College of Business

Academic Degree Programs, Minors, Certificates and Military Science
Program: Accounting  
Major: Accounting  
Degree: Bachelor of Science (B.S.)  

University of Central Oklahoma Undergraduate Catalog 2019-2020

### University Core (Total Listed 42-44)

<table>
<thead>
<tr>
<th>Specific courses within the University Core are listed on pages 95-96.</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Courses from the major may apply to the areas marked in the University Core.</td>
</tr>
</tbody>
</table>

#### Written and Oral Communication ......................................................... 9

#### Quantitative Reasoning/Scientific Method ............................................. 10-11

- Math ........................................................................................................... 3
- Life Science .............................................................................................. 4
- Physical Science ......................................................................................... 3-4

#### Critical Inquiry and Aesthetic Analysis ................................................. 6

- Aesthetic Analysis ...................................................................................... 3
- Critical Inquiry .......................................................................................... 3

#### Support Courses

##### Business Support Courses ................................................................. 6-9

Required courses:
- ECON 2103 Principles of Microeconomics
- MATH 2053 Math Analysis for Business
- MATH 1513 College Algebra OR MATH 1533 Precalculus Algebra OR High School Algebra II (with a minimum grade of “C”)

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

##### Major Requirements

#### Accounting ................................................................. 72

##### Business core courses ................................................................. 36

Required courses:
- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- ECON 2173 Principles of Business Statistics
- ECON 2203 Principles of Macroeconomics
- MRKT 3013 Principles of Marketing
- MGMT 3103 Principles of Management
- LS 3113 Legal Environment of Business
- BCOM 3143 Business Communication
- ISOM 3263 Management Information Systems
- ISOM 3313 Operations Management
- ISOM 3323 Business Analytics
- FIN 3563 Fundamentals of Business Finance

- MGMT 4813 Strategic Management (Senior Status) * #

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.

#### American Historical and Political Analysis ........................................... 6

- American National Government ......................................................... 3
- American History ..................................................................................... 3

#### Cultural and Language Analysis ......................................................... 3-4

- Second Language ..................................................................................... 4
- OR
- Cultural Analysis ....................................................................................... 3

#### Social and Behavioral Analysis ......................................................... 3

- Life Skills .................................................................................................. 5

| Required Health Course ......................... 2
| Elective Life Skills ......................... 3

<table>
<thead>
<tr>
<th>Minimum</th>
<th>Required Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting (2.50 GPA Required for 3000/4000 level Accounting courses)</td>
<td>30</td>
</tr>
<tr>
<td>Required courses</td>
<td>15</td>
</tr>
<tr>
<td>ACCT 3213 Intermediate Accounting I</td>
<td></td>
</tr>
<tr>
<td>ACCT 3233 Intermediate Accounting II</td>
<td></td>
</tr>
<tr>
<td>ACCT 3333 Income Tax Accounting I</td>
<td></td>
</tr>
<tr>
<td>ACCT 3413 Cost Accounting I</td>
<td></td>
</tr>
<tr>
<td>ACCT 4363 Auditing</td>
<td></td>
</tr>
<tr>
<td>Accounting Electives (3000/4000 level)</td>
<td>15</td>
</tr>
<tr>
<td>(ACCT 3113 will not apply.)</td>
<td></td>
</tr>
<tr>
<td>Legal Studies (from the following)</td>
<td>3</td>
</tr>
<tr>
<td>LS 4143 Law of Business Organizations OR</td>
<td></td>
</tr>
<tr>
<td>LS 4223 Law of Commercial Transactions</td>
<td></td>
</tr>
</tbody>
</table>

At least fifteen (15) of the thirty (30) 3000/4000 level Accounting hours must be taken at the University of Central Oklahoma.

### Electives to bring total to ................................................. 124

#### Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, and (c) business core courses (including the capstone course) .................................................................. 2.25
2. Average in all major courses .................................................................. 2.50
3. Average in the 3/4000 level accounting courses in the major .................. 2.50

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.
Program: Business Administration
Major: Business Administration - Business Law
Degree: Bachelor of Business Administration (B.B.A.)

University of Central Oklahoma Undergraduate Catalog 2019-2020

University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 95-96.
• Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication ........................................ 9
Quantitative Reasoning/Scientific Method ................................ 10-11
• Math .............................................................................. 3
  Life Science .......................................................... 4
  Physical Science ................................................. 3-4
Critical Inquiry and Aesthetic Analysis ................................. 6
  Aesthetic Analysis ................................................. 3
  Critical Inquiry .................................................. 3

Support Courses

Business Support Courses ........................................ 6-9
Required courses:
  ECON 2103 Principles of Microeconomics
  MATH 1513 College Algebra OR
  MATH 1533 Precalculus Algebra OR
  High School Algebra II (with a minimum grade of “C”)
  MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Business Administration - Business Law .......... 63

Business core courses .................................................. 36
Required courses:
  ACCT 2113 Accounting I
  ACCT 2133 Accounting II
  ECON 2173 Principles of Business Statistics
  ECON 2203 Principles of Macroeconomics
  MRKT 3013 Principles of Marketing
  MGMT 3103 Principles of Management
  LS 3113 Legal Environment of Business
  BCOM 3143 Business Communication
  ISOM 3263 Management Information Systems
  ISOM 3313 Operations Management
  ISOM 3323 Business Analytics
  FIN 3563 Fundamentals of Business Finance

Capstone ............................................................... 3
  MGMT 4813 Strategic Management (Senior Status) * #

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) ........................................ 2.25

Electives to bring total to ........................................ 124

American Historical and Political Analysis ...................... 6
  American National Government ................................ 3
  American History .................................................. 3

Cultural and Language Analysis ................................ 3-4
  Second Language .................................................. 4
  OR
  Cultural Analysis ................................................. 3

Social and Behavioral Analysis ................................... 3

Life Skills ................................................................. 5
  Required Health Course .......................................... 2
  Elective Life Skills ................................................ 3

Minimum Required Hours

Support Courses

Business Support Courses ........................................ 6-9
Required courses:
  ECON 2103 Principles of Microeconomics
  MATH 1513 College Algebra OR
  MATH 1533 Precalculus Algebra OR
  High School Algebra II (with a minimum grade of “C”)
  MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Business Administration - Business Law .......... 63

