

JONES COLLEGE

UNDERGRADUATE ADVISING

REQUIREMENTS EFFECTIVE | SUMMER 25, FALL 25, SPRING 26 | VERSION 23

25-26 STUDENT HANDBOOK

Accounting
Economics & Finance
Information Systems & Analytics
Management
Marketing



**BUSINESS
ADVISING**

The Jennings A. Jones College of Business is an accredited member of AACSB International—The Association to Advance Collegiate Schools of Business.



The BBA in Information Systems offered by
the Department of Information Systems & Analytics in
the Jennings A. Jones College of Business
is ABET accredited.



Computing
Accreditation
Commission

On Front Cover: Jones College of Business students with Dr. Kenny Jih, Professor of Information Systems, during the Summer 2025 study abroad MTSU Signature Program: Knowledge and Innovation: Taiwan



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PipelineMT is changing!

MTSU will change how students register on PipelineMT during the Fall 2025 semester.

Students can find instructions on how to look up classes, register, and more at mtsu.edu/ssb/registration.



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Career Leadership Badge

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Enrollment is open at the beginning of each semester via MTSU's Career Development Center



BUSINESS ADVISING

Contact Us!

Jones College Advising Center
BAS N216
(615)904-8063
busadv@mtsu.edu

First Year: Figuring It Out

(0-29 credit hours)

- Attend Connection Point Events (add them to your calendar!) <https://www.mtsu.edu/campuslife/connectionpoint/>
- Attend an IGNITE Event
- Join a Jones College Student Organization
- Get Involved with your community! <https://involve.mtsu.edu/>
- Visit the Tutoring Spot in Walker Library
- Visit a faculty member during office hours
- Take care of yourself! https://linktr.ee/healthandwellness_mtsu
- Get organized: use the blue orientation portfolio to keep track of advising information & worksheets
- Apply for scholarships and complete FAFSA

Second Year: Settling In

(30-59 credit hours)

- **Advising:** Finish lower-division pre-business courses and apply to JCB
- Use Degree Works to verify degree progress
- Participate in Jones College Student Organization(s)
- Continue earning points towards IGNITE certification
- Get to know faculty & staff
- Visit the Career Development Center https://linktr.ee/careerdevelopment_mtsu
- Register with Handshake
- Seek leadership opportunities
- Take care of yourself! https://linktr.ee/healthandwellness_mtsu
- Apply for scholarships and complete FAFSA

Third Year: Looking Towards the Future

(60-89 credit hours)

- **Advising:** Meet with your Jones College Advisor to finalize Graduation Goal
- Participate in IGNITE sessions to create your resume & practice interviewing skills
- Find an internship
- Become a leader in a Jones College Student Organization
- Consider graduate and/or professional schools
- Networking: Interact with a faculty member in your discipline or Jones College Student Organization Sponsor
- Apply for scholarships and complete FAFSA

Fourth Year: To the Finish Line

(90+ credit hours)

- **Advising:** Schedule Graduation Appointment
- Submit an Intent to Graduate Form prior to the start of final semester
- Take Exit Exam(s)
- Attend a Career Development Center or Jones College Career Fair
- Apply to graduate school or employment opportunities
- Review Graduation website information
- Stay in touch and involved by joining the MTSU Alumni Association

Resources

Undergraduate Catalog: <https://catalog.mtsu.edu/>

JCB Student Handbook: <https://busadv.mtsu.edu/student-handbook/>

Upper Division Forms: <https://busadv.mtsu.edu/businessmajors/>

Registration Guide: <https://www.mtsu.edu/registration/registration-guide/>

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Aug. -Confirm and/or pay
-Purchase books, access codes, and course materials
-Fall Classes begin

Sept. -Career Development Center Career Fair

Oct. *ADVISING MONTH*
-Schedule an advising appointment
-Fall Break/Check Assigned Registration Time
-Check Mid-Term grades
-JCB and departmental scholarship portal opens

Nov. *REGISTRATION MONTH*
-Registration for Spring Semester and Winter Term
-Thanksgiving Break
-Intent to Graduate due for August

Dec. -Finals & Winter Break
-Check final grades
-Apply for admission to JCB
-Graduation
-Winter Session (optional)

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Jan. -Confirm and/or pay
-Purchase books, access codes, and course materials
-Spring Classes begin

Feb. -Application deadline for JCB and departmental scholarships

Mar. *ADVISING MONTH*
-Schedule an advising appointment
-Check Mid-Term grades
-Spring Break/Check Assigned Registration Time
-JCB Internship/Career Fair
-Application deadline for Study Abroad

Apr. *REGISTRATION MONTH*
-Registration for Fall and/or Summer
-Awards Reception
-Intent to Graduate due for December

May -Finals & Summer Break
-Check final grades
-Apply to JCB
-Graduation

SUMMER

-Summer classes begin
-Check MTSU email
-Intent to Graduate due (June) for May graduation
-Take classes, work, and/or complete an internship



JONES COLLEGE of BUSINESS

Advising Syllabus

Mission Statement

The Jones College of Business Advising Center promotes student success and retention through engagement activities; guides students in the decision-making process for attaining educational, career, and personal goals; assists students with academic planning to facilitate graduation; and makes internal and external referrals when necessary.



Graduation Goal

Jones College 1st Semester: _____

Graduation Term/Year: _____

Academic Advising Description:

Advisors are a critical resource for students, guiding them through academic policies and procedures to ensure timely graduation. They work closely with students to help them plan and achieve their educational goals. Well-informed about the institution's resources, academic advisors provide appropriate referrals and support to students. The primary goal of academic advising is to support students' academic success and personal development, helping them navigate their educational journey and prepare for their future careers.

Academic Advisor Responsibilities:

- Foster a supportive and encouraging partnership between student and advisor.
- Encourage and guide students to define and develop realistic educational goals.
- Empower students to take responsibility for their own academic success.
- Stay informed of and accurately communicate university/college/program requirements and policies.
- Be available for appointments during office hours.
- Stay knowledgeable of MTSU resources and make referrals when appropriate.

Advisee Responsibilities:

- Communicate professionally.
- Regularly schedule and attend appointments with your academic advisor.
 - ☐ Cancel the appointment if you know you are no longer available.
 - ☐ Call the office if you will be checking in late, as you may need to be rescheduled.
- Before the appointment, review major/program policies and requirements using DegreeWorks via PipelineMT or the MTSU Undergraduate Catalog and make a list of questions and/or concerns.
- Keep a record of your academic progress using your upper division form or your academic map.
- Maintain a file with relevant academic materials and follow through with your academic advisor's recommendations.

JCB Advising Center Assists or Provides:

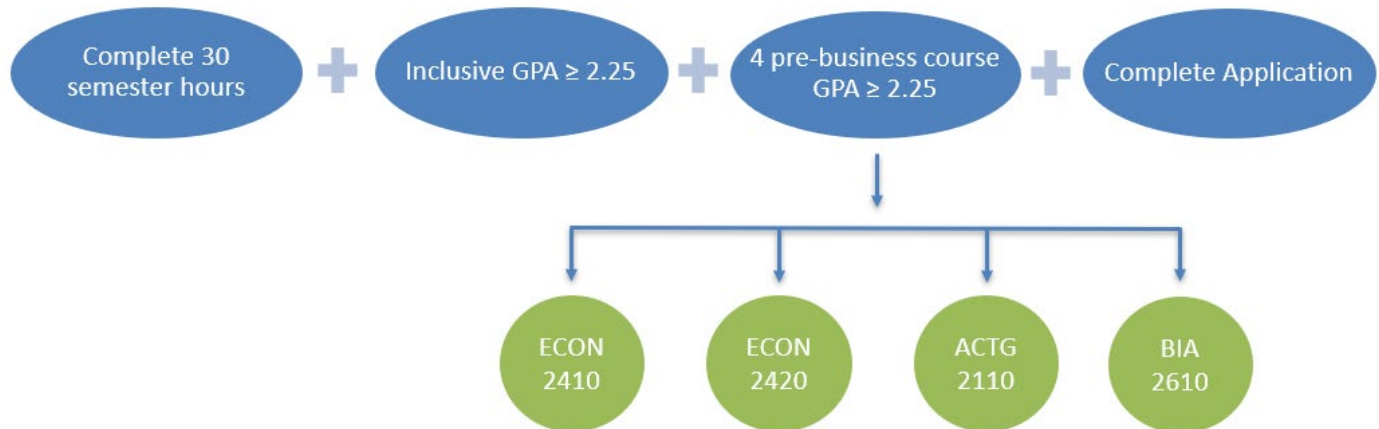
Jones College Program and Course Information, Degree Planning, Interpreting Degree Works, JCB Admission, Changing to a Business Major, Adding a Business Minor, Resolving CPoS Issues, BUAF Form Submission, Intent to Graduate Form, Late Registration Form, Overload Request Form, Study Abroad Course Substitution Form, Referrals to On-Campus and Off-Campus Resources.

JONES COLLEGE ADMISSION

Jones College Admission Policy – BBA

Students who choose a BBA program must meet minimum standards to progress into junior and senior level (MAJOR) courses. After meeting the standards, students complete the [Jones College Admission Application](#).

PipelineMT lists the inclusive GPA which includes all college-level coursework: **PipelineMT>Registration & Student Records>Academic Records>GPAs.**



Students who do not meet candidacy during the first attempt can repeat courses to improve GPAs. This is not a competitive program. Upon receipt of the application, any student who meets requirements is admitted to Jones College.

Jones College Admission Policy – BS

Students who choose the BS programs of Commerce, Cybersecurity, or Economics may enroll in 3000-4000 level Jones College courses once they have junior status, meet course-specific requirements, have a minimum inclusive GPA of 2.00, and obtained permission by filling out the [Application to take courses in Jones College](#).

Successful Progression to Jones College Admission

- Do well early in your academic career. Your True Blue Core (TBC) classes are important. The more credit hours you accumulate, the harder it is to improve your GPA.
- Start your course sequences as soon as you can. ACTG 2110 requires prerequisites of ENGL 1010 and a college level math course, so it is important to get these started.
- The pre-business GPA is an average. Start strong in ECON 2410 and 2420 during your first year. This will reduce the stress of making a minimum grade in ACTG 2110 and BIA 2610 during your second year.
- Use free [tutoring](#), [supplemental instruction](#), and other academic resources. Tutoring exists for all the pre-business classes.

ACADEMIC CURRICULUM

True Blue Core: General Education

Each MTSU student must complete 41 semester credit hours of the [True Blue Core](#). Students pursuing a BBA degree must take specific courses in **Quantitative Literacy** and **Human Society and Social Relationships**. Accounting majors must complete COMM 2200 in **Non-Written Communication**. See the major pages in this handbook for details. Students pursuing a BS degree in Jones College should discuss the TBC requirements with their academic advisor.

Business Core - BBA

Each BBA degree in the Jones College of Business requires successful completion (minimum average 2.0) of a common body of courses called the business core. Regardless of the major, all BBA students must complete the following courses:

Lower Division (Freshmen and Sophomore Level)

ACTG 2110	Accounting Principles I	ECON 2410	Principles of Macroeconomics
ACTG 2120	Accounting Principles II	ECON 2420	Principles of Microeconomics
BIA 2610	Statistical Methods		

Upper Division (Junior and Senior Level)

BIA 3620	Introduction to Business Analytics	INFS 3100	Management Information Systems
BLAW 3400	Legal Environment of Business	MGMT 3610	Principles of Management
BUS 3000	Dale Carnegie	MKT 3820	Principles of Marketing
FIN 3010	Principles of Corporate Finance	BUAD 4980	Strategic Management

BUAD 4980: Strategic Management

This course is taken in the last semester at MTSU and requires the following prerequisites: BLAW 3400, FIN 3010, INFS 3100, MGMT 3610, and MKT 3820.

Writing Intensive (W)

One writing-intensive course is also required. Check your upper division form or DegreeWorks to see which course your major requires.

BCED 3510	ECON 4620	MGMT 3620	MKT 4890	FIN 4780
Business	Econometrics	Supply Chain	Marketing	Behavioral
Communication	and Forecasting	Operations	Management	Economics and
				Finance

Business Electives

Each course starts with a three or four-letter prefix. A business elective is a course with any of the following prefixes: ACTG, BCED, BIA, BLAW, BUAD, BUS, CYBM, ECON, ENTR, FIN, INFS, LEAD, MGMT, MKT.

Popular choices at the freshman and sophomore level include:

BCED 1400 Introduction to Business	ECON 2110/FIN 2010 Personal Financial Planning
ENTR 2900 Entrepreneurship	INFS 2200 Introduction to Microcomputing
CYBM 1300 Cybersecurity for the Digital Citizen	

Students should consider saving the business elective until the junior or senior year if pursuing a second minor, an internship, an approved study abroad, or considering a change of major.

ACADEMIC POLICIES

Good Standing/Probation/Suspension

Students must stay in “Good Standing” to continue taking courses each semester. This means avoiding academic probation and suspension.

A student is placed on academic probation if they fail to attain a 2.00 GPA for the current term and do not meet one of the following GPA requirements:

- 0-29.99 GPA hours 1.50 Overall Combined GPA
- 30-49.99 GPA hours 1.80 Overall Combined GPA
- 50 ≥ GPA hours 2.00 Overall Combined GPA

A student on academic probation who fails to meet the above standards during the next semester of enrollment will be placed on academic suspension.

Grade Point Average

Each grade is assigned a numerical equivalent as follows:

B+ = 3.33 C+ = 2.33 D+ = 1.33 F = 0.00
A = 4.0 B = 3.00 C = 2.00 D = 1.00 FA = 0.00*
B- = 2.67 C- = 2.67 D- = 0.67

To calculate a GPA, the numerical equivalent of a grade is multiplied by the number of credits a course is worth. Be wary of GPA calculators that round the GPA. MTSU does not round a GPA.

*A grade of FA means “failed to attend.” If you fail class(es) or stop attending class(es), you may be required to pay back financial aid and/or lose future eligibility for financial aid (including lottery scholarships and federal student loans).

The Inclusive GPA determines Jones College Admission and Latin Honors at the time of graduation.

Graduation

1. Apply to graduate at least 2 semesters before you plan to graduate. This means filling out the online [Undergraduate Student Intent Form](#). Your major, minor, and catalog year are found in DegreeWorks.
2. During your last semester at MSTU, sign up and take any required [senior exit exams](#).
3. Review [Graduation Information](#) and check your MTSU Outlook email for ceremony information, cap and gown, and diploma pick up. *BS Economics students graduate from the College of Liberal Arts.*
4. Meet these graduation requirements. Only MTSU grades are used to determine the following GPAs:

Graduation Requirements for BBA Majors	
2.0 GPA Minimum Cumulative Hours	Minimum 30 MTSU Hours
2.0 GPA Minimum Major	Minimum 50% MTSU Upper Division Hours in Major
2.0 GPA Minimum All Jones College Minors	Minimum 3 MTSU Upper Division Hours in Minor
2.0 GPA Minimum in Jones College Business Core	Minimum 50 Senior College Hours
120 Minimum Semester Hours	Minimum 36 Upper Division Hours
18 of Last 30 Semester Hours at MTSU	50% Required Business Hours Taken at MTSU

SCHEDULING

Accelerated Classes (A1, A2)

Commonly referred to as A1 and A2, accelerated classes meet for 7 weeks. **Pay close attention to the date ranges of your courses by using the Grid Format view in PipelineMT.**

Students may take courses that are prerequisites for one another in A1 and A2. Students must register for the A1 courses and email register@mtsu.edu with their M Number, course name, and the CRN number. The A2 course must have an open seat.

