside business.

GENERAL ELECTIVES

Additional courses taken beyond college and major course requirements to satisfy graduation credit requirements.

COOPERATIVE EDUCATION

UNIVERSITY-WIDE REQUIREMENTS

128 total semester hours required
 Transition students are required to complete 132 total semester hours
 Minimum 2.000 GPA required

MANAGEMENT

www.cba.neu.edu/mgt

The concentration in management is designed for the student with a strong interest in motivating people to provide goods and services creatively and productively.

The program helps students understand the various aspects of administrative practice and develop judgment and skills in organizational problem analysis and decision making. It focuses on three functional areas—marketing, finance, and operations—and explores the interrelation of these areas and the ways they can be used as management tools. To these are added the perspectives of law, accounting, and management information systems. Finally, the concentration includes several courses on business policy that are intended to develop skills in both the integrative and strategic roles of management. Through extensive use of case studies, management simulations, and group research projects, students develop leadership skills. Faculty pay significant attention to “people problems” in order to stress the importance of developing an effective workforce. See pages 344–346 for course descriptions.

BSBA in Management

**COLLEGE OF BUSINESS ADMINISTRATION
 BSBA CORE REQUIREMENTS**

See page 148 for requirement list.

MANAGEMENT MAJOR REQUIREMENTS

Management Required Courses

Complete the following two courses:

INB U201	Global Environment of International Business	4 SH
MGT U301	Legal, Ethical, and Social Issues	4 SH

Management Elective Courses

Complete two additional courses from the MGT department.

BUSINESS ELECTIVES OR SECOND BUSINESS CONCENTRATION

Complete four business courses (from departments ACC, ENT, FIN, HRM, INB, MGT, MIS, MKT, MSC, or SCM) or complete a second business concentration (different from that of your major) from the list “Second Business Concentrations” on page 160.

MAJOR GPA REQUIREMENT

Minimum 2.000 GPA required in the major.

ELECTIVES OUTSIDE BUSINESS

Complete at least five electives outside business. These would typically include:

CBA U101	Introduction to Business	4 SH
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CREDIT OUTSIDE BUSINESS

At least 64 semester hours must be earned outside business.

GENERAL ELECTIVES

Additional courses taken beyond college and major course requirements to satisfy graduation credit requirements.

COOPERATIVE EDUCATION

UNIVERSITY-WIDE REQUIREMENTS

128 total semester hours required
 Transition students are required to complete 132 total semester hours
 Minimum 2.000 GPA required

MANAGEMENT INFORMATION SYSTEMS

www.cba.neu.edu/ioa

Businesses process materials, products, and information. In the industrial era of the past, management of materials and products was the focus. In the Information Age, success, for individuals and for companies, requires the ability to manage information effectively.

The goal of the management information systems (MIS) concentration is to teach future managers and analysts how to use information technology (IT) to help individuals and organizations perform more efficiently and effectively. Students

develop new, cutting-edge approaches that allow them to use this powerful resource to its greatest advantage. Delivering the right information in the right form and format to the right people at the right time is essential in today's business world. Companies use MIS to achieve a competitive edge through the intelligent design and use of IT. Students study database management, telecommunications, systems analysis and design, program design methodologies, and other IT topics, such as digital multimedia, expert systems, electronic business, and knowledge management.

MIS can only be effectively designed and implemented when understood in the context of the individual user, the work group, the organization, and society. Therefore, the study of MIS at Northeastern combines a focus on technology with a focus on organizational systems within the business context. Not only do students develop technical and problem-solving skills that are in high demand by employers, they learn to identify how IT can best be used within a business organization.

MIS managers interact frequently with other managers throughout an organization; therefore, students are encouraged to complete a dual concentration in MIS and another area of business. Graduates of this program enter a wide range of professions that suit their particular interests. Professional options include systems analyst, programmer, database designer and administrator, Webmaster, software help-desk expert, project specialist, consultant, network administrator, and IT specialist within other departments, such as financial services, accounting, marketing, or manufacturing. See pages 351–352 for course descriptions.

BSBA in Management Information Systems

COLLEGE OF BUSINESS ADMINISTRATION BSBA CORE REQUIREMENTS

See page 148 for requirement list.

MANAGEMENT INFORMATION SYSTEMS MAJOR REQUIREMENTS

Complete the following four courses:

MIS U402	Business Programming	4 SH
MIS U403	Data Management and Information Analysis	4 SH
MIS U404	Business Data Communications	4 SH
MIS U501	Business Systems Integration	4 SH

BUSINESS ELECTIVES OR SECOND BUSINESS CONCENTRATION

Complete four business courses (from departments ACC, ENT, FIN, HRM, INB, MGT, MIS, MKT, MSC, or SCM) or complete a second business concentration (different from that of your major) from the list "Second Business Concentrations" on page 160.