Business core courses .................................................. 36
Required courses:
  ACCT 2113 Accounting I
  ACCT 2133 Accounting II
  ECON 2173 Principles of Business Statistics
  ECON 2203 Principles of Macroeconomics
  MRKT 3013 Principles of Marketing
  MGMT 3103 Principles of Management
  LS 3113 Legal Environment of Business
  BCOM 3143 Business Communication
  ISOM 3263 Management Information Systems
  ISOM 3313 Operations Management
  ISOM 3323 Business Analytics
  FIN 3563 Fundamentals of Business Finance

Capstone ............................................................... 3
  MGMT 4813 Strategic Management (Senior Status) * #

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) ........................................ 2.25

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.
Program: Business Administration  
Major: Business Administration - General Business  
Degree: Bachelor of Business Administration (B.B.A.)  
Dept: Finance  
College: Business  
Major Code: 2086

University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 95-96.
• Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication .................................................... 9

Quantitative Reasoning/Scientific Method ................................... 10-11
• Math ......................................................................................... 3
• Life Science ............................................................................ 4
• Physical Science ................................................................... 3-4

Critical Inquiry and Aesthetic Analysis ........................................... 6
• Aesthetic Analysis ................................................................. 3
• Critical Inquiry ................................................................. 3

American Historical and Political Analysis ..................................... 6
American National Government ................................................. 3
American History ................................................................. 3

Cultural and Language Analysis ................................................. 3-4
Second Language .................................................................. 4
OR
Cultural Analysis ................................................................. 3

Social and Behavioral Analysis .................................................. 3

Life Skills ....................................................................................... 5
• Required Health Course .................................................. 2
• Elective Life Skills .......................................................... 3

Minimum Grade Requirements
1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) ........................................................................ 2.25

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.

Support Courses

Business Support Courses ......................................................... 6-9

Required courses:
ECON  2103 Principles of Microeconomics
MATH  1513 College Algebra OR
MATH  1533 Precalculus Algebra OR
High School Algebra II (with a minimum grade of “C”) 
MATH  2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Business Administration - General Business .......... 63

Required courses:
ACCT  2113 Accounting I
ACCT  2133 Accounting II
ECON  2173 Principles of Business Statistics
ECON  2203 Principles of Macroeconomics
MRKT  3013 Principles of Marketing
MGMT  3103 Principles of Management
LS  3113 Legal Environment of Business
BCOM  3143 Business Communication
ISOM  3263 Management Information Systems
ISOM  3313 Operations Management
ISOM  3323 Business Analytics
FIN   3563 Fundamentals of Business Finance

Capstone ......................................................................................... 3
MGMT  4813 Strategic Management (Senior Status) * #

Minimum Required Hours

Business Administration - General Business .......... 24
Select no more than nine hours from any one of the following areas:
(Must be 3000/4000 level courses)
Accounting
Business Communication
Economics
Entrepreneurship
Finance
Information Systems and Operations Management
International Business
Legal Studies
Management
Marketing

Electives to bring total to ......................................................... 124

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.
Program: Business Administration
Major: Business Administration - International Business
Degree: Bachelor of Business Administration (B.B.A.)

Dept: Economics
College: Business
Major Code: 2087

University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 95-96. *Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication ......................................................... 9
Quantitative Reasoning/Scientific Method ............................................. 10-11
• Math .................................................................................................................. 3
Life Science ...................................................................................................... 4
Physical Science .............................................................................................. 3-4
Critical Inquiry and Aesthetic Analysis ......................................................... 6
Aesthetic Analysis .......................................................................................... 3
Critical Inquiry .............................................................................................. 3

Required courses:

- Business Support Courses .................................................. 6-9
  Required courses:
  - ECON 2103 Principles of Microeconomics
  - MATH 1513 College Algebra OR MATH 1533 Precalculus Algebra OR High School Algebra II (with a minimum grade of “C”)
  - MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Business Administration - International Business ..........................63-71

Business core courses ................................................................. 36
Required courses:
  - ACCT 2113 Accounting I
  - ACCT 2133 Accounting II
  - ECON 2173 Principles of Business Statistics
  - ECON 2203 Principles of Macroeconomics
  - MRKT 3013 Principles of Marketing
  - MGMT 3103 Principles of Management
  - LS 3113 Legal Environment of Business
  - BCOM 3143 Business Communication
  - ISOM 3263 Management Information Systems
  - ISOM 3313 Operations Management
  - ISOM 3323 Business Analytics
  - FIN 3563 Fundamentals of Business Finance
  - MGMT 4813 Strategic Management (Senior Status) *

Capstone ........................................................................................................ 3

Minimum Grade Requirements

- Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) ................................................................. 2.25

Support Courses

Business Support Courses .......................................................... 6-9
International Business Core .......................................................... 24-32

Select 7 of the following 8 courses:
  - ECON 4103 Economic Growth and Development
  - ECON 4403 International Economics
  - ECON 4433 International Monetary Relations
  - FIN 4273 International Finance
  - MGMT 4253 International Business
  - MGMT 4483 Cross Cultural & Diversity Management
  - MRKT 4413 International Marketing
  - LS 4533 Law of International Business Transactions

Minimum Grade Requirements

- Any international study tour provided by the College of Business, outside the student’s native country, will suffice.

Electives to bring total to .......... 124

American Historical and Political Analysis ........................................ 6
American National Government ...................................................... 3
American History .................................................................................. 3

Cultural and Language Analysis .................................................... 3-4
• Second Language ......................................................................................... 4
  OR
  Cultural Analysis .......................................................................................... 3

Social and Behavioral Analysis ....................................................... 3

Life Skills ................................................................................................. 5
Required Health Course .......................................................................... 2
Elective Life Skills .................................................................................... 3

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.
Program: **Economics**  
Major: **Economics**  
Degree: Bachelor of Business Administration (B.B.A.)  
Dept: Economics  
College: Business  
Major Code: 2040

### University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 95-96.  
* Courses from the major may apply to the areas marked in the University Core.