Winter Session (Spring Term)

Winter session classes meet for 3 weeks at the conclusion of the fall term. Winter courses are found using the Advanced Search feature under Look Up Classes in PipelineMT. Simply select W for part of term. The winter session is a part of the entire Spring Term; therefore, [permission must be given](#) to allow a student to add more than 18 hours between the winter and spring parts of term.

Students can only register for a maximum of (4) credit hours during the Winter Session.

Closed Classes

Advisors cannot get you into closed classes but they can help you find alternative courses that meet degree requirements. If you need a closed class, join the [waitlist](#). If waitlisting is not an option, you must contact the professor and the department offering the course. Classrooms have fire codes and cannot go beyond the seat limit.

Registration Errors

If you experience any registration errors, contact your advisor, or refer to the [MT One Stop website](#).

The most common errors for Jones College students are:

- **Classification errors:** Not enough credits for sophomore, junior, or senior standing
- **Admission errors:** You must be admitted to Jones College before enrolling in upper-division courses in the major
- **Prerequisite errors:** More common for students with elective transfer work

COURSE TYPES

On-Ground

A course that meets in a classroom during the listed days and times on PipelineMT.

Blended

A combination of in-person and online instruction. These courses are marked with a B or DB in the section number. A course with a DB section number will meet less than 50% of the time in-person.

Asynchronous (Online)

A course in which instruction is entirely online in D2L. Instructors are listed without meeting days and times. Students work at their own pace and meet deadlines established in the course syllabus. These courses have a D in the section number.

Synchronous (Remote)

A course in which all instruction is delivered online in Zoom or Microsoft Teams. Days and times are listed without a location since the course is not held on campus. Students should be available to meet virtually for instruction. These courses have a D in the section number.

CREDIT OPTIONS

College Level Examination Program (CLEP)

Students may earn college credit by examination for acceptable scores through CLEP. Students earn semester hours of credit toward graduation based on these computer-based tests, and they do not affect a student's GPA. **Subject exams have a passing score equal to or greater than 50. Students must wait three months before retaking a test.**

Registration is required and students must show a government-issued photo ID such as a valid driver's license. Visit [Testing Services](#) in the Keathley University Center (room 107) or by calling 615-898-2863. See the Testing Services webpage for the complete list of available CLEP exams and for cost information.

The following list contains courses required for most business majors. BLAW 3430 is only found in the Accounting and Business Administration programs.

CLEP Examination	Credit	MTSU Course
Calculus	4	MATH 1910
College Algebra	3	MATH 1710
Financial Accounting, Principles of Accounting I	3	ACTG 2110
Introductory Business Law	3	BLAW 3430
Principles of Macroeconomics	3	ECON 2410
Principles of Microeconomics	3	ECON 2420
Principles of Management	3	MGMT 3610
Principles of Marketing	3	MKT 3820

Credit by Special Examination (Undergraduate) or “Challenge Exam”

Any student enrolled in the University who receives departmental approval is eligible to receive credit by special examination for certain MTSU courses.

- Students seeking credit by special examination should, on forms provided by the Admissions Office, request approval from the chair of the department or director of the school in which the course is offered.
- A nonrefundable fee of \$20.00 is charged for each semester hour of credit at the Admissions Office.
- The form for approval to post credit by special examination must be received in the Admissions Office no later than two weeks prior to the first day of final exams for a specified semester.
- No student can repeat a special examination in a given course within one year.
- The student will receive credit, shown as P (Pass) on the student’s transcript, upon passing the examination with a minimum equivalent grade of C.
- Credit by special examination cannot be used in the determination of the 25 percent credit earned through instruction offered by MTSU.

The following are courses available for Credit by Special Examination in the Jones College (see the department chair to inquire about any courses not listed):

ACTG 2120—Principles of Accounting II

Please contact the Department of Accounting at 615-898-2558 (BAS N425A) to make an appointment to take the exam and for suggestions on how to prepare for the exam. Review any current text covering the appropriate topics.

ACTG 3110 and 3120—Intermediate Accounting I & II

Please contact the Department of Accounting at 615-898-2558 (BAS N425A) to make an appointment to take the exam and for suggestions on how to prepare for the exam. Review any current text covering the appropriate topics.

ACTG 3310—Cost Accounting

Please contact the Department of Accounting at 615-898-2558 (BAS N425A) to make an appointment to take the exam and for suggestions on how to prepare for the exam. Review any current text covering the appropriate topics.

INFS 2200—Introduction to Microcomputing

The exam is hands-on, covering advanced MS Excel skills. Please contact the ISA department at 615-898-2362 (BAS N333), ISA@mtsu.edu, for information on how to schedule the exam. Major topics covered on the exam include Microsoft Excel, finance, date & time, logic, math, lookup, formulas, aggregate functions, pivot tables, and pivot charts.

INFS 3100—Principles of Management Information Systems

Please contact the Department of Information Systems & Analytics by emailing ISA@mtsu.edu for more information. (BAS N333)

Prior Learning Assessment (PLA)

Commonly referred to as credit for work experience, credit is only granted after successful completion of PRST 3010. Prior Learning Assessment is only available to students who qualify for a specific BS degree plan within the Jones College of Business. If interested, discuss with a Jones College advisor. Credit earned through PLA cannot be used towards any MTSU residency requirement used to determine the meeting of graduation requirements.

Validation Exams

Jones College permits a lower-division transfer course to satisfy a specific upper-division business course requirement after a student successfully passes an MTSU comprehensive examination for the course under consideration.

- The department chair grants approval to take a comprehensive exam based on a review of the educational background of the student.
- Students must attain a proficiency level of 70 percent or higher to pass such an exam. When a student passes the exam, the department chair will recommend a course substitution using the lower-division transfer course or courses to meet an upper-division course requirement.
- Students may attempt the test two times, provided at least four months have passed since the last test was attempted.

Exams are available for the following courses:

BLAW 3400—Legal Environment of Business

The exam is 100 multiple-choice questions. Major topics covered on the exam include government regulation of business, law and the legal system, employment discrimination, and torts. The exam is offered Monday through Thursday from 8:00 AM to 3:00 PM in BAS N425. A study sheet is available [online](#) or in the Accounting Department.

BCED 3510—Business Communication

The exam may include multiple-choice and essay questions or writing performance assignments. Please contact the Department of Marketing at 615-898-2902 (BAS N429) for the date the exam is given each semester. Review your class notes and textbook to prepare for the exam.

FIN 3010—Principles of Corporate Finance

Please contact the Economics and Finance Department at 615-898-5059 (BAS N329) or 615-898-5749 (BAS N329) to make an appointment to take the exam. Review your class notes and textbook to prepare for the exam.

INFS 3100—Principles of Management Information Systems

Please contact the Department of Information Systems & Analytics by emailing ISA@mtsu.edu for more information. (BAS N333)

MGMT 3610—Principles of Management

The exam consists of 100 multiple choice questions. Please call the Management Department at 615-898-2736 or stop by the department office (BAS N121) to get a list of topics for the exam. You can use any principles of management textbook to study. When you are ready to take the exam, no appointment is needed; the exam is offered weekdays from 8 am to 2 pm in BAS N121.

MGMT 3620—Supply Chain Operations

The exam may include definition, short answer, problem-solving, and identification questions. Please call the Management Department at 615-898-2736 or stop by the department office (BAS N121) to get a list of topics and formulas for the exam. You can use any recent production and operations/supply chain systems textbook to study. When you are ready to take the exam, no appointment is needed; the exam is offered weekdays from 8 am to 2 pm in BAS N121.

MKT 3820—Principles of Marketing

The exam may include definition, identification, and short-answer questions. Please contact the Department of Marketing at 615-898-2902 (BAS N429) for a review sheet and to make an appointment to take the exam. Review terms and concepts in any recent principles of marketing text.

PROFESSIONAL DEVELOPMENT OPPORTUNITIES

Beta Gamma Sigma

Election to membership in Beta Gamma Sigma is the highest scholastic honor that a student in a school of business can achieve. Membership is restricted to students of high scholarship in institutions with programs accredited by AACSB International—Association to Advance Collegiate Schools of Business. Beta Gamma Sigma has three purposes:

1. to encourage and reward scholarship
2. to promote advancement of education in business
3. to foster integrity in the conduct of business operations

Beta Gamma Sigma is open to business majors. To be eligible for membership, a student must rank in the top 7% of the junior class, the top 10% of the graduating senior class, or the top 20% of the graduating master's class. Students elected to membership are publicly recognized at an initiation ceremony during the spring semester. Graduating members are invited to wear an honor cord as part of their academic regalia at graduation.

Career Development Center

[The Career Development Center](#) assists students in the Jones College of Business with all aspects of the career decision-making and job search processes. Career advisors work with students to target a career related to their major through individual guidance, then support the entire proactive job search process from seeking supervised internships to securing full-time, entry-level positions. Career Fairs, workshops, and job and internship postings are on [Handshake](#).

Competitions, Connections, and Programs

The Jones College of Business and its departments offer many special events, networking groups, competitions, and programs. These include but are not limited to:

- Blue Raider Finance Network
- Business Plan Competition
- Department/Major Specific Career Fairs and Networking Events
- Global Entrepreneurship Week
- Jones College of Business Leadership Summit
- Volunteer and Internship Fairs
- TVA Investment Challenge

Consult your academic advisor, faculty advisor, professors, and departments for more information.

Dale Carnegie

A required course for all BBA students, the Dale Carnegie Seminar (BUS 3000), develops the soft skills that employers desire in job candidates. It is an important addition to any Jones College student's resume. This course helps students:

- develop self-confidence and the skills to lead others.
- strengthen the ability to relate to and motivate others.
- enhances the ability to communicate effectively, reduces stress, and promotes a positive self-image.

The Jones College partnership with Dale Carnegie Training is unique in the US and exclusive in Tennessee.

Honors College (University)

The Business Honors Program is part of the campus-wide University Honors College leading to a business degree with University Honors. Benefits include:

- meeting the special needs of high-ability students who intend to pursue careers and/or graduate studies in business.
- small classes offered at convenient hours and excellence of instruction.
- personal contact between Honors students and Honors faculty.

Honors work is an educational adventure for students who are eager to grow intellectually, to think, to react, to interact, and to develop their potential abilities as fully as possible.

Eligible students may take honors courses or choose to complete the requirements to graduate from the Honors College by completing a series of required courses. Be aware that the courses required to receive the distinction of graduating from the Honors College may or may not be covered by financial aid. For more information, consult with an Honors College Advisor in the Paul W. Martin Sr. Honors Building, Room 205, call 615-898-2152, or email uhc@mtsu.edu

IGNITE

[IGNITE](#) is a professional development program open to all Jones College of Business majors designed to:

- increase awareness of career preparation issues.
- develop knowledge and skills to navigate the process of landing a professional entry level job.
- instill confidence to compete for jobs in a chosen field.

Multiple events are offered to students in the fall and spring semesters in the areas of career development, business engagement, leadership and involvement, and workshops. Students may earn a certificate of completion.

Internships

Students may inquire about internships and approval by speaking with their major departments designated Internship coordinator. The internship coordinator must approve the internship before the actual position begins, especially if course credit is the goal. The internship coordinator is listed as the instructor on the academic department's internship course for each semester.

Study Abroad

Study abroad participation allows students to experience another culture firsthand, expand their worldviews, and enhance future employment opportunities. To encourage an international educational experience, Jones College provides 1000 Study Abroad Scholarships to eligible Jones College majors. Application materials and information are available on the [Jones College website](#). Students must meet with the [Office of Education Abroad](#) and be [formally admitted to the Jones College](#) prior to completing the scholarship application. Submit by the published date indicated in the application.

Student Organizations

Membership in [several professional and honorary business organizations](#) is available to students.

RESOURCES

DegreeWorks

DegreeWorks is a degree audit system that uses “real time” reporting so students and advisors can monitor progress toward degree completion. DegreeWorks, found in PipelineMT, provides visual indicators showing whether course requirements have been met or are currently in progress. All courses and/or other graduation requirements not yet completed are listed to assist students in planning class schedules for an upcoming registration period. The Firefox browser should be used to access DegreeWorks.

Grammarly for Education

As a student at MTSU, you can use [Grammarly for Education](#) for free. Grammarly is the world’s most accurate grammar, style, spelling, and plagiarism checker.

LinkedIn Learning

MTSU students have **free** access to this online training video library. Tutorials are available for everything from accounting and Excel to writing and web design. Visit your PipelineMT account under the Resources page to learn how to access your account.

Mid-Term Grades

Mid-Term grades, also called **the Academic Progress Report**, give you an indication of your progress mid-way through the semester and are reported for every undergraduate course. The academic progress report reflects feedback from a professor, which could include an estimated grade and/or comment. An email notification is sent to you if a report is posted. Details related to the report are accessed in [PipelineMT](#) > Registration & Student Records > Academic Records > Academic Progress Report.

Tutoring

The Jones College of Business offers free tutoring in many subject areas. Tutoring via [MTSU’s Tutoring Spot](#) will take place via Zoom and/or in person. Enter the course subject and number in the Course ID box. Zoom links for access to tutoring become available during the actual day of tutoring.

University Writing Center

The University Writing Center assists writers with various experiences, backgrounds, and skill levels in developing responsible, informed writing practices. The [UWC](#) offers online appointments via live chats and a document drop.

STUDENT AID

MT One Stop

Stop by the MT One Stop for any of the following issues:

- Admission Re-enrollment Applications
- Financial Aid and Scholarships
- Payment Plans
- Tuition and Billing
- Transcripts

College and Departmental Scholarships

[The MTSU Scholarship Manager](#) opens each October 1 and closes in mid-February of the following year. Jones students are encouraged to watch their emails from separate applications for departmental scholarships. The Jones College of Business and its individual departments award scholarships during the annual awards ceremony. The Jones College [website](#) shows a full list of opportunities.

Course Program of Study (CPoS)

There is an important emphasis in federal financial aid rules that could cause scholarships, loans, and grants to be reduced if students enroll in the wrong classes. Only courses required for degree completion can be used to determine aid eligibility for federal financial aid programs such as grants, work-study, and loans.