MAJOR GPA REQUIREMENT

Minimum 2.000 GPA required in the major.

ELECTIVES OUTSIDE BUSINESS

Complete at least five electives outside business. These would typically include:

CBA U101 Introduction to Business 4 SH

CREDIT OUTSIDE BUSINESS

At least 64 semester hours must be earned in courses outside business.

GENERAL ELECTIVES

Additional courses taken beyond college and major course requirements to satisfy graduation credit requirements.

COOPERATIVE EDUCATION

UNIVERSITY-WIDE REQUIREMENTS

128 total semester hours required

Transition students are required to complete 132 total semester hours

Minimum 2.000 GPA required

MARKETING

www.cba.neu.edu/mkt

A business not only designs and manufactures products, but also markets and sells them to manufacturers, wholesalers, retailers, and consumers. All the activities that direct the flow of goods and services from producer to consumer are classified as marketing concerns. Once an organization determines a customer's needs and wants, its first objective is to produce goods or services to satisfy that particular customer. Essential in all types of businesses are product design, research, pricing, packaging, transportation, advertising, selling, and servicing.

The concentration in marketing is designed to familiarize students with the marketing process and to provide them with the theoretical concepts, skills, and tools necessary to enter and advance successfully in one of the many possible career paths. Students learn to evaluate consumer behavior, employ advertising principles, utilize market research and testing, and develop ways to position products and services in a favorable light. They also explore the changing economic, political, legal, ethical, and cultural contexts in which marketing strategies must be developed.

Students may select courses that lead to one of many career paths within marketing: product or brand management, marketing research, advertising management, retail management, sales management, or international marketing management. See pages 352–353 for course descriptions.

BSBA in Marketing

COLLEGE OF BUSINESS ADMINISTRATION BSBA CORE REQUIREMENTS

See page 148 for requirement list.

MARKETING MAJOR REQUIREMENTS**Marketing Required Courses**

Complete the following two courses:

MKT U301	Marketing Management	4 SH
MKT U401	Marketing Research	4 SH

Marketing Elective Courses

Complete two additional courses from the MKT department.

BUSINESS ELECTIVES OR SECOND BUSINESS CONCENTRATION

Complete four business courses (from departments ACC, ENT, FIN, HRM, INB, MGT, MIS, MKT, MSC, or SCM) or complete a second business concentration (different from that of your major) from the list “Second Business Concentrations” on page 160.

MAJOR GPA REQUIREMENT

Minimum 2.000 GPA required in the major.

ELECTIVES OUTSIDE BUSINESS

Complete at least five electives outside business. These would typically include:

CBA U101	Introduction to Business	4 SH
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CREDIT OUTSIDE BUSINESS

At least 64 semester hours must be earned in courses outside business.

GENERAL ELECTIVES

Additional courses taken beyond college and major course requirements to satisfy graduation credit requirements.

COOPERATIVE EDUCATION**UNIVERSITY-WIDE REQUIREMENTS**

128 total semester hours required

Transition students are required to complete 132 total semester hours

Minimum 2.000 GPA required

SUPPLY CHAIN MANAGEMENT

www.cba.neu.edu/mgt

From the *Fortune* 500 manufacturer to the small firm that produces, sells, or distributes products, all such companies have a supply chain management function that must be effectively managed if they are to be competitive. A supply chain manager is typically involved in making critical decisions about such matters as the modes of transportation used to move the company’s materials and products, inventory policies, warehousing needs, customer service standards, and the location of facilities.

As companies become increasingly involved in global markets as both buyers and sellers, supply chain managers play a major role not only in assessing the feasibility of international activity, but also in developing supply and distribution

networks to support that involvement. The policies that these managers help formulate are major determinants of a company’s success in the international arena.

The academic work of the program flows from introductory courses that address the decisions outlined above through advanced study of the formulation of supply chain strategies. The program culminates in a senior seminar that not only introduces the students to industry leaders in the field, but also focuses on development of individual research and presentation skills.

Because supply chain managers frequently interact with those involved in other areas of management, many supply chain management students have chosen to complete a second concentration in such areas as marketing, finance, or international business.

In addition to finding career opportunities with manufacturers, retailers, and distributors, supply chain management students may find similar opportunities with companies that sell supply chain services or transportation services in the marketplace. Consulting firms and government agencies at the federal, state, and local levels provide other career options. See page 404 for course descriptions.