#### Written and Oral Communication ...................................................... 9

#### Quantitative Reasoning/Scientific Method ........................................... 10-11

- Math ........................................................................................................ 3
- Life Science .......................................................................................... 4
- Physical Science .................................................................................... 3-4

#### Critical Inquiry and Aesthetic Analysis .............................................. 6

- Aesthetic Analysis ................................................................................. 3
- Critical Inquiry ...................................................................................... 3

Support Courses

**Business Support Courses ................................................................. 6-9**

- Required courses:  
  - ECON 2103 Principles of Microeconomics
  - MATH 1513 College Algebra OR  
  - MATH 1533 Precalculus Algebra OR  
  - High School Algebra II (with a minimum grade of “C”)  
  - MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

**Major Requirements**

**Economics ................................................................. 66**

**Business core courses .................................................................. 36**

- Required courses:  
  - ACCT 2113 Accounting I
  - ACCT 2133 Accounting II
  - ECON 2173 Principles of Business Statistics
  - ECON 2203 Principles of Macroeconomics
  - MRKT 3013 Principles of Marketing
  - MGMT 3103 Principles of Management
  - LS 3113 Legal Environment of Business
  - BCOM 3143 Business Communication
  - ISOM 3263 Management Information Systems
  - ISOM 3313 Operations Management
  - ISOM 3323 Business Analytics
  - FIN 3563 Fundamentals of Business Finance

**Capstone .................................................................................. 3**

  - MGMT 4813 Strategic Management (Senior Status) * #

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.

### American Historical and Political Analysis ........................................ 6

- American Historical Government ................................................. 3
- American History .............................................................................. 3

### Cultural and Language Analysis ....................................................... 3-4

- Second Language ............................................................................. 4
- OR
- Cultural Analysis ............................................................................ 3

### Social and Behavioral Analysis ....................................................... 3

### Life Skills ..................................................................................... 5

- Required Health Course .............................................................. 2
- Elective Life Skills ......................................................................... 3

### Support Courses

**Economics .................................................................................. 27**

- Required courses:  
  - ECON 3123 Intermediate Business Statistics
  - ECON 3203 Intermediate Microeconomics
  - ECON 3653 Intermediate Macroeconomics

- Advanced Economics (3000/4000 level) .................................... 12

### Electives to bring total to ............................................................... 124

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) ........................................ 2.25

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.
Program: Economics
Major: Economics - Energy Economics
Degree: Bachelor of Business Administration (B.B.A.)

University of Central Oklahoma Undergraduate Catalog 2019-2020

University Core  (Total Listed 42-44)

Specific courses within the University Core are listed on pages 95-96.
- Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication ................................................. 9
Quantitative Reasoning/Scientific Method .................................. 10-11
  - Math ..................................................................................... 3
  - Life Science ......................................................................... 4
  - Physical Science .................................................................. 3-4
Critical Inquiry and Aesthetic Analysis ........................................ 6
  - Aesthetic Analysis ................................................................. 3
  - Critical Inquiry .................................................................... 3

Minimum Required Hours

Support Courses

Business Support Courses ......................................................6-9
Required courses:
  ECON 2103 Principles of Microeconomics
  MATH 1513 College Algebra OR
  MATH 1533 Precalculus Algebra OR
  High School Algebra II (with a minimum grade of “C”)
  MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Economics - Energy Economics .............................................72

Business core courses ......................................................... 36
Required courses:
  ACCT 2113 Accounting I
  ACCT 2133 Accounting II
  ECON 2173 Principles of Business Statistics
  ECON 2203 Principles of Macroeconomics
  MRKT 3013 Principles of Marketing
  MGMT 3103 Principles of Management
  LS 3113 Legal Environment of Business
  BCOM 3143 Business Communication
  ISOM 3263 Management Information Systems
  ISOM 3313 Operations Management
  ISOM 3323 Business Analytics
  FIN 3563 Fundamentals of Business Finance

Capstone .................................................................................. 3
  MGMT 4813 Strategic Management (Senior Status) * #

American Historical and Political Analysis .................................. 6
  American National Government ........................................... 3
  American History ................................................................. 3

Cultural and Language Analysis .............................................. 3-4
  Second Language .................................................................. 4
  OR
  Cultural Analysis ................................................................. 3

Social and Behavioral Analysis ............................................... 3

Life Skills .................................................................................. 5
  Required Health Course ....................................................... 2
  Elective Life Skills ................................................................. 3

Minimum Required Hours

Economics - Energy Economics .............................................33
Required courses ................................................................. 24
  ECON 3123 Intermediate Business Statistics
  ECON 3203 Intermediate Microeconomics
  ECON 3313 Introduction to Energy Economics
  ECON 3403 Regulation and Antitrust
  ECON 3513 Oil & Natural Gas Economics
  ECON 3533 Electricity Economics
  ECON 3653 Intermediate Macroeconomics
  ECON 4423 Econometric Methods

Concentration ............................................................................. 6
  Complete Concentration A or B

Concentration A: Finance
  Select 6 hours from the following:
  FIN 3513 Risk Management for the Firm
  FIN 4213 Investments
  FIN 4253 Intermediate Business Finance
  FIN 4283 Capital Budgeting
  FIN 4333 Derivative Securities
  FIN 4533 Risk Financing for the firm

Concentration B: Accounting
  Select 6 hours from the following:
  ACCT 3213 Intermediate Accounting I
  ACCT 3233 Intermediate Accounting II
  ACCT 3413 Cost Accounting

Capstone .................................................................................. 3
  ECON 4213 Quantitative Business Forecasting

Electives to bring total to .......................................................124

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO,
   (c) major courses, and (d) business core courses (including the capstone course) ........................................... 2.25

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog
Program: Finance  
Major: Finance  
Degree: Bachelor of Business Administration (B.B.A.)  
Dept: Finance  
College: Business  
Major Code: 2060

**University Core (Total Listed 42-44)**

Specific courses within the University Core are listed on pages 95-96.  
- Courses from the major may apply to the areas marked in the University Core.

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<thead>
<tr>
<th>Written and Oral Communication</th>
<th>9</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quantitative Reasoning/Scientific Method</td>
<td>10-11</td>
</tr>
<tr>
<td>- Math</td>
<td>3</td>
</tr>
<tr>
<td>- Life Science</td>
<td>4</td>
</tr>
<tr>
<td>- Physical Science</td>
<td>3-4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Critical Inquiry and Aesthetic Analysis</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aesthetic Analysis</td>
<td>3</td>
</tr>
<tr>
<td>Critical Inquiry</td>
<td>3</td>
</tr>
</tbody>
</table>

**Support Courses**

**Business Support Courses**  
Required courses:
- ECON 2103 Principles of Microeconomics
- MATH 1513 College Algebra OR
- MATH 1533 Precalculus Algebra OR
- High School Algebra II (with a minimum grade of “C”)  
- MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

**Major Requirements**

**Finance**  
Business core courses  
Required courses:
- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- ECON 2173 Principles of Business Statistics
- ECON 2203 Principles of Macroeconomics
- MRKT 3013 Principles of Marketing
- MGMT 3103 Principles of Management  
- LS 3113 Legal Environment of Business
- BCOM 3143 Business Communication
- ISOM 3263 Management Information Systems
- ISOM 3313 Operations Management
- ISOM 3323 Business Analytics
- FIN 3563 Fundamentals of Business Finance

- FIN 4813 Strategic Management (Senior Status) * #

- All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

- All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.