Important steps to remember:

- Meet with your advisor and plan your schedule for each semester.
- Keep up with changes to your major and minor and inform your advisor of these updates.
- Check PipelineMT to ensure your majors and minors are correctly declared.
- Dropping or not attending classes can negatively impact your eligibility for current and/or future aid.
- View required courses in your degree program using DegreeWorks in your PipelineMT account.
- To view if your courses are eligible or ineligible, go to PipelineMT > Registration & Student Records > Academic Records > Coursework Toward Program of Study > Select the current term.

Emergency Aid

MTSU Student Micro-Grants

These funds are awarded as grants and do not have to be repaid. These grants are available for up to \$250 and are available to undergraduate and international students. Occasionally, Jones College can provide additional aid beyond \$250. Applications are available [online](#). Students may be awarded the micro-grant only once during their tenure at MTSU.

[The Career Closet](#)

Keathley University Center (KUC) – Room 327

[The Career Closet](#) provides MTSU students with gently used professional attire. Professional attire is important for interviews, internships, and professional presentations. Students may acquire one (1) full outfit each school year. Student workers and/or Career Center staff are available to assist you in finding professional attire that meets your needs.

[Student Food Pantry at MTSU](#)

Student Services and Admissions Center (SSAC) – 2nd Floor

Any currently enrolled student with a valid MTSU ID can access the pantry.

[Emergency Loans](#)

Students needing a small emergency loan may inquire about options at the MT One Stop and the Financial Aid Office.

FREQUENTLY ASKED QUESTIONS

What is my major?

You can find your major in your PipelineMT account:

- ➔ PipelineMT
- ➔ Registration and Student Records
- ➔ DegreeWorks

How do I read my Upper Division (UD) form?

Your [Upper Division form](#) is your course map to graduation. It is divided into 4-year blocks: FRESHMAN, SOPHOMORE, JUNIOR, and SENIOR. Each grade box represents a course you must complete. As you pass courses, fill in the grade boxes. The remaining blank boxes represent courses you will need to complete. When you meet with your advisor, you will be ready to discuss courses needed for the upcoming semester.

What is a business elective?

A business elective is a course containing a business prefix (ACTG, BCED, BIA, BLAW, BUS, CYBM, ECON, ENTR, FIN, INFS, LEAD, MGMT, and MKT). Popular choices at the freshman and sophomore level include BCED 1400, CYBM 1300, ENTR 2900, FIN 2010, and INFS 2200. Students may save the business elective until their junior/senior year for an alternate minor, an internship, approved study abroad, or a possible change of major.

Do I have a minor? If so, what is it?

All BBA majors have a built-in minor listed in DegreeWorks and on the back of the Upper Division form. The Business Administration major includes the Economics/Finance minor. All other BBA degrees include the Business Administration minor. The Jones College of Business offers many different minors. If interested, speak with your advisor.

What year am I?

- 0-29 semester hours: Freshman
- 30-59 semester hours: Sophomore
- 60-89 semester hours: Junior
- 90+ semester hours: Senior

Look in PipelineMT at your Academic Records to find out how many credits you have successfully completed.

What happens if I do not meet Jones College Admission?

Jones College Admission is not competitive, and courses can be repeated to achieve candidacy. It is important that you meet with an advisor to discuss your options. We want you to be successful and that may mean exploring other major options.

Why won't PipelineMT allow me to sign up for major classes?

It likely means you do not meet [Jones College Admission requirements](#), or you did not fill out the [Application to Major in Jones College of Business form](#). Contact your advisor for details.

When am I going to graduate?

This is a great question for your academic advisor. Review all pages of your DegreeWorks audit and count the classes marked as Still Needed. Discuss this during a scheduled Graduation Check appointment.

Do you offer an online program?

If you want an online major option, please speak with your academic advisor.

JONES COLLEGE DEFINITIONS

Academic Advisor – a person who is an expert in a college's degree requirements, university policies and procedures, who helps students achieve a timely graduation.

BAS N – North side of the Business and Aerospace Building; Locations for the advising center, deans, departments, and professors

BAS S – South side of the Business and Aerospace Building; Classroom locations

BBA and BS – Bachelor of Business Administration and Bachelor of Science

Business Elective – a course taught in the Jones College of Business with one of the following prefixes: ACTG, BCED, BIA, BLAW, BUAD, BUS, CYBM, ECON, ENTR, FIN, INFS, LEAD, MGMT, MKT

Business Core – common courses for Jones College majors; listed as CORE on the Upper Division form.

Catalog Year – the year a student enters the University; corresponds with a catalog and listed curriculum requirements.

Credit Hour – one hour of class a week.

EXL – a course that incorporates experiential learning, learning by doing, associated with the [EXL Scholars Program](#)

Faculty Advisor – a person who teaches subjects in a student's major field of study and acts as a mentor.

Freshman – a student who has earned between 0 and 29.99 credit hours.

Inclusive GPA - MTSU and Transfer college-level courses/grades used to determine undergraduate Latin Honors, effective December 2019. Used to determine admission/candidacy to Jones College.

Intent to Graduate – a form that must be completed by the student and submitted two semesters before graduation.

Junior - a student who has earned between 60 and 89.99 credit hours.

Lower Division – 1000 and 2000 level courses

MT Engage – a course using integrative thinking and reflection; associated with the [MT Engage Program](#)

Pre-Business Courses – Macroeconomics, Microeconomics, Accounting Principles I, and Statistical Methods

Prefix – the three or four-letter combination before the course number; also called a rubric or subject.

Prerequisite – a course that is required to be taken before another course.

Priority Registration – the two weeks in April and November when currently enrolled students register for the following term or terms.

Purge – the day classes are dropped from student schedules for non-payment and/or confirmation of attendance.

Sophomore – a student who has earned between 30 and 59.99 credit hours.

Senior - a student who has earned 90+ credit hours.

Supplemental Instruction (SI) – a peer-assisted group study and discussion method available to students in SI courses.

Upper Division – 3000 and 4000 level courses

Upper Division Form – official advising sheet that contains courses, the admission policy, and graduation requirements.

ACCOUNTING

BAS N425

615-898-2558

Department Chair: Dr. Audrey Scarlata

Courses Taught: ACTG and BLAW

Delivery: On Ground, Hybrid

Major Requirements

ACTG 3110 Intermediate Accounting I

ACTG 3120 Intermediate Accounting II

ACTG 3310 Cost Accounting

ACTG 4510 Accounting Systems

ACTG 4550 Introduction to Federal Tax

ACTG 4620 External Auditing I

ACTG 4110 Advanced Financial Accounting

ACTG Elective

ACTG Elective

Accounting Elective Options

ACTG 4310 Accounting for Decision Making

ACTG 4610 Financial Reporting for Governmental &
Not-for-Profit Entities

ACTG 4640 Internal Auditing

ACTG 4680 Forensic Accountancy and Fraud Auditing

ACTG 4840 Study Abroad

Internship

ACTG 4420 Accounting Internship is a business elective or general elective. This course does not fulfill an ACTG elective in the major.

Notes

- The Intermediate Accounting Readiness Exam is required before enrolling in ACTG 3110. Students can enroll in ACTG 3110 the same day the exam is taken.
- Students must either score at least 70% or higher or successfully complete ALEKS by a date determined by the Accounting Department.
- Accounting majors must have a C or higher in all ACTG courses.
- Students are limited to a maximum of three attempts each in ACTG 3110, and 3120. The grade of W is included in the attempt count.
- C-/D/F/W ACTG grades must be repeated at MTSU.

Accounting is

the practice of and knowledge about methods for recording transactions, keeping financial records, and performing internal audits. It can also include reporting and analyzing financial information, reporting those findings to management, and advising on taxation matters. <https://www.efficientlearning.com/accounting-career-guide/>

Careers

Public Accountant

Management Accountant

Government Accountant

Internal Auditor

External Auditor

Financial Analyst

CPA questions: [Dr. Sarah Garven, Assistant Professor](#)

BBA ACCOUNTING

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication: COMM 2200	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
Elective	3		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	1		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 with min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
INFS 2200 Intro to Microcomputing	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, sophomore standing & college level mathematics course	Min. C
CORE: ACTG 2125 Principles of Accounting II	3	ACTG 2110 with min. C	Min. C
CORE: BIA 2610 Statistical Methods	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	BIA 2610, junior standing	
CORE: INFS 3100 Principles of Mgmt. Information Systems	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
MAJ: ACTG 3110 Intermediate Accounting I	3	ACTG 2120 or 2125 with min. C, junior standing	Min. C
MAJ: ACTG 3120 Intermediate Accounting II	3	ACTG 3110 and 4510 with min. C, junior standing	Min. C
MAJ: ACTG 3310 Cost Accounting	3	ACTG 2120 or 2125 with min. C, junior standing	Min. C
MAJ: ACTG 4510 Accounting Systems	3	ACTG 2120 or 2125 with min. C, junior standing	Min. C

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: MGMT 3620 Supply Chain Operations	3	Junior standing	
MAJ: ACTG UD Elective	3	Junior standing, depends on specific course chosen	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
BLAW 3430 Commercial Law	3	Junior standing	
MAJ: ACTG 4550 Intro to Federal Income Tax	3	ACTG 3110 with min. C, junior standing	Min. C
MAJ: ACTG 4620 External Auditing I	3	ACTG 3120 & 4510 with min. C & junior standing	Min. C
MAJ: ACTG UD Elective	3	Junior standing, depends on specific course chosen	Min. C
MAJ: ACTG 4110 Advanced Financial Accounting	3	ACTG 3120 with min. C, junior standing	Min. C
Business Elective	3		
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

BUSINESS INNOVATION AND ENTREPRENEURSHIP

BAS N121

615-898-2736

Department Chair: Dr. Deana Raffo

Pam Wright Chair of Entrepreneurship: Dr. Kristen Shanine

Courses Taught: BUAD, ENTR, LEAD, and MGMT

Delivery: On Ground

Major Requirements

ENTR 2900 Entrepreneurship	MKT 3200 Marketing for Entrepreneurs
ENTR/MGMT 3600 Innovation Acceleration	ENTR 4950 Entrepreneurship Applied Experience
ENTR 3650 New Venture Creation	ENTR/MGMT 4920 Small Business Management
ENTR 4620 Business Plan Development (spring only)	ENTR 4100 Family Business/ENTR 4255 Social Entrepreneurship /MGMT 3730 Management of Innovation (pick one)
ENTR/FIN 3040 Entrepreneurial Financial Management	ENTR/MGMT/MKT Upper Division Elective (pick one)

ENTR/MGMT/MKT Elective Options

Students choose either one 3-credit 3000 or 4000 level course with the ENTR (Entrepreneurship), MGMT (Management) or MKT (Marketing) prefix.

Some MGMT and MKT electives that complement this major include:

MGMT 3890 Managerial Decision Making	MKT 3825 Measuring Marketing Performance
MGMT 4000 Not-for-Profit Management	MKT 3900 Social Media Marketing
MGMT 4200 Leadership	MKT 3930 Market Research

Many more elective options exist. Please consult your advisor or Dr. Shanine for the course that best complements your business venture.

Entrepreneurship is

for students who want to launch or grow a business, and those interested in entrepreneurial work in corporations. This major prepares for these challenges and focuses on developing and managing this venture. Students learn key aspects of Entrepreneurship, including organizing ideas, requirements, and capabilities necessary for starting and operating a new venture. The required internship provides valuable hands-on experience.

Careers

Business Owner
Founder
CEO

Manager
Product Designer
Product Manufacturer

Sales Specialist

BBA BUSINESS INNOVATION AND ENTREPRENEURSHIP

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3	2 yrs. high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
MAJ: ENTR 2900 Entrepreneurship	3		
Elective	1		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
CORE: MGMT 3620 Supply Chain Operations	3	Junior standing	
MAJ: ENTR/MGMT 3600 Innovation Acceleration	3	Junior standing	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
MAJ: ENTR 3650 New Venture Creation	3	Junior standing; ENTR 2900 or MGMT 3610	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
MAJ: MKT 3200 Marketing for Entrepreneurs	3	Junior standing; ENTR 2900	
MAJ: ENTR/FIN 3040 Entrepreneurial Financial Management	3	Junior standing; ENTR 2900	
MAJ: ENTR 4620 Business Plan Development	3	Junior standing; ENTR 2900 and 3650	Spring Only
MAJ: ENTR 4100/ENTR 4255/MGMT 3730	3	Junior standing; 4100: ENTR 2900 or MGMT 3610; 3730: MGMT 3620	Check Rotation
MAJ: ENTR/MGMT 4920 Small Business Management	3	Junior standing; MGMT 3610 or FIN 3040	
MAJ: ENTR 4950 Entrepreneurship Applied Experience	3	Senior standing; ENTR major; 2.50 min. GPA; Permission of Department	
MAJ: ENTR, MGMT, or MKT Upper Division Elective	3	Junior standing; Depends on course chosen	
Business Elective	3		
Elective	3		
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

BUSINESS ADMINISTRATION

BAS N121

615-898-2736

Department Chair: Dr. Deana Raffo

Courses Taught: BUAD, ENTR, LEAD, and MGMT

Delivery: On Ground, Online

Major Requirements

ACTG 3020, 3110, or 3310

BLAW 3430, 3460, 4470, 4490, 4500

LEAD 3010, MGMT 3810, or 4680

MGMT 4710, MGMT 4860, MKT 4510, MKT 4840, or
ECON 4440

MGMT 3640, 3705, 3715, 3720, 3725, 3730, 3750, or
4700

MKT Upper Division Elective

MGMT 3890 or 3940 or MKT 3825 or 3930

MKT Upper Division Elective

Marketing (MKT) Elective Options

- A Marketing Upper Division Elective is any 3-credit course with an MKT prefix at the 3000 or 4000 level, except MKT 3010, 3200, and 4990.
- Students must meet prerequisites. Some MKT courses are restricted to Marketing majors. MKT 3820 is a prerequisite for most MKT courses.

International Courses

Each student in the Business Administration major is required to take one of the following courses. A few Jones College faculty offer these courses as a summer study abroad opportunity. Please meet with your advisor to discuss study abroad options and how to pick out major courses to maximize your study of international topics.

MGMT 4710 International Business, MGMT 4860 Study Abroad, MKT 4510 International Marketing,
MKT 4840 Study Abroad, or ECON 4440 International Economics

Business Administration is

a major for students who wish to pursue a general business career but do not wish to select a specific business area. The student will leave the program equipped with managerial, communication, and decision-making skills.