BSBA in Supply Chain Management**COLLEGE OF BUSINESS ADMINISTRATION
BSBA CORE REQUIREMENTS**

See page 148 for requirement list.

SUPPLY CHAIN MANAGEMENT MAJOR REQUIREMENTS

Complete the following four courses:

SCM U201	Supply Chain Management	4 SH
SCM U301	Global Supply Chain Management	4 SH
SCM U310	The Transportation Industries	4 SH
SCM U401	Advanced Problems in Supply Chain Management	4 SH

BUSINESS ELECTIVES OR SECOND BUSINESS CONCENTRATION

Complete four business courses (from departments ACC, ENT, FIN, HRM, INB, MGT, MIS, MKT, MSC, or SCM) or complete a second business concentration (different from that of your major) from the list “Second Business Concentrations” on page 160.

MAJOR GPA REQUIREMENT

Minimum 2.000 GPA required in the major.

ELECTIVES OUTSIDE BUSINESS

Complete at least five electives outside business. These would typically include:

CBA U101	Introduction to Business	4 SH
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CREDIT OUTSIDE BUSINESS

At least 64 semester hours must be earned in courses outside business.

GENERAL ELECTIVES

Additional courses taken beyond college and major course requirements to satisfy graduation credit requirements.

COOPERATIVE EDUCATION**UNIVERSITY-WIDE REQUIREMENTS**

128 total semester hours required

Transition students are required to complete 132 total semester hours

Minimum 2.000 GPA required

Second Business Concentrations

The College of Business Administration departmental listings, which begin on page 150, give the detailed requirements for each degree offered by the college. Each of these detailed requirement listings in turn references the business concentrations shown below.

CONCENTRATION IN ACCOUNTING*Accounting Required Courses*

Complete the following three courses:

ACC U401	Financial Reporting and Analysis 1	4 SH
ACC U403	Accounting Information Systems	4 SH
ACC U501	Financial Reporting and Analysis 2	4 SH

Accounting Elective Course

Complete one course from the following list:

ACC U412	Auditing and Other Assurance Services	4 SH
ACC U414	Income Tax Determination and Planning	4 SH
ACC U416	Strategic Cost Analysis for Decision Making	4 SH

CONCENTRATION IN ENTREPRENEURSHIP AND NEW VENTURE MANAGEMENT

Complete the following four courses:

ENT U201	Entrepreneurship	4 SH
ENT U301	Opportunity Assessment and Entrepreneurial Market	4 SH
ENT U401	Management of Small and Medium Enterprises	4 SH
ENT U501	Growth Venture Creation	4 SH

CONCENTRATION IN FINANCE*Finance Required Courses*

Complete the following two courses:

FIN U301	Corporate Finance	4 SH
FIN U303	Investments	4 SH

Finance Elective Courses

Complete two additional courses from the finance department.

CONCENTRATION IN HUMAN RESOURCES MANAGEMENT*Human Resources Management Required Courses*

Complete the following two courses:

HRM U301	Introduction to Human Resources Management	4 SH
HRM U501	Competitive HRM Practices	4 SH

Human Resources Management Elective Courses

Complete the following two courses:

INB U310	Cultural Aspects of International Business	4 SH
MGT U320	Negotiation	4 SH

or any HRM course.

CONCENTRATION IN MANAGEMENT*Management Required Courses*

Complete the following two courses:

INB U201	Global Environment of International Business	4 SH
MGT U301	Legal, Ethical, and Social Issues	4 SH

Management Elective Courses

Complete two additional courses from the MGT department.

CONCENTRATION IN MANAGEMENT INFORMATION SYSTEMS

Complete the following four courses:

MIS U402	Business Programming	4 SH
MIS U403	Data Management and Information Analysis	4 SH
MIS U404	Business Data Communications	4 SH
MIS U501	Business Systems Integration	4 SH

CONCENTRATION IN MARKETING*Marketing Required Courses*

Complete the following two courses:

MKT U301	Marketing Management	4 SH
MKT U401	Marketing Research	4 SH

Marketing Elective Courses

Complete two additional courses from the MKT department.

CONCENTRATION IN SUPPLY CHAIN MANAGEMENT

Complete the following four courses:

SCM U201	Supply Chain Management	4 SH
SCM U301	Global Supply Chain Management	4 SH
SCM U310	The Transportation Industries	4 SH
SCM U401	Advanced Problems in Supply Chain Management	4 SH