<table>
<thead>
<tr>
<th>American Historical and Political Analysis</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td>American National Government</td>
<td>3</td>
</tr>
<tr>
<td>American History</td>
<td>3</td>
</tr>
<tr>
<td>Cultural and Language Analysis</td>
<td>3-4</td>
</tr>
<tr>
<td>Second Language</td>
<td>4</td>
</tr>
</tbody>
</table>
| OR  
| Cultural Analysis | 3 |
| Social and Behavioral Analysis | 3 |
| Life Skills | 5 |
| Required Health Course | 2 |
| Elective Life Skills | 3 |

**Electives to bring total to**  
124  

**Minimum Grade Requirements**

1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course)  

2.5

**For other regulations pertaining to graduation, see**  
Program: Finance  
Major: Finance - Insurance and Risk Management  
Degree: Bachelor of Business Administration (B.B.A.)  

<table>
<thead>
<tr>
<th>University Core  (Total Listed 42-44)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum Required Hours</td>
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<tr>
<td>Specific courses within the University Core are listed on pages 95-96.</td>
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<tr>
<td>Life Science................................4</td>
</tr>
<tr>
<td>Physical Science..........................3-4</td>
</tr>
<tr>
<td>Critical Inquiry and Aesthetic Analysis........6</td>
</tr>
<tr>
<td>Aesthetic Analysis.........................3</td>
</tr>
<tr>
<td>Critical Inquiry................................3</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Support Courses</th>
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</thead>
<tbody>
<tr>
<td>Business Support Courses.........................6-9</td>
</tr>
<tr>
<td>Required courses:</td>
</tr>
<tr>
<td>ECON 2103 Principles of Microeconomics</td>
</tr>
<tr>
<td>MATH 1513 College Algebra OR</td>
</tr>
<tr>
<td>MATH 1533 Precalculus Algebra OR</td>
</tr>
</tbody>
</table>
| High School Algebra II (with a minimum grade of “C”)
| MATH 2053 Math Analysis for Business |

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

<table>
<thead>
<tr>
<th>Major Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance - Insurance and Risk Management......63</td>
</tr>
<tr>
<td>Business core courses................................36</td>
</tr>
<tr>
<td>Required courses:</td>
</tr>
<tr>
<td>ACCT 2113 Accounting I</td>
</tr>
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<td>ACCT 2133 Accounting II</td>
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<td>ECON 2173 Principles of Business Statistics</td>
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<td>MRKT 3013 Principles of Marketing</td>
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</tr>
<tr>
<td>FIN 3563 Fundamentals of Business Finance</td>
</tr>
</tbody>
</table>

| Capstone ........................................3 |
| MGMT 4813 Strategic Management (Senior Status) * # |

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.

American Historical and Political Analysis................................. 6  
American National Government................................................. 3  
American History................................................................. 3  
Cultural and Language Analysis............................................3-4  
Second Language................................................................. 4  
OR  
Cultural Analysis................................................................. 3  
Social and Behavioral Analysis.............................................3  
Life Skills.................................................................5  
Required Health Course.........................................................2  
Elective Life Skills.................................................................3  

| Finance - Insurance and Risk Management..........................24 |
| Required courses............................................12 |
| FIN 3513 Risk Management for the Firm |
| FIN 3523 Foundations of Insurance and Risk Management |
| FIN 3553 Property and Liability Insurance for the Firm |
| FIN 3613 Life and Health Insurance |

Electives from the following...........................................12 |
| FIN 4213 Investments |
| FIN 4253 Intermediate Business Finance |
| FIN 4423 Employee Benefit Planning |
| FIN 4513 Public Sector Risk Management |
| FIN 4523 Risk Control for the Firm |
| FIN 4533 Risk Financing for the Firm |
| FIN 4950 Internship in Finance |
| MATH 3133 Theory of Interest I |
| MATH 4223 Mathematics of Life Contingencies 1 |
| MATH 4233 Mathematics of Life Contingencies 2 |
| Or other courses approved by the Finance Department Chair |

Electives to bring total to.................................124  

<table>
<thead>
<tr>
<th>Minimum Grade Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course)...........................................2.25</td>
</tr>
</tbody>
</table>

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.
Specific courses within the University Core are listed on pages 95-96.

- Courses from the major may apply to the areas marked in the University Core.

**Written and Oral Communication** ............................................. 9

**Quantitative Reasoning/Scientific Method** ............................ 10-11
- Math .............................................................................. 3
- Life Science ...................................................................... 4
- Physical Science .............................................................. 3-4

**Critical Inquiry and Aesthetic Analysis** ................................. 6
- Aesthetic Analysis ............................................................. 3
- Critical Inquiry ................................................................. 3

**Support Courses**

**Business Support Courses** ...................................................... 6-9

Required courses:
- ECON 2103 Principles of Microeconomics
- MATH 1513 College Algebra OR MATH 1533 Precalculus Algebra OR High School Algebra II (with a minimum grade of “C”)
- MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

**Major Requirements**

**Information and Operations Management - Management Information Systems** .................. 72

**Business core courses** .................................................................. 36

Required courses:
- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- ECON 2173 Principles of Business Statistics
- ECON 2203 Principles of Macroeconomics
- MRKT 3013 Principles of Marketing
- MGMT 3103 Principles of Management
- LS 3113 Legal Environment of Business
- BCOM 3143 Business Communication
- ISOM 3263 Management Information Systems
- ISOM 3313 Operations Management
- ISOM 3323 Business Analytics
- FIN 3563 Fundamentals of Business Finance

Capstone ........................................................................................ 3
- MGMT 4813 Strategic Management (Senior Status) *

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.