Careers

Account Representative
Banker
Escrow Closer
Entrepreneur
Financial Planner

Facilities Coordinator
Loan Officer
Not-for-Profit Manager
Recruiting Manager

Retail Manager
Sales Manager

BBA BUSINESS ADMINISTRATION

Economics & Finance Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3	2 yrs. high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	3		
Elective	1		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
CORE: MGMT 3620 Supply Chain Operations	3	Junior standing	
Business Elective	3		
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
MAJ: ACTG 3020/3110/3310 Managerial Actg./Intermediate Actg./Cost Actg.	3	Jr standing; 3020: ACTG 2120; 3110: ACTG 2110 & 2120 min. C; 3310: ACTG 2120 min. C	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
MAJ: MGMT 3640/3705/3715/3720/3725/3730/3750/ 4700	3	Jr standing; 3640: BIA 2610; 3720, 3730 & 4700: MGMT 3620	
MAJ: MGMT 3810/4680 or LEAD 3010	3	Junior standing; 4680: MGMT 3610	
MAJ: MKT 3825/3930 or MGMT 3890 or 3940	3	Junior standing; 3825: MKT 3820 3930: MKT 3820 & BIA 2610; 3890: MGMT 3610	
MAJ: BLAW 3430/3460/4470/4490/4500	3	Junior standing	
MIN: FIN 2010/FIN UD Elective or Elective Alt. Bus. Minor	3	UD Electives: Junior standing; depends on specific course chosen	
MAJ: MGMT 4710/4860, MKT 4510/4840, or ECON 4440	3	Jr standing; 4710: MGMT 3610, 4860: Permission of Department; 4510: MKT 3820; 4440: ECON 2410 & 2420; MKT 4840: Permission of Department	
MIN: ECON Upper Division Elective or Elective Alt. Bus. Minor	3	Junior standing; depends on specific course chosen	
MAJ: MKT Upper Division Elective	3	Jr standing; MKT 3820, depends on specific course chosen	
MAJ: MKT Upper Division Elective	3	Jr standing; MKT 3820, depends on specific course chosen	
CORE: BUAD 4980 Strategic Management	3	Sr standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

BS CYBERSECURITY MANAGEMENT

BAS N333

615-898-2362

Department Chair: Dr. Timothy Greer

Courses Taught: BIA, CYBM, and INFS

Delivery: On Ground, Online

Major Requirements

CYBM 1300 Cybersecurity for the Digital Citizen

CYBM 3300 Cybersecurity Management Fundamentals

CYBM 3350 Cybersecurity Environment Management

CYBM 4300 Security Assurance for Info Systems Audit

CYBM 4301 Penetration Testing and Ethical Hacking

CYBM 4302 Analytics for Cybersecurity Professionals

CYBM 4350 Cloud Infrastructure and Security

CYBM 4970 Cybersecurity Management Topics

CYBM 4985 Strategic Cybersecurity Management

CYBM 4995 Cybersecurity Leadership Seminar

INFS 2600 Intro. to Software Dev. & Programming

INFS 3470 Python for Business Applications

INFS 3800 Information Systems Analysis and Design

INFS 3900 Business Data Communications

INFS 4790 Database Design and Development

Recommendations for TBC Quantitative Literacy

Cybersecurity Management majors may choose any course in the True Blue Core Quantitative Literacy block.

However, students may want to consider the following when selecting from this block.

- Choose any MATH higher than MATH 1010 if you are interested in malware analysis, ethical hacking, or incident response.
- Choose MATH 1710 College Algebra or 1730 Pre-Calculus if you are interested in software development.
- Choose MATH 1810 Applied Calculus if you are interested in network analysis.
- Choose MATH 1530 Applied Statistics for risk assessment or data analysis.

Some students must take specific MATH courses based on entrance exams like ACT and SAT scores. Students who place into a particular math course should consult with their academic advisor if they are interested in any MATH courses listed above. Additional MATH courses count towards elective credits.

Notes:

This program includes a required Business Administration minor

Cybersecurity Management is

The systematic approach to protecting information, systems, and networks from hackers and cyber threats. Its primary goal is to protect these critical components from unauthorized access, data breaches, and malicious activities perpetrated by cyber-criminals. It involves organizing and controlling security measures to keep data safe. This entails implementing a range of preventive, detective, and responsive measures to ensure the confidentiality, integrity, and availability of sensitive information and systems.

Cybersecurity management involves various processes, including risk assessment, vulnerability management, incident response planning, and security awareness training. It aims to mitigate risks and minimize the impact of potential cyber-attacks on organizations by continuously monitoring and adapting to evolving cyber threats.

Careers

Cybersecurity analyst

Cybersecurity management

Data security specialist

Digital forensics investigator

Ethical hacker/systems tester

Governance and compliance

analyst

Incident response analyst

Network support administrator

Risk management specialist

Security analytics specialist

Vulnerability assessment analyst

BS CYBERSECURITY MANAGEMENT

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy	3	MATH 1530, 1630, or 1810 highly recommended	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: Discovery Course	3		
MAJ/TBC Human Society & Social Relationships: CYBM 1300 Cybersecurity for the Digital Citizen	3		
Elective	3		
Elective	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 with min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
MAJ: INFS 2600 Intro to Software Development & Programming	3		
Elective	3		
Elective	3		
Elective	3		
Elective	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
MINOR: ACTG 3000 Survey of Accounting	3	Sophomore standing, ENGL 1010, College level MATH	
MINOR: FIN 3010 Principles of Corporate Finance	3	Junior standing	
MAJ: CYBM 3300 Cybersecurity Management Fundamentals	3	INFS 2600	
MAJ: INFS 3900 Business Data Communications	3	Junior standing, admission to Jones College (CBUS Y or M)	
MINOR: MKT 3820 Principles of Marketing	3	Junior standing	
MINOR: BLAW 3400 Legal Environment of Business	3	Junior standing	
MINOR: INFS 3100 Principles of Management Info Systems	3	Junior standing	
MAJ: BIA/INFS 3470 Python for Business Applications	3	INFS 2600 highly recommended	
MAJ: INFS 3800 Information Systems Analysis & Design	3	Junior standing, admission to Jones College (CBUS Y or M)	
MAJ: CYBM 3350 Cybersecurity Environment Management	3		

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
MINOR: MGMT 3610 Principles of Management	3	Junior standing	
MAJ: CYBM 4300 Security Assurance for INFS Audit	3	Admission to Jones College (CBUS Y or M)	
MAJ: CYBM 4301 Pen Testing & Ethical Hacking	3	CYBM 3350	
MAJ: CYBM 4350 Cloud Infrastructure & Security	3	INFS 3900	
MAJ: INFS 4790 Database Design & Development	3	INFS 2600, ISA major, junior standing, admission to Jones College (CBUS Y)	See dept for permit
MAJ: CYBM 4302 Analytics for Cybersecurity Professionals	3		
MAJ: CYBM 4310 Incident Response & Digital Forensics	3	ISA Major, admission to Jones College (CBUS Y or M)	See dept for permit
MAJ: CYBM 4970 Cybersecurity Management Topics	3	CYBM 3300, junior standing	
MAJ: CYBM 4985 Strategic Cybersecurity Management	3	CYBM 3300, junior standing	
MAJ: CYBM 4995 Cybersecurity Leadership Seminar	1	CYBM 3300, junior standing	

BS CYBERSECURITY MANAGEMENT – DATA ANALYTICS

BAS N333

615-898-2362

Department Chair: Dr. Timothy Greer

Courses Taught: BIA, CYBM, and INFS

Delivery: On Ground

Major Requirements

CYBM 1300	CYBM 4302	INFS 2600
CYBM 3300	CYBM 4350	INFS 3470
CYBM 3350	CYBM 4970	INFS 3800
CYBM 4300	CYBM 4985	INFS 3900
CYBM 4301	CYBM 4995	INFS 4790

Concentration

BIA 2610 Statistical Methods

BIA 4100 Location Analysis

BIA 3620 Introduction to Business Analytics

INFS 3450 Web Application Development

BIA 4010 Business Analytics & Visualization

Recommendations for TBC Quantitative Literacy

Cybersecurity Management majors may choose any course in the True Blue Core Quantitative Literacy block.

However, students may consider the following when selecting from this block.

- Choose MATH 1530 Applied Statistics for risk assessment or data analysis.
- Some students must take specific MATH courses based on entrance exams like ACT and SAT scores. Students who place into a particular math should consult with their academic advisor. Additional MATH courses count towards elective credits.
- MATH 1530 fulfills the requirement for BIA 2610

Notes:

This program includes a required Business Administration minor.

Cybersecurity Management is

Cybersecurity management involves various processes, including risk assessment, vulnerability management, incident response planning, and security awareness training. It aims to mitigate risks and minimize the impact of potential cyber-attacks on organizations by continuously monitoring and adapting to evolving cyber threats.

This concentration will introduce students to critical roles in cybersecurity by focusing on the intersection of data analytics and security practices and on core principles of data analytics, focusing on areas like statistical methods, anomaly detection, and data visualization.

Careers

Cybersecurity Analyst

Information Security Manager

Security Operations Center (SOC)

Threat Intelligence Analyst

Security Compliance Analyst

Analyst

Security Automation Specialist

Forensic Computer Analyst

Vulnerability Assessor

Network Analyst

Security Awareness Trainer

Security Researcher

BS CYBERSECURITY MANAGEMENT - DATA ANALYTICS

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy	3	MATH 1530 highly recommended	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: Discovery Course	3		
MAJ/TBC Human Society & Social Relationships: CYBM 1300 Cybersecurity for the Digital Citizen	3		
MAJ: INFS 2600 Intro to Software Development & Programming	3		
Elective	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 with min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
MAJ: BIA 2610: Statistical Methods	3		
MINOR: ACTG 3000 Survey of Accounting	3	Sophomore standing, ENGL 1010, College level MATH	
MAJ: CYBM 3300 Cybersecurity Management Fundamentals	3	INFS 2600	
MAJ: CYBM 3350 Cybersecurity Environment Management	3		
MAJ: INFS 3450 Web Application Development	3	INFS 2600, ISA or CYBM major	

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
MAJ: BIA 3620 Introduction to Business Analytics	3	Junior standing	
MINOR: FIN 3010 Principles of Corporate Finance	3	Junior standing	
MAJ: BIA/INFS 4100 Location Analytics	3	BIA 2610 or MATH 1530	
MAJ: INFS 3900 Business Data Communications	3	Junior standing, admission to Jones College (CBUS Y or M)	
MINOR: MKT 3820 Principles of Marketing	3	Junior standing	
MINOR: BLAW 3400 Legal Environment of Business	3	Junior standing	
MINOR: INFS 3100 Principles of Management Info Systems	3	Junior standing	
MAJ: BIA/INFS 3470 Python for Business Applications	3	INFS 2600 highly recommended	
MAJ: INFS 3800 Information Systems Analysis & Design	3	Junior standing, admission to Jones College (CBUS Y or M)	
MAJ: BIA 4010 Business Analytics and Visualization	3	INFS 2600, junior standing, admission to JCB (CBUS Y or M)	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
MINOR: MGMT 3610 Principles of Management	3	Junior standing	
MAJ: CYBM 4300 Security Assurance for INFS Audit	3	Admission to Jones College (CBUS Y or M)	
MAJ: CYBM 4301 Pen Testing & Ethical Hacking	3	CYBM 3350	
MAJ: CYBM 4350 Cloud Infrastructure & Security	3	INFS 3900	
MAJ: INFS 4790 Database Design & Development	3	INFS 2600, ISA major, junior standing, admission to Jones College (CBUS Y)	See dept for permit
MAJ: CYBM 4302 Analytics for Cybersecurity Professionals	3		
MAJ: CYBM 4310 Incident Response & Digital Forensics	3	ISA Major, admission to Jones College (CBUS Y or M)	See dept for permit
MAJ: CYBM 4970 Cybersecurity Management Topics	3	CYBM 3300, junior standing	
MAJ: CYBM 4985 Strategic Cybersecurity Management	3	CYBM 3300, junior standing	
MAJ: CYBM 4995 Cybersecurity Leadership Seminar	1	CYBM 3300, junior standing	

BBA ECONOMICS

BAS N329

615-898-5749

Department Chair: Dr. Stuart Fowler

Courses Taught: ECON and FIN

Delivery: On Ground

Major Requirements

ECON 3510 Intermediate
Macroeconomic Theory

ECON 4440 International
Economics

ECON Elective

ECON Upper Division Elective

ECON 3520 Intermediate
Microeconomic Theory

ECON 4620 Econometrics and
Forecasting

ECON Upper Division Elective

ECON Elective

ECON Upper Division Elective

ECON Upper Division Elective Options

An ECON Upper Division elective is any 3-credit course with an ECON prefix at the 3000 or 4000 level. ECON UD elective options include, but are not limited to:

Financial Economics

ECON 3210 The Financial System and the Economy
ECON 3430 Public Finance

ECON 4260 Financial Markets and Institutions
ECON 4570 Managerial Economics

Labor Relations

ECON 4490 Industrial Relations Legislation

ECON 4510 Unions and Collective Bargaining

Public Finance

ECON 3430 Public Finance
ECON 4310 Problems in Government Finance

ECON 4500 Urban and Regional Economics

Economics

studies how society allocates scarce resources. It is comprised of two parts: microeconomics and macroeconomics. Microeconomics studies individual firms and consumers and models the decisions they make in various types of markets and other institutional settings. Macroeconomics examines national income, growth, unemployment, and prices that result from the interaction of microeconomic agents.

Careers

Attorney
Demographer
Economic Development Planner
Economist
Economic Forecaster

Federal Reserve Officer
Financial Economist
Industry Analyst
Policy Advisor
Private Business Sector

Public Government Services
Researcher
Trade Specialist
University Professor

BBA ECONOMICS

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630	3	2 yrs. high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
MATH 1810 or 1910 Applied Calculus I/Calculus I	3	1810: > MATH ACT 19 or MATH 1710; 1910: See catalog	
Elective	1		
TBC Human Society & Social Relationships: ECON 2420	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
MAJ: ECON Elective	3	Depends on course chosen	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
MAJ: ECON 3510 Intermediate Macroeconomic Theory	3	Junior standing; ECON 2410	Check rotation
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
MAJ: ECON 3520 Intermediate Microeconomic Theory	3	Junior standing; ECON 2410 & 2420	Check rotation
CORE: MKT 3820 Principles of Marketing	3	Junior standing	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Elective	3		
MAJ: ECON 4440 International Economics	3	Junior standing; ECON 2410 & 2420	Check rotation
Business Elective	3		
MAJ: ECON Elective	3	Depends on course chosen	
MAJ: ECON Upper Division Elective	3	Junior standing; Depends on course chosen	
MAJ: ECON Upper Division Elective	3	Junior standing; Depends on course chosen	
MAJ: ECON Upper Division Elective	3	Junior standing; Depends on course chosen	
Business Elective	3		
CORE/MAJ: ECON 4620 Econometrics & Forecasting	3	Junior standing; ECON 2410, 2420, MATH 1810 or 1910	Check rotation
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

BS ECONOMICS

BAS N329

615-898-5749

Department Chair: Dr. Stuart Fowler

Courses Taught: ECON and FIN

Delivery: On Ground

Major Requirements

ECON 3210 The Financial System and the Economy	ECON 3520 Intermediate Microeconomic Theory	ECON Upper Division Elective
ECON 3510 Intermediate Macroeconomic Theory	ECON 4440 International Economics	ECON Elective
	ECON Upper Division Elective	ECON Elective

ECON Elective Options

An ECON Upper Division elective is any 3-credit course with an ECON prefix at the 3000 or 4000 level. Please refer to the BBA information sheet in this handbook for ECON elective options.

