

Northeastern University College of Professional Studies Bachelor of Science in Management			De Anza College Course Equivalent by Program				
Course Number	Course Title	Semester Credits*	Course Number	Course Title	Quarter Units	Part of AA in Management	Part of AS-T in Business Administration
General Foundation Courses (18 s.h.)							
ENG 1105 + ENG 1106	College Writing 1 + Lab	4	EWRT 1A/1AH	Composition and Reading	5	GE/Breadth Area A1	CSU Area A2; IGETC Area 1A
ENG 1107 + ENG 1108	College Writing 2 + Lab	4	EWRT 1B/1BH	Reading, Writing and Research	5	GE/Breadth Area C2	CSU Area C2
ENG 3107 + ENG 3108	Writing for the Professions-Business and Social Sciences + Lab	4	n/e			No	No
ND Core	Engaging with the Natural and Designed World	3	BIOL 13 or ESCI 1/1L or GEOL 10	Marine Biology or Environmental Science (w/Lab) or Introductory Geology	4-5	GE/Breadth Area B	CSU Area B2 & B3; IGETC Area 5B & 5C
IC Core	Interpreting Culture	3	ICS 9	Race and Ethnicity: Belonging and Exclusion in the U.S.	4	GE/Breadth Area D	CSU Area D; IGETC Area 4
Business Foundation Courses (42 s.h.)							
MTH 1100	College Algebra	3	MATH 41 or MATH 12	Precalculus I: Theory and Functions or Introductory Calculus for Business and Social Science	5	No	Bus Admin Elective
ECN 1100	Principles of Microeconomics	3	ECON 2/2H	Principles of Microeconomics	4	No	Bus Admin Core; CSU Area D; IGETC Area 4
ECN 1200	Principles of Macroeconomics	3	ECON 1/1H	Principles of Macroeconomics	4	Management Elective (Recommended)	Bus Admin Core; CSU Area D; IGETC Area 4
MTH 2300	Business Statistics	3	MATH 17 or MATH 10/10H	Integrated Statistics 2	5	GE/Breadth Area A3	CSU Area B4; IGETC Area 2
ITC 1000 or ITC 2016	Computer Applications or End User Data Analysis Tools	3	CIS 99	Office Software Applications	4.5	No	No
MGT 1100	Introduction to Business	3	BUS 10	Introduction to Business	5	Management Core	Bus Admin Core
MGT 2330	Business Law	3	BUS 18	Business Law I	5	Management Core	Bus Admin Core
PHL 2100	Business Ethics	3	PHIL 8	Ethics	4	GE/Breadth Area C2	IGETC Area 3B
ACC 2100	Financial Accounting	3	ACCT 1B/1BH	Financial Accounting II	5	No	Bus Admin Core
ACC 2200	Managerial Accounting	3	ACCT 1C/1CH	Managerial Accounting	5	No	Bus Admin Core
FIN 2105	Introduction to Corporate Finance	3	n/e			No	No
MKT 2100	Principles of Marketing	3	BUS 90	Principles of Marketing	5	Management Elective (Recommended)	No
MGT 2210	Information within the Enterprise	3	CIS 3	Business Information Systems	4.5	No	Bus Admin Core
MGT 2310	Organizational Behavior	3	BUS 56	Human Relations in the Workplace	5	Management Core	No
Major Required Courses (25 s.h.)							
MGT 2100	Principles of Management	3	BUS 96	Principles of Management	5	Management Core	No
MGT 2220	Supply Chain Management	3	n/e			No	No
HRM 2320	Human Resources Management	3	BUS 57	Human Resource Management	4	Management Core	No
MGT 3220	International Business	3	BUS 60	International Business Management	5	Management Core	No
MGT 4210	Project Management	3	n/e			No	No
MGT 4220	Innovation and Change Management	3	n/e			No	No
MGT 4230	New Venture Creation	3	BUS 55 and BUS 58	Introduction to Entrepreneurship and The Business Plan	9	Management Elective	No
MGT 4850	Business Strategy	4	n/e			No	No
Professional Electives (12 s.h.)							
<i>Choose four of the following courses:</i>							
CMN 1100	Organizational Communication	3	COMM 70/70H	Effective Organizational Communication	5	GE/Breadth Area D and Management Elective (Recommended)	CSU Area D
CMN 2310	Professional Speaking	3	COMM 1/1H or COMM 10/10H	Public Speaking	5	GE/Breadth Area A2	CSU Area A1; IGETC Area 1C
CMN 3100	Negotiation	3	n/e				
CMN 3350	Intercultural Communication	3	COMM/ICS 7/7H	Intercultural Communication	4	No	No
CMN 3360	Crisis Communication	3	n/e				
ITC 2430	E-Commerce Systems	3	BUS 70	Principles of E-Business	5	Management Elective	No
LDR 1200	Assessing Your Leadership Capacity	3	BUS 65	Leadership	5	Management Core	No
MKT 2220	Consumer Behavior	3	n/e				
ENG 3300	Literature and Business Leadership	3	n/e				
Open Electives to reach minimum 120 semester hours						GE/Breadth Area A3, C1, and E	CSU Area A3, B1, C1, C2, and E IGETC Area 1B, 3A, 3B, 5A, and 6

Semester Credits to be Completed at NU-CPS	60	Total Semester Credits Acceptable for Transfer	60
Semester Credits Required for BS Management	120	Total Transferable Semester Credits Applied to BS Degree	60

* 1 quarter unit is equal to 0.667 semester credits.