American Historical and Political Analysis .................................. 6
- American National Government ........................................ 3
- American History .............................................................. 3

Cultural and Language Analysis .............................................. 3-4
- Second Language .............................................................. 4
- OR
- Cultural Analysis .............................................................. 3

Social and Behavioral Analysis .................................................. 3

**Life Skills** ................................................................................... 5
- Required Health Course ..................................................... 2
- Elective Life Skills .............................................................. 3

**Information and Operations Management - Management Information Systems** .................. 33

Required courses ........................................................................ 21
- ISOM 2313 Programming for Business Applications
- ISOM 3363 Business Problem Solving with Software
- ISOM 3373 Information Technology and System Software
- ISOM 4163 Business Systems Analysis and Design
- ISOM 4263 Data Resource Management
- ISOM 4463 Managing and Troubleshooting Networks
- ISOM 4503 Developing SQL Server Databases

Select from the following .......................................................... 12
- ACCT 3113 Managerial Accounting
- CMSC 2613 Programming II
- SE 3103 Object Oriented Software Design & Construction
- ISOM 3343 IT Security and Risk Management
- ISOM 3393 Mobile App Programming for Business
- ISOM 4303 Business Application Management
- ISOM 4333 Project Management
- ISOM 4363 Information Systems Management
- ISOM 4910 Seminar (1-3 hours)
- ISOM 4950 Internship (1-3 hours)

Electives to bring total to ..................................................... 124

**Minimum Grade Requirements**

1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) .............................................. 2.25

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.
Program: Information and Operations Management
Major: Information and Operations Management - Operations & Supply Chain Mgmt
Degree: Bachelor of Business Administration (B.B.A.)

Department: Info Systems & Oper Mgmt
College: Business
Major Code: 2102

University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 95-96.

- Courses from the major may apply to the areas marked in the University Core.
- Written and Oral Communication ................................................................. 9
- Quantitative Reasoning/Scientific Method .................................................. 10-11
  - Math .............................................................. 3
  - Life Science ................................................. 4
  - Physical Science .......................................... 3-4
- Critical Inquiry and Aesthetic Analysis .................................................... 6
  - Aesthetic Analysis ................................. 3
  - Critical Inquiry ................................. 3

Support Courses

Business Support Courses ........................................... 6-9

Required courses:
- ECON 2103 Principles of Microeconomics
- MATH 1513 College Algebra OR
- MATH 1533 Precalculus Algebra OR
- High School Algebra II (with a minimum grade of “C”)
- MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Information and Operations Management - Operations and Supply Chain Management ...... 69

Business core courses ................................................................. 36

Required courses:
- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- ECON 2173 Principles of Business Statistics
- ECON 2203 Principles of Macroeconomics
- MRKT 3013 Principles of Marketing
- MGMT 3103 Principles of Management
- LS 3113 Legal Environment of Business
- BCOM 3143 Business Communication
- ISOM 3263 Management Information Systems
- ISOM 3313 Operations Management
- ISOM 3323 Business Analytics
- FIN 3563 Fundamentals of Business Finance
- MGMT 4813 Strategic Management (Senior Status) *

Electives to bring total to ................................................. 124

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) ................................................. 2.25

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.
Program: Management
Major: Management
Degree: Bachelor of Business Administration (B.B.A.)

University of Central Oklahoma Undergraduate Catalog 2019-2020

University Core  (Total Listed 42-44)

<table>
<thead>
<tr>
<th>Category</th>
<th>Minimum Required Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Specific courses within the University Core are listed on pages 95-96.</td>
<td></td>
</tr>
<tr>
<td>* Courses from the major may apply to the areas marked in the University Core.</td>
<td></td>
</tr>
<tr>
<td>Written and Oral Communication</td>
<td>9</td>
</tr>
<tr>
<td>Quantitative Reasoning/Scientific Method</td>
<td>10-11</td>
</tr>
<tr>
<td>* Math</td>
<td>3</td>
</tr>
<tr>
<td>Life Science</td>
<td>4</td>
</tr>
<tr>
<td>Physical Science</td>
<td>3-4</td>
</tr>
<tr>
<td>Critical Inquiry and Aesthetic Analysis</td>
<td>6</td>
</tr>
<tr>
<td>Aesthetic Analysis</td>
<td>3</td>
</tr>
<tr>
<td>Critical Inquiry</td>
<td>3</td>
</tr>
</tbody>
</table>

Support Courses

Business Support Courses .................................6-9

<table>
<thead>
<tr>
<th>Required courses:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON  2103 Principles of Microeconomics</td>
<td></td>
</tr>
<tr>
<td>MATH  1513 College Algebra OR</td>
<td></td>
</tr>
<tr>
<td>MATH  1533 Precalculus Algebra OR</td>
<td></td>
</tr>
<tr>
<td>High School Algebra II (with a minimum grade of “C”)</td>
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</tr>
<tr>
<td>MATH  2053 Math Analysis for Business</td>
<td></td>
</tr>
</tbody>
</table>

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Business core courses ........................................36

<table>
<thead>
<tr>
<th>Required courses:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT  2113 Accounting I</td>
<td></td>
</tr>
<tr>
<td>ACCT  2133 Accounting II</td>
<td></td>
</tr>
<tr>
<td>ECON  2173 Principles of Business Statistics</td>
<td></td>
</tr>
<tr>
<td>ECON  2203 Principles of Macroeconomics</td>
<td></td>
</tr>
<tr>
<td>MRKT  3013 Principles of Marketing</td>
<td></td>
</tr>
<tr>
<td>MGMT  3101 Principles of Management</td>
<td></td>
</tr>
<tr>
<td>LS    3113 Legal Environment of Business</td>
<td></td>
</tr>
<tr>
<td>BCOM  3143 Business Communication</td>
<td></td>
</tr>
<tr>
<td>ISOM  3263 Management Information Systems</td>
<td></td>
</tr>
<tr>
<td>ISOM  3313 Operations Management</td>
<td></td>
</tr>
<tr>
<td>ISOM  3323 Business Analytics</td>
<td></td>
</tr>
<tr>
<td>FIN    3563 Fundamentals of Business Finance</td>
<td></td>
</tr>
</tbody>
</table>

Capstone..........................................................3

| MGMT  4813 Strategic Management (Senior Status) * # |                 |

<table>
<thead>
<tr>
<th>Minimum Grade Requirements</th>
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<tbody>
<tr>
<td>1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course)</td>
<td>2.25</td>
</tr>
</tbody>
</table>