Bachelor of Science in Economics

is a degree awarded in the College of Liberal Arts. Faculty and advising are housed in the Jones College of Business. It shares the required ECON courses of its BBA counterpart without requiring its business core. Any student electing the BS alternative should consult the department chair to develop an acceptable degree program. Students who plan to pursue a master's and a PhD in Economics are highly encouraged to speak with the economics faculty early in their educational career.

Required Minor

Students in this program must choose a minor from any of MTSU's undergraduate colleges.

Popular choices include, but are not limited to:

Business Administration	Finance	Political Science
Computer Science	Management	Psychology
Information Systems	Mathematics	Sociology
International Relations	Philosophy	Statistics

MA – Master of Arts in Economics

Students who wish to pursue the MA are strongly encouraged to take MATH 1730, MATH 1910, MATH 1920, and MATH 2010 as electives or minor courses within the BS degree.

BS ECONOMICS

A Minor Must be Chosen

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630	3	2 yrs. high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
MATH 1810 or 1910 Applied Calculus I/Calculus I	3	1810: > MATH ACT 19 or MATH 1710; 1910: See catalog	
Non-Business Elective	1		
TBC Human Society & Social Relationships: ECON 2420	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
Non-Business Elective	3		
Non-Business Elective	3		
CORE: BIA 2610 Statistical Methods or MATH 1530 Applied Stats	3		
Elective	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Elective	3		
MAJ: ECON 3510 Intermediate Macroeconomic Theory	3	Junior standing; ECON 2410	Check rotation
MAJ: ECON 3520 Intermediate Microeconomic Theory	3	Junior standing; ECON 2410 & 2420	Check rotation
MAJ: ECON 3210 The Financial System & the Economy	3	Junior standing; ECON 2410	
Elective	3		
Elective	3		
Elective	3		
Upper Division Elective	3		
Upper Division Elective	3		
Non-Business Elective	3		

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
MAJ: ECON 4440 International Economics	3	Junior standing; ECON 2410 & 2420	Check rotation
MAJ: ECON Upper Division Elective	3	Junior standing; Depends on course chosen	
MAJ: ECON Upper Division Elective	3	Junior standing; Depends on course chosen	
ECON 4620 Econometrics & Forecasting	3	Junior standing; ECON 2410, 2420, MATH 1810 or 1910	Check rotation
MAJ: ECON Elective	3	Junior standing; Depends on course chosen	
MAJ: ECON Elective	3	Junior standing; Depends on course chosen	
MAJ: ECON Elective	3	Junior standing; Depends on course chosen	
Elective Upper Division	3		
Elective Upper Division	3		
Elective Upper Division	3		

FINANCE

BAS N329

615-898-5749

Department Chair: Dr. Stuart Fowler

Courses Taught: FIN and ECON

Delivery: On Ground

Major Requirements

FIN 3110 Financial Modeling	FIN 4110 Cases in Finance – Senior	FIN Upper Division Elective
FIN 3810 Investments	Capstone	FIN Upper Division Elective
FIN 3950 Corporate Finance	FIN Elective	FIN Upper Division Elective
	FIN Upper Division Elective	

FIN Course Sequencing

The Finance major contains a course sequence that starts during the first semester of junior year. Students are strongly encouraged to complete courses using the A1 & A2 terms. See the prerequisite page for details.

FIN Upper Division Elective Options

A FIN Upper Division elective is any 3-credit course with a FIN prefix at the 3000 or 4000 level. FIN 3000 cannot be used as a FIN elective. FIN UD elective options are:

Corporate Finance

FIN 4440 Real Estate Finance	FIN 4910 Options, Futures, and Other Derivatives
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Investments

FIN 4810 Portfolio Theory and Management	FIN 4910 Options, Futures, and Other Derivatives
FIN 4900 TVA Investment Challenge	

Financial Institutions

ECON/FIN 3210 The Financial System and the Economy	ECON/FIN 4260 Financial Markets and Institutions
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Financial Planning

FIN 3050 Principles of Risk Management & Insurance	FIN 4710 Estate Planning (fall only)
FIN 3090 Financial Planning (spring only)	

More FIN UD Electives

FIN 3030	FIN 3750	FIN 4470	ECON/FIN 4780	FIN 4990
ECON/FIN 3430	ECON/FIN 4310	FIN 4550	FIN 4890	
FIN 3660	FIN 4430	FIN 4730	FIN 4950	

Finance is

a field that focuses on the financial sectors of modern economies. Students are provided the analytical foundations and an introduction to financial processes and institutions.

Careers

Commercial Banker	Corporate Investor	Financial Planner	Stockbroker
Corporate Financial Analyst	Relations Specialist	Investment Banker	Trust Officer
	Credit Analyst	Securities Analyst	Valuation Analyst
	Credit Manager	Securities Broker	

BBA FINANCE

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3		
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	3		
Elective	1		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: BCED 3510 Business Communication	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	Min. C
MAJ: FIN Elective	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
MAJ: FIN 3110 Financial Modeling	3	Junior standing; FIN 3010	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
MAJ: FIN 3810 Investments	3	Junior standing; FIN 3010	
MAJ: FIN 3950 Corporate Finance	3	Junior standing; FIN 3010	
MAJ: FIN Upper Division Elective	3	Junior standing; Depends on course chosen	
MAJ: FIN Upper Division Elective	3	Junior standing; Depends on course chosen	
FIN 4015 Financial Statement Analysis	3	Junior standing; FIN 3950	
MAJ: FIN 4110 Cases in Finance	3	FIN 3030 with min. C, FIN 3110, FIN 3810, & FIN 3950	
MAJ: FIN Upper Division Elective	3	Depends on course chosen	
MAJ: FIN Upper Division Elective	3	Depends on course chosen	
Business Elective	3		
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

FINANCE – REAL ESTATE

BAS N329

615-898-5749

Department Chair: Dr. Stuart Fowler

Program Director: Dr. Philip Seagraves

Courses Taught: FIN and ECON

Delivery: On Ground

Major Requirements

FIN 3030 Principles of Real Estate

FIN 3110 Financial Modeling

FIN 3810 Investments

FIN 4430 Real Property Valuation **(fall only)**

FIN 4440 Real Estate Finance **(fall only)**

FIN 4510 Real Estate Brokerage and Management
(check course rotation)

FIN 4550 Real Estate Investment Analysis **(spring only)**

FIN 4470 Real Property Law for Commerce and
Agriculture or ECON 4500 Urban and Regional
Economics **(spring only)**

FIN Elective

FIN Elective Options

The FIN elective is any 3-credit course with a FIN prefix. FIN 3000 cannot be used as a FIN elective.

FIN electives that complement this major include, but are not limited to, the following:

FIN 3050 Principles of Risk Management and Insurance

FIN 4390 Employee Benefits

FIN 3090 Financial Planning

FIN 4890 Internship in Finance

FIN 3750 Commercial Insurance

Real Estate is

a field that focuses on the principles of real property ownership, utilization and transfer, mortgage financing, brokerage, management, valuation, subdividing, and legislation.

Careers

Appraiser

Direct Equity Investor

Property Manager

Broker

Home Inspector

Title Analyst Insurance Broker

Contractor

Land Developer

Corporate Asset Manager

Mortgage Lender

BBA FINANCE – REAL ESTATE

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3	See undergraduate catalog	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	3		
Elective	1		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	Min. C
CORE: MGMT 3610 Principles of Management	3	Junior standing	
Business Elective	3		
MAJ: FIN 3030 Principles of Real Estate	3	Junior standing, FIN 3010 strongly recommended	Min. C
MAJ: FIN 3110 Financial Modeling	3	Junior standing, FIN 3010	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BCED 3510 Business Communication or FIN 4780 Behavioral Economics and Finance	3	Junior standing; 4780: ECON 2420, 2420 and FIN 3030	
MAJ: FIN 4470 Real Property Law for Commerce or ECON 4500 Urban and Regional Economics	3	Junior standing; 4500: ECON 2410 & 2420	Sp. only
MAJ: FIN 4440 Real Estate Finance	3	Junior standing; FIN 3030 & 3010	Fall only
MAJ: FIN 4510 Real Estate Brokerage & Management	3	Junior standing; FIN 3030 & 3010	
MAJ: FIN 4430 Real Property Valuation	3	Junior standing; FIN 3030. FIN 3010 strongly recommended	Fall only
MAJ: FIN 4550 Real Estate Investment Analysis	3	Junior standing; FIN 3030 & 3010	Sp. only
MAJ: FIN 3810 Investments	3	FIN 3010	
MAJ: FIN Elective	3	Depends on course chosen	
Business Elective	3		
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

INFORMATION SYSTEMS

BAS N333

615-898-2362

Department Chair: Dr. Timothy Greer

Courses Taught: BIA, CYBM, and INFS

Delivery: On Ground, Online

Major Requirements

INFS 2400 Web Development

INFS 4790 Database Design and Development

INFS 2600 Introduction to Software Development and Programming

INFS 3900 Business Data Communications

INFS 3400 Object Oriented Programming with C#.NET

INFS 4950 Advanced Web-Enabled Application Development

INFS 3800 Information Systems Analysis and Design

BIA, CYBM, or INFS Elective

CYBM 4300 Security Assurance for Information Systems Audit

BIA, CYBM, or INFS Elective

BIA, CYBM, & INFS Elective Options

A BIA, CYBM, or INFS Upper Division elective is any 3-credit course with a BIA, CYBM, or INFS prefix at the 3000 or 4000 level. Some options include, but are not limited to:

- Students who like CYBM 4300 will probably like CYBM 4310.
- Students who want to go into data analytics or visualization should take INFS 4100
- Students interested in programming languages or web development should take BIA 3470
- Students who like INFS 3400 will probably like INFS 3200.

Information Systems is

where business and technology meet. Students in this major are exposed to opportunities ranging from analytics to creating and managing web applications to designing and implementing network environments.

Careers

Application Developer

Database Analyst

Project Analyst

Business Analyst

Information Systems Auditor

Project Manager

Data Analyst

Network Administrator

Systems Analyst

Database Administrator

Network Manager

Web Developer

BBA INFORMATION SYSTEMS

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3	2 yrs. high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	1		
Elective	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
MAJ: INFS 2400 Web Development	3		
MAJ: INFS 2600 Introduction to Software Development & Programming	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
Elective	3		
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
MAJ: INFS 3400 Object Oriented Programming with C#.NET	3	Junior standing; INFS 2600	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
MAJ: INFS 3900 Business Data Communications	3	Junior standing	
MAJ: INFS 3800 Information Systems Analysis and Design	3	Junior standing	SPRING REMOTE

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
MAJ: CYBM 4300 Security Assurance for INFS Audit	3	Admission to Jones College (CBUS Y or CBUM Y)	
CORE: MGMT 3620 Supply Chain Operations	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
MAJ: INFS Elective	3	Junior standing; Depends on course chosen	
MAJ: INFS 4790 Database Design and Development	3	Junior standing; INFS 2600; ISA major only	
MAJ: INFS Elective	3	Junior standing; Depends on course chosen	
Business Elective	3		
BIA 4010 Business Analytics and Visualization	3	Junior standing; BIA 3620	
MAJ: INFS 4950 Advanced Web-Enabled Application Development	3	Junior standing; INFS 2400, INFS 3400; ISA majors only	FALL & SPRING ONLY
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

MANAGEMENT & LEADERSHIP

BAS N121

615-898-2736

Department Chair: Dr. Deana Raffo

Courses Taught: BUAD, ENTR, LEAD, and MGMT

Delivery: On Ground, Online, Hybrid

Major Requirements

LEAD 3010 Leadership Skills and Development

MGMT 3640 Dashboarding Key Performance Indicators

MGMT 3810 Human Resource Management

MGMT 3940 Ethical Leadership in Business

MGMT 4680 Organization Behavior

[Leading Change/Innovation](#)

ENTR 3650, MGMT 3600, MGMT 3730, or MGMT 3800

[Leading Organizations/Teams](#)

MGMT 3850 or 4200

[Global Mindset](#)

MGMT 4710, 4730, or 4860

[Decision Making/Problem Solving](#)

MGMT 3705, 3890, or 4640

Notes

- Students interested in human resource management should consider majoring in Management & Leadership with the Human Resource Management concentration.
- Students interested in supply chain and logistics electives should consider the major in Supply Chain Management.

Management is

organizing work efforts for profit and not-for-profit organizations. Managers lead people and teams to meet the organization's goals. They develop strategies, make decisions, build consensus, organize, evaluate work, and manage change.

Students interested in careers in management and leadership will complete a core of classes in leadership skills, human resources management, organization behavior, managing key performance indicators, and ethical leadership as a foundation for the major. Students may choose from a list of electives to gain skills in the areas of leading change/innovation, leading organizations/teams, global mindset, and decision making/problem solving.

Careers

Account Manager

Compensation Specialist

Employee Benefits Professional

Employment Recruiter

Human Resources Manager

Non-Profit Manager

BBA MANAGEMENT & LEADERSHIP

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	1		
Elective	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		
Elective	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
CORE: MGMT 3620 Supply Chain Operations	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
MAJ: MGMT 3640 Dashboarding Key Performance Indicators	3	Junior standing; BIA 2610	
MAJ: MGMT 3810 Human Resources Management	3	Junior standing	
MAJ: LEAD 3010 Leadership Skills & Development	3	Junior standing	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Business Elective	3		
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
MAJ: MGMT 3940 Ethical Leadership in Business	3	Junior standing	
MAJ: MGMT 4950 Management Applied Experience or BUAD 4000 College to Career	3	4950: Permission of Dept.; 4000: Senior standing	
MAJ: MGMT 3600/3730/3800 or ENTR 3650	3	Junior standing; 3730: MGMT 3620; 3650: ENTR 2900 or MGMT 3610	
MAJ: MGMT 3850 or 4200	3	Junior standing; 3850: MGMT 3610	
MAJ: MGMT 4710/4730/4860	3	Junior standing; MGMT 3610; 4860: Permission of Dept.	
MAJ: MGMT 4680 Organization Behavior	3	Junior standing; MGMT 3610	
MAJ: MGMT 3705/3890/4640	3	Junior standing; 3890: MGMT 3610; 4640: MGMT 3610 & 3810	
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

MANAGEMENT & LEADERSHIP - HUMAN RESOURCE MANAGEMENT

BAS N121

615-898-2736

Department Chair: Dr. Deana Raffo

Courses Taught: BUAD, ENTR, LEAD, and MGMT

Delivery: On Ground, Hybrid

Major Requirements

Management Core

LEAD 3010 Leadership Skills and Development

MGMT 3640 Dashboarding Key Performance Indicators

MGMT 3810 Human Resource Management

MGMT 3940 Ethical Leadership in Business

MGMT 4680 Organization Behavior

HRM Concentration

MGMT 4640 Talent Acquisition and Management

MGMT 4650 Training and Development

MGMT 4660 Compensation Management

MGMT 4690 Strategic Innovations in HRM

Human Resources Management

In any business, the people who make up the company are the most valuable assets. If you're looking for a career in navigating employee-business relations, select the Management major with a concentration in Human Resource Management.

In addition to the knowledge and skills of business ethics, evaluating/managing performance indicators, and leadership, students learn about talent acquisition management, training and development, compensation management, and strategic innovation in human resource management. This concentration qualifies seniors for the Society for Human Resource Management (SHRM) certification exam.

Careers

Compensation Analyst

Employment Selection Manager

Talent Acquisition Manager

Diversity Manager

Human Resources Recruiter

Training/Development Manager

Employee Benefits Administrator

Industrial/Labor Relation Specialist

BBA MANAGEMENT & LEADERSHIP - HUMAN RESOURCE MANAGEMENT

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	1		
Elective	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		
Elective	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
MAJ: LEAD 3010 Leadership Skills & Development	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
MAJ: MGMT 3640 Dashboarding Key Performance Indicators	3	Junior standing; BIA 2610	
MAJ: MGMT 3810 Human Resources Management	3	Junior standing	
MAJ: MGMT 4640 Talent Acquisition & Management	3	Junior standing; MGMT 3610 & MGMT 3810	Check Rotation

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Business Elective	3		
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
CORE: MGMT 3620 Supply Chain Management	3	Junior standing	
MGMT 4950 Management Applied Experience or BUAD 4000	3	MGMT major; senior standing; overall GPA of at least a 2.5	
MAJ: MGMT 3940 Ethical Leadership in Business	3	Junior standing	
MAJ: MGMT 4650 Training & Development	3	Junior standing; MGMT 3610 & MGMT 3810	Check Rotation
MAJ: MGMT 4660 Compensation Management	3	Junior standing; MGMT 3610 & MGMT 3810	Check Rotation
MAJ: MGMT 4680 Organization Behavior	3	Junior standing; MGMT 3610	Check Rotation
MAJ: MGMT 4690 Strategic Innovation in HRM	3	Junior standing; MGMT 3610, MGMT 3810, & MGMT 4640	
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

MARKETING

BAS N429

615-898-2902

Department Chair: Dr. Robert Blair

Courses Taught: BCED and MKT

Delivery: On Ground, Hybrid

Major Requirements

MKT 3910 Consumer Behavior

MKT 3930 Marketing Research

MKT 4890 Marketing

Management – **Senior Capstone**

MKT Upper Division Elective

MKT Upper Division Elective

MKT Upper Division Elective

MKT Upper Division Elective

MKT Upper Division Elective

MKT Upper Division Elective

MKT Notes

- Students interested in sales should major in Marketing with the Professional Selling concentration.
- Students interested in digital marketing should major in Marketing with the Digital Marketing concentration.

MKT Elective Options

A MKT Upper Division elective is a 3-credit course with a MKT prefix at the 3000 or 4000 level. MKT electives include, but are not limited to:

General Marketing Strategy

MKT 3825 Marketing Analytics

MKT 3830 Retailing and E-Commerce

MKT 3840 Professional Selling

MKT 3850 Digital MKT and Promotion

MKT 3855 Product Management

MKT 3950 Business-to-Business Marketing

MKT 4200 Neuromarketing

MKT 4510 Global Marketing

MKT 4870 Services Marketing

MKT 4950 Internship

Sports, Entertainment, Event Promotion

MKT 3850 Digital MKT and Promotion

MKT 3865 Sports Marketing

MKT 3920 Entertainment Marketing

MKT 3900 Social Media Marketing

MKT 4170 Advanced Digital Marketing

MKT 4510 Global Marketing

MKT 4640 Entertainment Branding

MKT 4800 Sales Management

MKT 4950 Internship

Marketing is

a great career for creative thinkers interested in business. This program teaches effective communication, research, and problem-solving skills to thrive as a marketing professional. Marketing has diverse career paths, many offering incredible flexibility and high-income potential. Students will engage in coursework that includes professional preparation in marketing, business communication, e-commerce, professional selling, consumer behavior, market research, and technology.

Careers

Advertising Account Manager

Consumer Behavior Specialist

Entertainment Marketer

Market Researcher

Market Strategist

Promotions Strategist

Retail Buyer

Retail Manager

Sports Marketer

BBA MARKETING

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	1		
Elective	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		
Elective	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
MKT 3010 Personal Branding	3	Junior standing; Marketing majors only	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
MAJ: MKT 3910 Consumer Behavior	3	Junior standing; MKT 3820	
MAJ: MKT 3930 Marketing Research	3	Junior standing; MKT 3820, BIA 2610	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
BCED 3510 Business Communication	3	Junior standing	
MAJ: MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
MAJ: MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
CORE/MAJ: MKT 4890 Marketing Management	3	Senior standing; MKT 3930 & MKT 3010; Marketing majors only	
MAJ: MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
MAJ: MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
MAJ: MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
MAJ: MKT Upper Division Elective	3	Junior standing; MKT 3820, Depends on course chosen	
Business Elective	3		
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Take in last semester	MTSU

MARKETING – DIGITAL MARKETING

BAS N429

615-898-2902

Department Chair: Dr. Robert Blair

Courses Taught: BCED and MKT

Delivery: On Ground, Online

Major Requirements

Marketing Core

MKT 3910 Consumer Behavior

MKT 3930 Marketing Research

MKT 4890 Marketing Management – Senior Capstone

Digital Marketing Concentration

MKT 3825 Marketing Analytics

MKT 3850 Digital Marketing and Promotion

MKT 3900 Social Media Marketing

MKT 4170 Advanced Digital Marketing

Choose two classes (6 hours) from the following:

INFS 2400 Web Development

MKT 3830 Retailing and E-Commerce

MKT 3840 Professional Selling

MKT 3855 Product Management

MKT 3865 Sports Marketing

MKT 4510 International Marketing

MKT 4870 Services Marketing

MKT 4950 Marketing Internship

MKT 3920 Entertainment Marketing or

MKT 4640 Entertainment Branding

Digital Marketing is

A major in Marketing with a concentration in Digital Marketing offers preparation for students interested in digital marketing analytics, social media, or website design careers to gain the necessary marketing skills they need to be successful.

Careers

Entertainment marketer

Content strategist

Digital marketing manager

Social media marketing coordinator

Email marketer

Social media manager

Sports marketer

SEO specialist

Digital marketing analyst

BBA MARKETING – DIGITAL MARKETING

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	1		
Elective	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		
Elective	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
MKT 3010 Personal Branding	3	Junior standing; Marketing majors only	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
MAJ: MKT 3850 Digital Marketing and Promotion	3	Junior standing; MKT 3820	
MAJ: MKT 3930 Marketing Research	3	Junior standing; MKT 3820, BIA 2610	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
BCED 3510 Business Communication	3	Junior standing	
MAJ: MKT 3910 Consumer Behavior	3	MKT 3820	
MAJ: MKT 3900 Social Media Marketing	3	MKT 3820; Junior standing	Check course rotation
CORE/MAJ: MKT 4890 Marketing Management	3	Senior standing; MKT 3930 & 3010; Marketing majors only	
MAJ: MKT 4170 Advanced Digital Marketing	3	MKT 3850	Check course rotation
MAJ: Choose 2 from MKT 3830, 3840, 3855, 3865, 4510, 3920 or 4200, 4640, 4870, 4950, or INFS 2400.	3	All MKT courses require MKT 3820; 3855: BIA 2610; 4950: Permission of Department; Cannot take both 3920 & 4640.	
	3		
MAJ: MKT 3825 Marketing Analytics	3	MKT 3820	
Business Elective	3		
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

MARKETING – PROFESSIONAL SELLING

BAS N429

615-898-2902

Department Chair: Dr. Robert Blair

Courses Taught: BCED and MKT

Delivery: On Ground, Online

Major Requirements

Marketing Core

MKT 3910 Consumer Behavior

MKT 3930 Marketing Research

MKT 4890 Marketing Management – Senior Capstone

Professional Selling Concentration

MKT 3840 Professional Selling

MKT 3950 Business-to-Business Marketing

MKT 4800 Sales Management

MKT 4850 Advanced Selling

Choose two classes (6 hours) from the following:

MKT 3825 Marketing Analytics

MKT 3855 Product Management

MKT 3900 Social Media Marketing

MKT 4510 International Marketing

MKT 4870 Services Marketing

MKT 4950 Marketing Internship

FIN 3030 Principles of Real Estate or FIN 3050 Principles of Risk Management and Insurance

Professional Selling is

a concentration in the Marketing major that prepares students for careers in sales. Courses in this program assist students in developing skills in the areas of excellent oral and written communication, relationship development, self-confidence, and critical thinking and problem-solving.

Careers

Account Manager

Sales Manager

Manufacturing Sales

Advertising Sales Agents

Sales Representative

Representative

Insurance Sales Agents

Wholesale Sales Representative

Center for Professional Selling – BAS N 436

Thom Coats, Director of the IGA Office of Professional Sales, thom.coats@mtsu.edu. 612-904-8505

Mel Adams State Farm Agent Professional Sales Lab BAS S123

Professional Selling Certificate

For more information about the Professional Selling Certificate please contact Mr. Thom Coats.

BBA MARKETING – PROFESSIONAL SELLING

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	1		
Elective	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		
Elective	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
MKT 3010 Personal Branding	3	Junior standing; Marketing Majors Only	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
MAJ: MKT 3840 Professional Selling	3	Junior standing; MKT 3820	
MAJ: MKT 3930 Marketing Research	3	Junior standing; MKT 3820, BIA 2610	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
BCED 3510 Business Communication	3	Junior standing	
MAJ: MKT 3910 Consumer Behavior	3	MKT 3820	
MAJ: MKT 4800 Sales Management	3	MKT 3820; Junior standing	Check course rotation
CORE/MAJ: MKT 4890 Marketing Management	3	Senior standing; MKT 3930 & 3010; Marketing Majors Only	
MAJ: MKT 4850 Advanced Selling	3	MKT 3840	Check course rotation
MAJ: Choose 2 from MKT 3825 Marketing Analytics, 3850 Digital Marketing & Promotion, 3855 Product Mgmt., 3900 Social Media MKT 4200 Neuromarketing, 4510 Global Mkt., 4870 Services Mkt., 4950 Mkt. Internship and FIN 3030 Real Estate or 3050 Risk Mgmt. & Ins.	3	All MKT courses require MKT 3820; 3855: BIA 2610; 4950: Senior standing & a 2.50 minimum overall GPA	
	3		
MAJ: MKT 3950 Business to Business Marketing	3	MKT 3820	
Business Elective	3		
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

RISK MANAGEMENT AND INSURANCE

BAS N329

615-898-5749

Department Chair: Dr. Stuart Fowler

Martin Chair of Insurance: Dr. David Wood

Courses Taught: FIN and ECON

Delivery: On Ground

Major Requirements

FIN 3050 Principles of Risk Management and Insurance

FIN 4730 Insurance Company Operations

FIN 3110 Financial Modeling

FIN 4750 Enterprise Risk Management **(spring only)**

FIN 3750 Commercial Insurance **(spring only)**

Choose three classes (9 hours) from the following:

FIN 3030 Principles of Real Estate

FIN 4790 Independent Study in Insurance

FIN 3090 Financial Planning

FIN 4850 International Insurance Markets

FIN 3660 Life Insurance and Health Insurance

FIN 4880 Internship in Risk Management or Insurance

FIN 3810 Investments

BLAW 3460 Insurance Law

FIN 3950 Corporate Finance

MKT 3840 Professional Selling

FIN 4390 Employee Benefits

Risk Management is

the practice of identifying and analyzing loss exposures and taking steps to minimize the financial impact of the risks they impose.

Insurance is

a risk-transfer mechanism that ensures full or partial financial compensation for the loss or damage caused by events beyond the control of the insured party.

Careers

Actuarial Analyst

Compliance Auditor

Service Representative

Agent

Data Mining Analyst

Underwriter

Broker

Loss Control Specialist

Claims Adjuster

Quality Assurance Specialist

Professional Designations

Students in this program are strongly encouraged to work towards achieving professional designations:

Chartered Property and Casualty Underwriter (CPCU)

Chartered Financial Consultant (ChFC)

Chartered Life Underwriter (CLU)

Certified Financial Planner (CFP)

BBA RISK MANAGEMENT & INSURANCE

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630/1810/1910	3	See undergraduate catalog	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	1		
Elective	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 with min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
CORE: INFS 3100 Principles of MIS	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
MAJ: FIN 3110 Financial Modeling	3	Junior standing; FIN 3010	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
MAJ: FIN 3050 Principles of Risk Management & Insurance	3	Junior standing	
MAJ: FIN 3750 Commercial Insurance	3	Junior standing; FIN 3050	

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Business Elective	3		
CORE: BCED 3510 Business Communication or FIN 4780	3	Junior standing; 4780: ECON 2410, 2420; FIN 3010	
MAJ: FIN 4750 Enterprise Risk Management	3	Junior standing; FIN 3050	Check Course Rotation
MAJ: FIN 4730 Insurance Company Operations	3	Junior standing; FIN 3050	"
MAJ: Choose 3 from FIN 3030 Real Estate, 3090 Financial Planning, 3660 Life & Health Ins., 3810 Investments, 3950 Corporate Finance, 4390 Employee Benefits, 4790 Independent Study, 4850 International Ins. Markets, 4880 Internship, BLAW 3460 Insurance Law, MKT 3840 Professional Selling	3	Junior standing; 3810: FIN 3010; 3090: FIN 3010 with min. C; 3950: FIN 3010 with min. C; 4790/4880: Permission of Department; 4850: FIN 3050; 3840: MKT 3820	"
	3		"
	3		"
Business Elective	3		
Business Elective	3		
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

SUPPLY CHAIN MANAGEMENT

BAS N121

615-898-2736

Department Chair: Dr. Deana Raffo

Courses Taught: BUAD, ENTR, LEAD, and MGMT

Delivery: On Ground

Major Requirements

MGMT 3640 Dashboarding Key Performance Indicators

MGMT 3750 International Supply Chain Management

MGMT 3705 Continuous Improvement/Problem Solving

ENTR or MGMT Upper Division Elective

MGMT 3715 International Sourcing

MGMT 3800, MGMT 3810, or MGMT 3940

Choose three classes (9 hours) from the following:

MGMT 3720 Supply Chain Distribution **(fall only)**

MGMT 3730 Management of Innovation **(spring only)**

MGMT 3725 Lean Project Management Principles

MGMT 4700 Applications in Supply Chain Management

Notes

Students are encouraged to use MGMT 4950 Management Applied Experience as an elective in their degree plan.

Supply Chain Management is

is simply the Management of the Chain of Supplies from suppliers to customers. SCM activities include Planning, Sourcing, Making, Delivering and Returning. Everything you wear, eat or drink, sit on or in, read, throw, kick, and buy or sell comes to you courtesy of supply chains.