American Historical and Political Analysis .................................... 6
American National Government ...................................................... 3
American History ........................................................................ 3
Cultural and Language Analysis .................................................... 3-4
Second Language ........................................................................... 4
OR
Cultural Analysis .......................................................................... 3
Social and Behavioral Analysis ..................................................... 3
Life Skills ..................................................................................... 5
Required Health Course ................................................................ 2
Elective Life Skills ...................................................................... 3

Management ...................................................................................30

<table>
<thead>
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<tbody>
<tr>
<td>ACCT  3113 Managerial Accounting</td>
<td></td>
</tr>
<tr>
<td>MGMT  3133 Business Ethics</td>
<td></td>
</tr>
<tr>
<td>MGMT  3313 Human Resource Management</td>
<td></td>
</tr>
<tr>
<td>MGMT  4203 Organizational Behavior</td>
<td></td>
</tr>
<tr>
<td>MGMT  4213 Management Theory</td>
<td></td>
</tr>
<tr>
<td>MGMT  4623 Art of Leadership</td>
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</tr>
<tr>
<td>Guided Electives (Select 1 course from below) .................... 3</td>
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</tr>
<tr>
<td>ENTR  3203 Entrepreneurs: Startup Now</td>
<td></td>
</tr>
<tr>
<td>ISOM  4333 Project Management</td>
<td></td>
</tr>
<tr>
<td>MRKT  4453 Retail Management</td>
<td></td>
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<tr>
<td>Elective Business (Select from below) ............................... 9</td>
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</tr>
<tr>
<td>ECON  3383 Workforce Economics OR</td>
<td></td>
</tr>
<tr>
<td>ECON  4513 Labor Economics and Public Policy</td>
<td></td>
</tr>
<tr>
<td>ISOM  3363 Business Problem Solving with Software</td>
<td></td>
</tr>
<tr>
<td>MGMT  3413 Legal Environment of Human Resource Compliance</td>
<td></td>
</tr>
<tr>
<td>MGMT  4173 Employee Relations Management</td>
<td></td>
</tr>
<tr>
<td>MGMT  4253 International Business</td>
<td></td>
</tr>
<tr>
<td>MGMT  4263 Small Business Management</td>
<td></td>
</tr>
<tr>
<td>MGMT  4483 Cross Cultural Diversity Management</td>
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</tr>
</tbody>
</table>

Electives to bring total to ..............................................124

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.
Program: Management
Major: Management - Human Resource Management
Degree: Bachelor of Business Administration (B.B.A.)

Support Courses

Specific courses within the University Core are listed on pages 95-96. 
• Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication ................................................. 9
Quantitative Reasoning/Scientific Method ................................. 10-11
• Math ..................................................................................... 3
  Life Science ......................................................................... 4
  Physical Science ................................................................ 3-4
Critical Inquiry and Aesthetic Analysis ........................................... 6
  Aesthetic Analysis ................................................................. 3
  Critical Inquiry ................................................................... 3

Minimum Required Hours

Support Courses ..................................................... 6-9

American Historical and Political Analysis .............................. 6
American National Government .............................................. 3
American History ............................................................. 3
Cultural and Language Analysis ................................................. 3-4
  Second Language ............................................................... 4
  OR
  Cultural Analysis ............................................................. 3
Social and Behavioral Analysis .................................................. 3

Written and Oral Communication ................................................. 9

Management - Human Resource Management ...................... 63

Required courses:
  ACCT  2113  Accounting I
  ACCT  2133  Accounting II
  ECON  2103  Principles of Microeconomics
  MATH  1513  College Algebra OR
  MATH  1533  Precalculus Algebra OR
  High School Algebra II (with a minimum grade of “C”)
  MATH  2053  Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Management - Human Resource Management .......................... 63

Business core courses .................................................. 36

Required courses:
  ACCT  2113  Accounting I
  ACCT  2133  Accounting II
  ECON  2103  Principles of Microeconomics
  ECON  2203  Principles of Macroeconomics
  MRKT  3013  Principles of Marketing
  MGMT  3103  Principles of Management
  LS  3113  Legal Environment of Business
  BCOM  3143  Business Communication
  ISOM  3263  Management Information Systems
  ISOM  3313  Operations Management
  ISOM  3323  Business Analytics
  FIN  3563  Fundamentals of Business Finance

Capstone .................................................................................. 3
  MGMT  4813  Strategic Management (Senior Status) *

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) ........................................... 2.25

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.
Program: Management
Major: Management - PGA Golf Management
Department: Management
College: Business
Major Code: 2126

University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 95-96.

- Minimum Required Hours

Written and Oral Communication .............................................. 9
Quantitative Reasoning/Scientific Method ................................ 10-11
- Math ................................................................. 3
- Life Science ....................................................... 4
- Physical Science .................................................... 3-4
Critical Inquiry and Aesthetic Analysis ...................................... 6
- Aesthetic Analysis .................................................. 3
- Critical Inquiry ..................................................... 3

Support Courses

Business Support Courses ................................................. 6-9

Required courses:

<table>
<thead>
<tr>
<th>Course</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 2103</td>
<td>Principles of Microeconomics</td>
</tr>
<tr>
<td>MATH 1513</td>
<td>College Algebra OR</td>
</tr>
<tr>
<td>MATH 1533</td>
<td>Precalculus-Algebra OR</td>
</tr>
<tr>
<td>High School Algebra II (with a minimum grade of “C”)</td>
<td></td>
</tr>
<tr>
<td>MATH 2053</td>
<td>Math Analysis for Business</td>
</tr>
</tbody>
</table>

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements

Management - PGA Golf Management ..................... 80

Business core courses .................................................. 36

Required courses:

<table>
<thead>
<tr>
<th>Course</th>
<th>Description</th>
</tr>
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<tbody>
<tr>
<td>ACCT 2113</td>
<td>Accounting I</td>
</tr>
<tr>
<td>ACCT 2133</td>
<td>Accounting II</td>
</tr>
<tr>
<td>ECON 2173</td>
<td>Principles of Business Statistics</td>
</tr>
<tr>
<td>ECON 2203</td>
<td>Principles of Macroeconomics</td>
</tr>
<tr>
<td>MRKT 3013</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>MGMT 3103</td>
<td>Principles of Management</td>
</tr>
<tr>
<td>LS 3113</td>
<td>Legal Environment of Business</td>
</tr>
<tr>
<td>BCOM 3143</td>
<td>Business Communication</td>
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<tr>
<td>ISOM 3263</td>
<td>Management Information Systems</td>
</tr>
<tr>
<td>ISOM 3313</td>
<td>Operations Management</td>
</tr>
<tr>
<td>ISOM 3323</td>
<td>Business Analytics</td>
</tr>
<tr>
<td>FIN 3563</td>
<td>Fundamentals of Business Finance</td>
</tr>
</tbody>
</table>

Capstone ................................................................. 3

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

* All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.