Careers

Capacity Planning Analyst

Materials Manager

Quality Assurance Professional

Inventory Controller

Operations Systems Analyst

Quality Control Analyst

Logistics Manager

Production Scheduler

BBA SUPPLY CHAIN MANAGEMENT

Business Administration Minor

FRESHMAN YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Written Communication: ENGL 1010	3		Min. C-
TBC Information Literacy: ENGL 1020, 1050; JOUR 2720	3	ENGL 1010 with minimum C-	Min. C-
TBC Quantitative Literacy: MATH 1630 or 1810	3	2 years high school algebra & MATH ACT >25 or MATH 1710	
TBC Non-Written Communication	3		
TBC Scientific Literacy: Choose 2 lecture and lab combinations from Discovery	4		
	4		
TBC Human Society & Social Relationships: ECON 2410	3		
TBC Human Society & Social Relationships: ECON 2420	3		
Elective	1		
Elective	3		

SOPHOMORE YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
TBC Creativity & Cultural Expression: CCE Literature	3	ENGL 1010 & 1020 min. C-	
TBC CCE Discovery Course	3		
TBC CCE Discovery or Explorations Course	3		
TBC History & Civic Learning Discovery Course	3		
TBC History & Civic Learning Discovery or Explorations Course	3		
Elective	3		
CORE: ACTG 2110 Principles of Accounting I	3	ENGL 1010, soph. standing & college level math course	
CORE: ACTG 2120 Principles of Accounting II	3	ACTG 2110	
CORE: BIA 2610 Statistical Methods	3		
Elective	3		

JUNIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
CORE: BIA 3620 Intro Business Analytics	3	Junior standing; BIA 2610	
CORE: INFS 3100 Principles of Management Information Systems	3	Junior standing	
CORE: MGMT 3610 Principles of Management	3	Junior standing	
CORE: MGMT 3620 Supply Chain Operations	3	Junior standing	
CORE: MKT 3820 Principles of Marketing	3	Junior standing	
CORE: FIN 3010 Principles of Corporate Finance	3	Junior standing	
CORE: BLAW 3400 Legal Environment of Business	3	Junior standing	
CORE: BUS 3000 Dale Carnegie	3	Junior standing	
MAJ: MGMT 3750 International Supply Chain Management	3	Junior standing	
MAJ: MGMT 3715 International Sourcing	3	Junior standing	Check Course Rotation

SENIOR YEAR

REQUIRED COURSES	Hrs	PREREQUISITES	NOTES
Business Elective	3		
MAJ: MGMT 3640 Dashboarding Key Performance Indicators	3	Junior standing; BIA 2610	
MAJ: MGMT 3800/3810/3940	3	Junior standing	
ACTG 3020 Managerial Accounting or BIA 4010 Business Analytics & Visualization	3	Junior standing; 3020: ACTG 2120 or 2125; 4010: BIA 3620	
MAJ: MGMT 3705 Continuous Improvement	3	Junior standing	
MAJ: Choose 3 from MGMT 3720 Supply Chain Distribution, 3725 Lean Project Management Principles, 3730 Management of Innovation, 4700 Applications in Supply Chain Management	3	Junior standing; 3720/3730/4700: MGMT 3620	Check Course Rotations
	3		
	3		
MAJ: MGMT or ENTR Upper Division Elective	3	Junior standing; Depends on course chosen	
CORE: BUAD 4980 Strategic Management	3	Senior standing; BLAW 3400, FIN 3010, INFS 3100, MGMT 3610 & MKT 3820; Taken in last semester	MTSU

25-26 BUSINESS MINORS FOR BUSINESS MAJORS

Limit one business minor per student. All listed minors require a 2.0 minimum GPA for graduation.

- All business majors must have one business minor.
- Courses in the major cannot be used in the minor; however, business core courses may be used.
- "+" Designates common business core required for all BBA majors.
- Business students who choose a business minor other than the built-in minor should consult with an advisor.
- Cybersecurity Management majors are required to have the Business Administration minor.

Accounting

Department: Accounting, BAS N425A, 898-2558

Course	Title	Hours
ACTG 3110	Intermediate Actg. I	3
ACTG 2110 +	Principles of Actg. I	3
ACTG 2120 + or 2125	Principles of Actg. II	3
ACTG Upper Division		3
ACTG Upper Division		3
		15

Note: At least 9 upper division hours at MTSU. Credit is not allowed for both ACTG 3000 and ACTG 2110, ACTG 2120/2125; nor for both ACTG 3310 and 3020. ACTG 4420 is not an ACTG UD elective.

Business Administration

Department: Management, BAS N121A, 898-2736

Course	Title	Hours
INFS 3100 +	Principles of MIS	3
ACTG 2110 + & 2120 + or 2125	Principles of Actg. I & II	6
FIN 3010 +	Principles of Corp. Finance	3
BLAW 3400 +	Legal Environ. of Business	3
MGMT 3610 +	Principles of Management	3
MKT 3820 +	Principles of Marketing	3
		21

Note: At least 3 upper division hours at MTSU.

Business Analytics

Department: Information Systems & Analytics, BAS N333A, 898-2362

Course	Title	Hours
INFS 2600	Intro to Software Dev. & Prog.	3
INFS 3100 +	Principles of MIS	3
BIA 3620 +	Intro to Business Analytics	3
BIA		3
BIA		3
		15

Note: At least 9 hours at MTSU. 3 hours must be upper division. BIA elective options include BIA 3620, BIA 3470, 4010, and 4100.

Business Law

Department: Accounting, BAS N425A, 898-2558

Course	Title	Hours
BLAW 3400 +	Legal Environment of Business	3
BLAW 3430	Commercial Law	3
BLAW		3
BLAW		3
BLAW		3
		15

Note: Must take at least 9 upper division hours at MTSU.

Cybersecurity Management

Department: Information Systems & Analytics, BAS N333A, 898-2362

Course	Title	Hours
CYBM 3300	Cybersecurity Mgmt. Fund.	3
CYBM 3350	Cybersecurity Environ. Mgmt.	3
CYBM 4300	Security Assurance for Info. Sys. Audit	3
INFS 3900	Business Data Communications	3
INFS 3100 +	Principles of MIS	3
		15

Note: At least 9 hours at MTSU. 3 hours must be upper division.

Economics

Department: Economics & Finance, BAS N329A, 898-5749

Course	Title	Hours
ECON 2410 +	Principles Macroeconomics	3
ECON 2420 +	Principles of Microeconomics	3
ECON Upper Division		3
ECON Upper Division		3
ECON Upper Division		3
		15

Note: Must take at least 3 upper division hours at MTSU.

Economics/Finance

Department: Economics & Finance, BAS N329A, 898-5749

Course	Title	Hours
ECON 2410 +	Principles of Macroeconomics	3
ECON 2420 +	Principles of Microeconomics	3
FIN 3010 +	Principles of Corporate Finance	3
FIN 2010 or FIN UD	Personal Financial Planning	3
ECON Upper Division		3
		15

Note: At least 3 upper division hours at MTSU. Minor not available to BS ECON majors. May not use both FIN 3000 and 3010.

Entrepreneurship

Department: Management, BAS N121A, 898-2736

Course	Title	Hours
ENTR 2900	Entrepreneurship	3
MKT 3200	Marketing for Entrepreneurs	3
FIN 3040	Entrepreneurial Financial Mgmt.	3
ENTR 4920	Small Business Management	3
ENTR 4950 or approved elective	Entrepreneurship Applied Experience	3
		15

Note: At least 9 hours at MTSU. 3 hours must be upper division.

Finance

Department: Economics & Finance, BAS N329A, 898-5749

Course	Title	Hours
FIN 3010 +	Principles of Corporate Finance	3
FIN		3
FIN Upper Division		3
FIN Upper Division		3
FIN Upper Division		3
		15

Note: At least 3 upper division hours at MTSU.

Financial Planning

Department: Economics & Finance, BAS N329A, 898-5749

Course	Title	Hours
FIN 2010	Personal Financial Planning	3
FIN 3050	Principles of RMI	3
FIN 3090	Financial Planning (spring only)	3
FIN 3110	Financial Modeling	3
FIN 3810	Investments	3
FIN 4710	Estate Planning (fall only)	3
		18

Note: At least 3 upper division hours at MTSU.

Minor not available to BBA FIN, FIN-REAL, or RMI majors.

Information Systems

Department: Information Systems & Analytics, BAS N333A, 898-2362

Course	Title	Hours
INFS 2600	Intro to Software Dev. & Prog.	3
INFS 3100 +	Principles of MIS	3
INFS/CYBM		3
INFS/CYBM		3
INFS/CYBM		3
		15

Note: At least 9 hours at MTSU. 3 hours must be upper division. See

ISA department, or advising center for list of INFS/CYBM electives.

Leadership

Department: Management, BAS N121A, 898-2736

Course	Title	Hours
LEAD 3010	Leadership Skills & Development	3
MGMT 3940	Ethical Leadership in Business	3
MGMT 4200 or UH/UNIV 4010	Leadership in Organization, MTSU Institute of Leadership Excellence	3
Pick two: MGMT 3610 +, 3800, 3850, 3890, or 4680	Principles of Management, Managing Change & Conflict, Leading High Impact Teams, Managerial Decision Making, Organization Behavior	6
		15

Note: At least 3 upper division hours at MTSU.

Management

Department: Management, BAS N121A, 898-2736

Course	Title	Hours
MGMT 3610 +	Principles of Management	3
MGMT 3620	Supply Chain Operations	3
MGMT Upper Division		3
MGMT Upper Division		3
MGMT Upper Division		3
		15

Note: At least 6 hours at MTSU.

Marketing

Department: Marketing, BAS N429, 898-2902

Course	Title	Hours
MKT 3820 +	Principles of Marketing	3
MKT Upper Division		3
MKT Upper Division		3
MKT Upper Division		3
MKT Upper Division		3
		15

Note: At least 9 hours at MTSU. MKT 3010, 3200, & 4950 cannot be used.

Real Estate

Department: Economics & Finance, BAS N329A, 898-5749

Course	Title	Hours
FIN 3030	Principles of Real Estate	3
FIN 3010 +	Principles of Corporate Finance	3
FIN 4440	Real Estate Finance	3
FIN 4510 or 4550	Real Estate Brokerage & Mgmt. or Real Estate Investment Analysis	3
FIN Real Estate Elective		3
		15

Note: At least 3 upper division hours at MTSU.

Risk Management & Insurance

Department: Economics & Finance, BAS N329A, 898-5749

Course	Title	Hours
FIN 3050	Principles of RMI	3
FIN 4730	Insurance Company Operations	3
ECON 2420 +	Principles of Microeconomics	3
Pick two: BLAW 3460 or CCM 4010; FIN 3660, 3750, 4390, 4750, 4850 or 4880	Insurance Law or Concrete & Construction Law; Life & Health Insurance, Commercial Insurance, Employee Benefits, Enterprise Risk Management, International Insurance Markets, Internship in RMI	6
		15

Note: At least 3 upper division hours at MTSU.

DIGITAL BADGES

Badges are awarded through our partner Parchment. Students can then save all their badges in one place to include on a résumé, share on social media, or attach to a transcript.

- + Career Leadership (Career Development Center)
- + Certified Business Relationship Builder (Center for Professional Selling)
- + Daniels Center Service Distinction (Charlie and Hazel Daniels Veterans and Military Family Center)
- + Dean's List (Provost's Office)
- + Empowered Lifelong Digital Learner (James E. Walker Library)
- + Engage Certified Graduate Program (Engage)
- + Engage Graduation Distinction (Engage)
- + EXL Scholar Graduation Distinction (Experiential Learning)
- + Global Engagement (Department of Political and Global Affairs)
- + HackMT (Department of Computer Science)
- + Introduction to Quantum Computing (Department of Physics and Astronomy)
- + Lean Six Sigma Green Belt (Jones College of Business)
- + Lean Six Sigma Yellow Belt (Jones College of Business)
- + Music Industry Foundations (School of Music)
- + Musical Ensemble Excellence (School of Music)
- + Project Management (Jones College of Business)
- + School of Music Service Excellence (School of Music)
- + Trauma-Informed Professional Practice (Professional Counseling Program)
- + Undergraduate Research Distinction (Undergraduate Research Center)
- + Urban and Regional Planning Scholars Program (Jennings and Rebecca Jones Chair of Excellence in Urban and Regional Planning)
- + Writing Center Tutor (Margaret H. Ordoubadian University Writing Center)

Faculty Signature Study Abroad

\$1000 Scholarships Opportunities for Business Students



True Blue Core Requirements for Jones College Students

General Education Flow Chart
The True Blue Core contains 41 credit hours in two categories:
Foundational Skills and Knowledge Domains

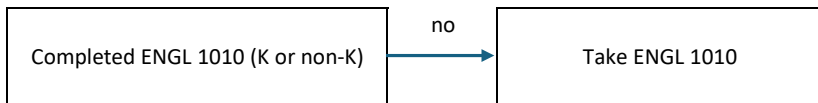
Foundational Skills

4 categories of 12 credit hours

Written Communication -

Expository Writing

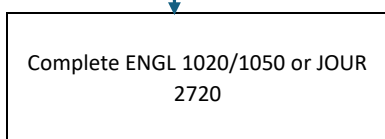
3 Hours



Information Literacy -

Identifying, evaluating, and responsibly using information to meet a need

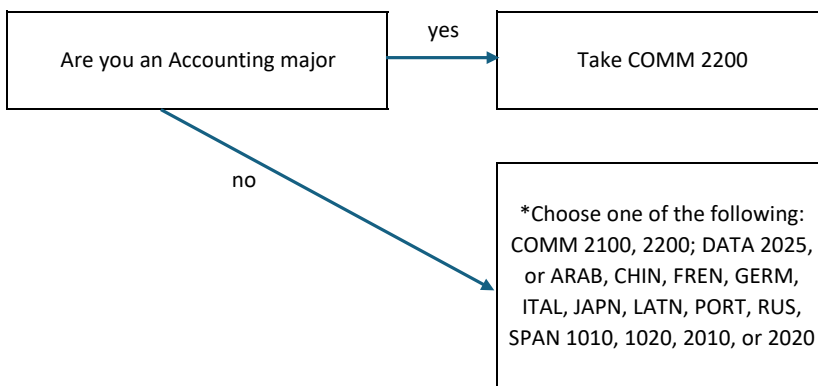
3 Hours



Non-Written Communication -

Development & Expression in non-written formats

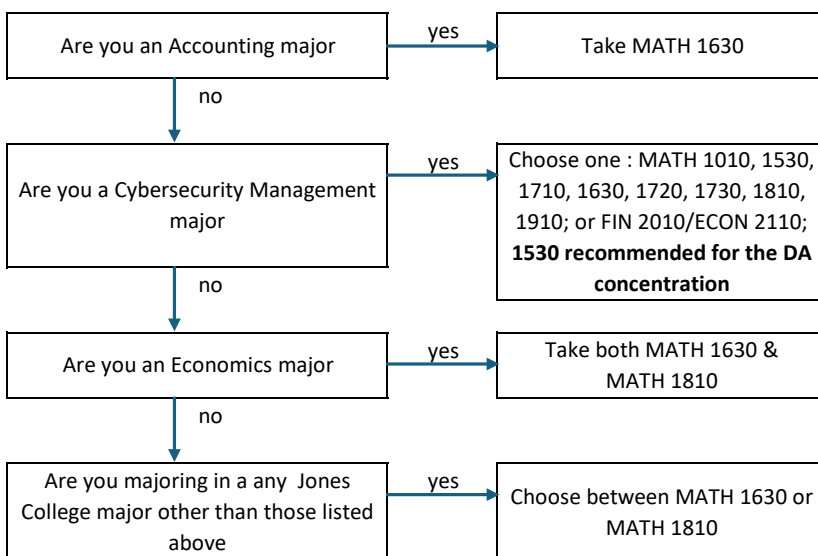
3 Hours



Quantitative Literacy** -

Quantitative Reasoning

3 Hours



* Student who are interested may consider taking a foreign language placement test through the Department of World Languages, Literatures, and Culture.

** Every student's mathematics sequence is different. Students should consult with their academic advisor to learn about their own progression through MATH courses.

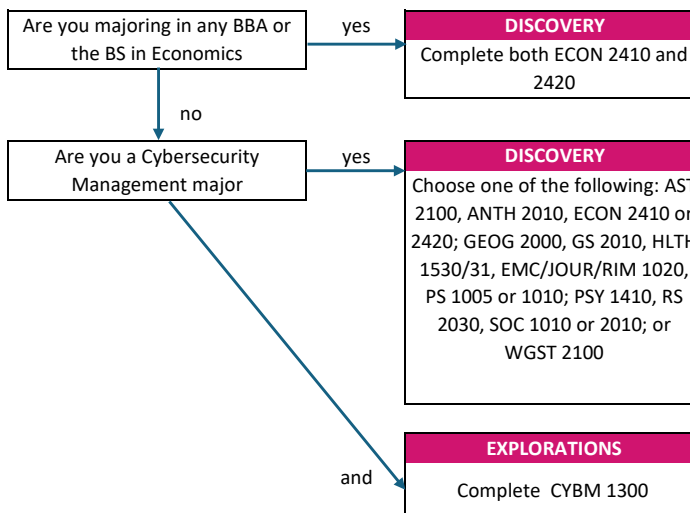
True Blue Core Requirements for Jones College Students

Knowledge Domains

Knowledge Domains consist of 2 areas: Discovery and Explorations
4 categories of 29 credit hours

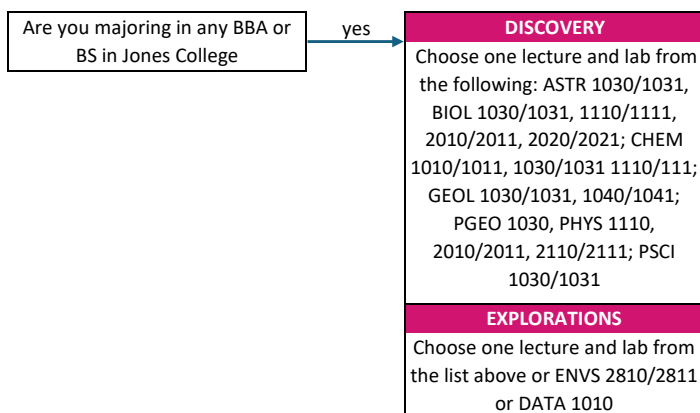
Human Society and Social Relationships - Social & Behavioral Sciences (HSSR)

6 Hours



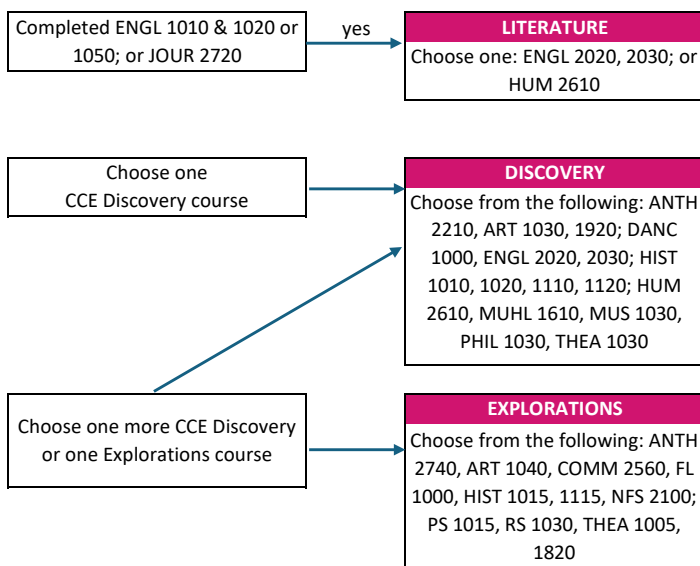
Scientific Literacy - Natural Science Lecture and Lab (SciLit)

8 Hours



Creativity and Cultural Expression - Humanities and Fine Arts (CCE)

9 Hours



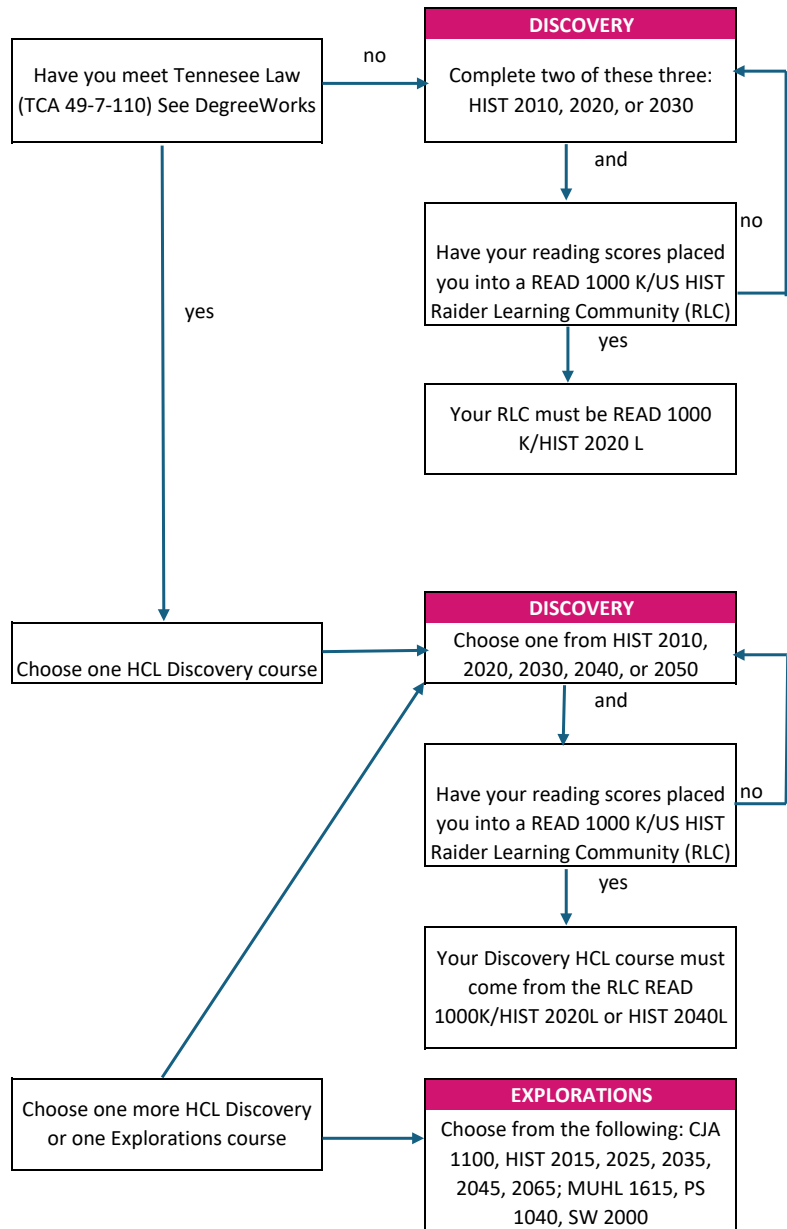
Students who are required to complete ENGL 1009 KE, ENGL 1010 K, or READ 1000 K must research course prerequisites before choosing courses. Some courses may not be offered during every term.

True Blue Core Requirements for Jones College Students

Knowledge Domains

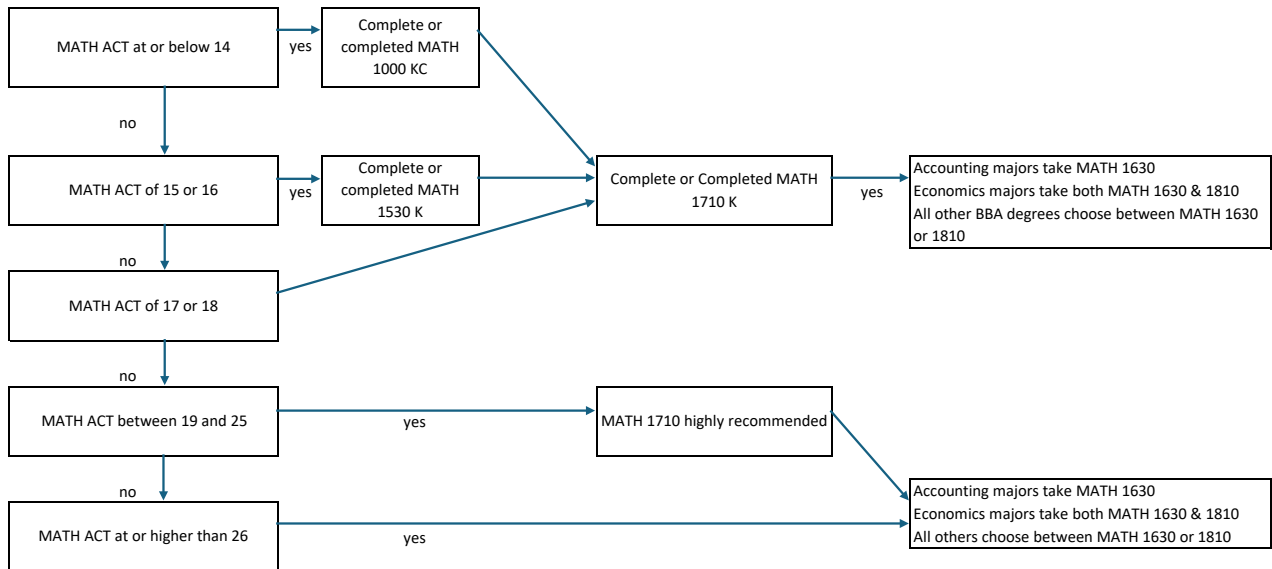
History and Civic Learning (HCL)

6 Hours

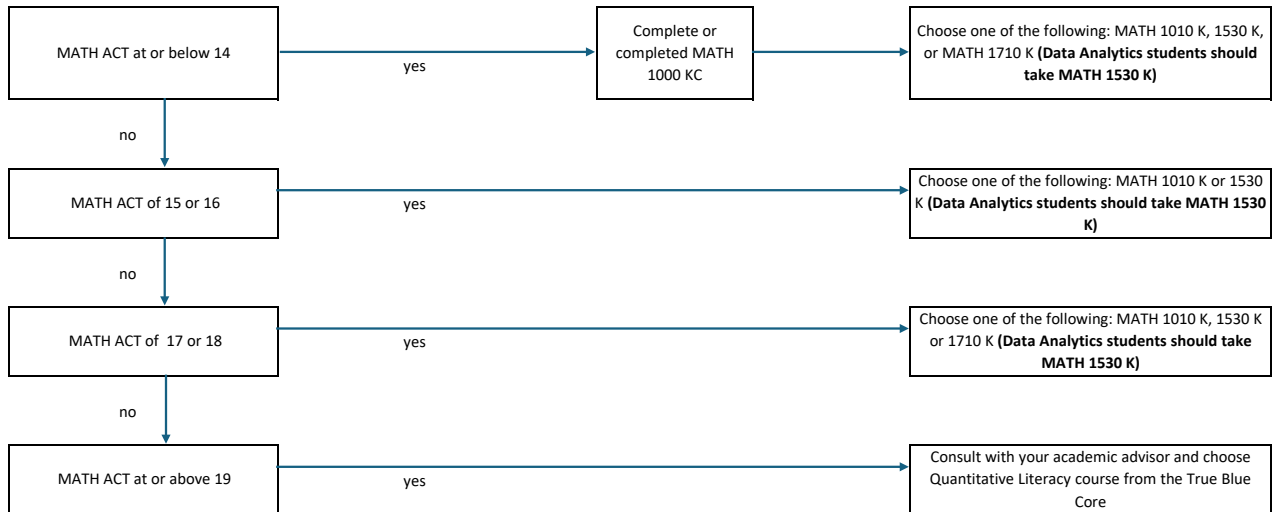


Students who are required to complete ENGL 1009 KE, ENGL 1010 K, or READ 1000 K must research course prerequisites before choosing courses.
Some courses may not be offered during every term.

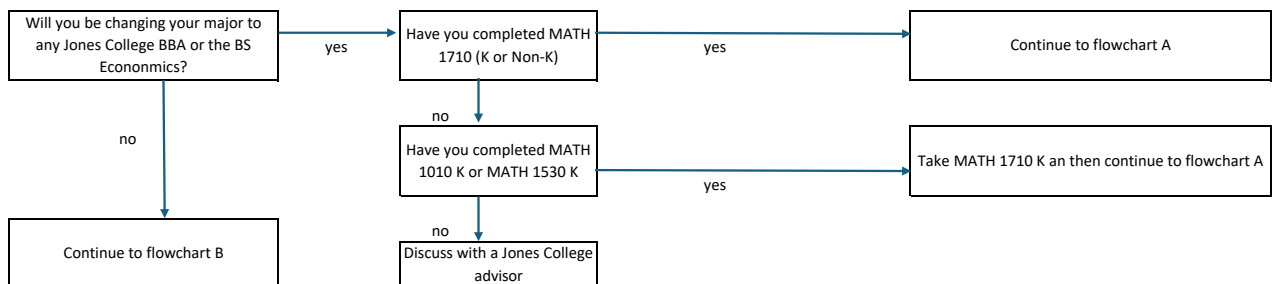
MATH SEQUENCE FOR ALL BBA JONES COLLEGE STUDENTS & BS ECONOMICS STUDENTS (A)



MATH SEQUENCE FOR BS CYBERSECURITY MANAGEMENT STUDENTS (B)



MATH SEQUENCE FOR NON-BUSINESS STUDENTS CHANGING TO A BUSINESS MAJOR (C)



I AM *true* **BLUE**®

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