American Historical and Political Analysis ......................... 6
- American National Government .................................. 3
- American National Government .................................. 3
Cultural and Language Analysis ...................................... 3-4
- Second Language .................................................. 4
- OR
- Cultural Analysis .................................................. 3
Social and Behavioral Analysis ........................................ 3

Life Skills ......................................................................... 5
- Required Health Course ........................................... 2
- Elective Life Skills .................................................. 3

Minimum Hours required .............................................. 126*

* Total hours required for this major may exceed the minimum 124 credit hour institutional requirement and will vary according to course selection. It is recommended that students complete high school algebra II and two years of a second language in high school.

Passing the PGA of America’s Playing Ability Test (PAT) is a requirement for graduation from the PGA Golf Management Program.

Minimum Grade Requirements

1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) .................. 2.25

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.
Program: Marketing  
Major: Marketing  
Degree: Bachelor of Business Administration (B.B.A.)  
Dept: Marketing  
College: Business  
Major Code: 2140

### University Core (Total Listed 42-44)

**Specific courses within the University Core are listed on pages 95-96.**

- Courses from the major may apply to the areas marked in the University Core.

<table>
<thead>
<tr>
<th>Minimum Required Hours</th>
<th>Minimum Required Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Written and Oral Communication</strong></td>
<td>9</td>
</tr>
<tr>
<td><strong>Quantitative Reasoning/Scientific Method</strong></td>
<td>10-11</td>
</tr>
<tr>
<td>Math</td>
<td>3</td>
</tr>
<tr>
<td>Life Science</td>
<td>4</td>
</tr>
<tr>
<td>Physical Science</td>
<td>3-4</td>
</tr>
<tr>
<td><strong>Critical Inquiry and Aesthetic Analysis</strong></td>
<td>6</td>
</tr>
<tr>
<td>Aesthetic Analysis</td>
<td>3</td>
</tr>
<tr>
<td>Critical Inquiry</td>
<td>3</td>
</tr>
<tr>
<td>Support Courses</td>
<td>6-9</td>
</tr>
</tbody>
</table>

#### Business Support Courses

**Required courses:**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
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<tbody>
<tr>
<td>ECON 2103</td>
<td>Principles of Microeconomics</td>
</tr>
<tr>
<td>MATH 1513</td>
<td>College Algebra OR</td>
</tr>
<tr>
<td>MATH 1533</td>
<td>Precalculus Algebra OR</td>
</tr>
<tr>
<td>MATH 2053</td>
<td>Math Analysis for Business</td>
</tr>
</tbody>
</table>

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

#### Major Requirements

**Marketing**

**Business core courses**

**Required courses:**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 2113</td>
<td>Accounting I</td>
</tr>
<tr>
<td>ACCT 2133</td>
<td>Accounting II</td>
</tr>
<tr>
<td>ECON 2173</td>
<td>Principles of Business Statistics</td>
</tr>
<tr>
<td>ECON 2203</td>
<td>Principles of Macroeconomics</td>
</tr>
<tr>
<td>MRKT 3013</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>MGMT 3103</td>
<td>Principles of Management</td>
</tr>
<tr>
<td>LS 3113</td>
<td>Legal Environment of Business</td>
</tr>
<tr>
<td>BCOM 3143</td>
<td>Business Communication</td>
</tr>
<tr>
<td>ISOM 3263</td>
<td>Management Information Systems</td>
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<td>ISOM 3313</td>
<td>Operations Management</td>
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<tr>
<td>ISOM 3323</td>
<td>Business Analytics</td>
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<td>FIN 3563</td>
<td>Fundamentals of Business Finance</td>
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</table>

**Capstone**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>MGMT 4813</td>
<td>Strategic Management (Senior Status) *#</td>
</tr>
</tbody>
</table>

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.

# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.

**American Historical and Political Analysis**

- American Historical and Political Analysis 6
- American National Government 3
- American History 3

**Cultural and Language Analysis**

- Cultural and Language Analysis 3-4
- Second Language 4
- OR Cultural Analysis 3

**Social and Behavioral Analysis**

- Social and Behavioral Analysis 3

**Life Skills**

- Life Skills 5
- Required Health Course 2
- Elective Life Skills 3

**Marketing**

**Electives to bring total to**

- Electives to bring total to 124

**Minimum Grade Requirements**

1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) 2.25

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.
Program: Marketing
Major: Marketing - Professional Selling
Degree: Bachelor of Business Administration (B.B.A.)

University Core (Total Listed 42-44)

Specific courses within the University Core are listed on pages 95-96.
• Courses from the major may apply to the areas marked in the University Core.

Written and Oral Communication .................................................... 9
Quantitative Reasoning/Scientific Method ........................................ 10-11
• Math ...................................................................................... 3
  Life Science ............................................................................ 4
  Physical Science ...................................................................... 3-4
Critical Inquiry and Aesthetic Analysis ............................................ 6
  Aesthetic Analysis .................................................................... 3
  Critical Inquiry ....................................................................... 3

Support Courses
Business Support Courses ......................................................... 6-9
Required courses:
ECON 2103 Principles of Microeconomics
MATH 1513 College Algebra OR
MATH 1533 Pre-Calculus Algebra OR
High School Algebra II (with a minimum grade of “C”) 
MATH 2053 Math Analysis for Business

Upon completion of the above courses, corresponding University Core requirements will be satisfied. (These courses are required for this major regardless of previous degrees conferred.)

Major Requirements
Marketing - Professional Selling ............................................. 66

Business core courses ........................................................................ 36
Required courses:
ACCT 2113 Accounting I
ACCT 2133 Accounting II
ECON 2173 Principles of Business Statistics
ECON 2203 Principles of Macroeconomics
MRKT 3013 Principles of Marketing
MGMT 3103 Principles of Management
LS 3113 Legal Environment of Business
BCOM 3143 Business Communication
ISOM 3263 Management Information Systems
ISOM 3313 Operations Management
ISOM 3323 Business Analytics
FIN 3563 Fundamentals of Business Finance

Capstone ...................................................................................... 3
  MGMT 4813 Strategic Management (Senior Status) *

Minimum Grade Requirements
1. Average in (a) all college course work, (b) course work at UCO, (c) major courses, and (d) business core courses (including the capstone course) ........................................ 2.25

Electives to bring total to ................................................. 124

Elective Marketing Courses ...................................................... 9
Select from the following courses:
MRKT 3313 Business Logistics
MRKT 3443 Business to Business Marketing
MRKT 4433 Purchasing and Materials Management
MRKT 4900 Practicum in Professional Selling
MRKT 4950 Internship (Sales)

For other regulations pertaining to graduation, see pages 66-67 of the 2019-2020 catalog.

American Historical and Political Analysis .................................. 6
  American National Government .................................................. 3
  American History ....................................................................... 3
Cultural and Language Analysis .................................................. 3-4
  Second Language ....................................................................... 4
  OR
  Cultural Analysis ....................................................................... 3

Social and Behavioral Analysis .................................................. 3
Life Skills .................................................................................... 5
Required Health Course ............................................................. 2
Elective Life Skills ...................................................................... 3

* All Business Support and Business Core Courses must be completed prior to taking the Capstone Course.
# All BBA or BS in Accounting majors must successfully complete the Business Senior Exam (BSE) as a component of MGMT 4813 Strategic Management.
A minor is an optional component of a student’s degree (unless otherwise stated) that, upon graduation, will be reflected on the student’s transcript. A student may earn a minor or multiple minors in the same program, provided the minor differ at the major level. Minors may not be earned independently of a bachelor’s degree granted by the University of Central Oklahoma. Minors may not be earned as a part of an associate degree. Minors do not appear on diplomas.

Minimum Requirements for Minors

Minimums for minors unless otherwise specified:

- **Total Hours** .................................................. 18
- **Upper Division Hours (3/4000 level)** ...................... 6
- **Residency Hours** ............................................ 6
- **GPA** .......................................................... 2.00

### Accounting

**Minor Code:** 2019

- Required courses ............................................... 12
  - ACCT 2113 Accounting I
  - ACCT 2133 Accounting II
  - ACCT 3213 Intermediate Accounting I
  - ACCT 3233 Intermediate Accounting II
- Elective Accounting ........................................... 6
  - Selected from the following:
    - ACCT 3333 Income Tax Accounting
    - ACCT 3413 Cost Accounting
    - ACCT 4243 Advanced Cost Accounting
    - ACCT 4283 Advanced Accounting
- OR other approved courses.

### Business Administration

**Minor Code:** 2099

- Business Administration ..................................... 18
  - Selected from the following:
    - ACCT 2113 Accounting I
    - ACCT 2133 Accounting II
    - ECON 2103 Principles of Microeconomics
    - ECON 2203 Principles of Macroeconomics
    - ENTR 3203 Entrepreneurs: Startup Now
    - ISOM 3263 Management Information Systems
    - ISOM 3323 Business Analytics
    - LS 3113 Legal Environment of Business
    - MGMT 3103 Principles of Management
    - MGMT 4263 Small Business Management
    - MRKT 3013 Principles of Marketing

### Economics

**Minor Code:** 2039

- Required courses ............................................... 12
  - ECON 2103 Principles of Microeconomics
  - ECON 2203 Principles of Macroeconomics
  - ECON 3203 Intermediate Microeconomics
  - ECON 3653 Intermediate Macroeconomics
- Elective Economics (3000/4000 level) ...................... 6

### Finance

**Minor Code:** 2079

- Required courses ............................................... 9
  - FIN 3563 Fundamentals of Business Finance
  - FIN 4213 Investments
  - FIN 4253 Intermediate Business Finance
- Elective Finance ................................................ 9
  - OR other courses approved by the Finance Department Chair

### Finance - Banking

**Minor Code:** 2066

- Required courses ............................................... 6
  - FIN 4243 Commercial Bank Management
  - FIN 4403 Commercial Credit Risk Analysis
- Elective courses ................................................ 12
  - Selected from the following:
    - ACCT 3333 Income Tax Accounting
    - FIN 3453 Real Estate Finance
    - FIN 3603 Financial Statement Analysis OR
    - ACCT 3213 Intermediate Accounting I
    - FIN 4343 Security Analysis
    - FIN 4413 Financial Institutions
    - FIN 4950 Internship in Finance
    - LS 4223 Law of Commercial Transactions

### Finance - Business Law

**Minor Code:** 2068

- Required courses ............................................... 12
  - LS 3113 Legal Environment of Business
  - LS 4143 Law of Business Organizations
  - LS 4223 Law of Commercial Transactions
  - LS 4883 Legal Issues in Business
- Elective courses ................................................ 6
  - Selected from the following:
    - LS 4153 Contemporary Workplace Issues
    - LS 4163 Law for E-Commerce
    - LS 4173 Law of Real Property
    - LS 4323 Estate Planning and Administration
    - LS 4332 Law of International Business Transactions
    - LS 4623 Legal Research and Writing
    - LS 4910 Seminar in Legal Studies
    - OR other courses approved by the Finance Department Chair

### Finance - Financial Planning

**Minor Code:** 2066

- Required courses ............................................... 15
  - FIN 3523 Foundations of Insurance and Risk Management
  - FIN 4213 Investments
  - LS 4323 Estate Planning and Administration
  - FIN 4423 Employee Benefit Planning
  - FIN 4433 Case Studies in Financial Planning
- Elective courses ................................................ 3
  - Selected from the following:
    - FIN 2313 Personal Finance
    - FIN 3563 Fundamentals of Business Finance
    - FIN 4343 Security Analysis
    - FIN 4353 Case/Computer Applications in Finance
    - FIN 4383 Real Estate Investment
College of Business Minors - continued

Finance - Insurance and Risk Management .......................... 18
Minor Code: 2064
Required courses ............................................................ 9
FIN 3513 Risk Management for the Firm
FIN 3523 Foundations of Insurance and Risk Management
FIN 3553 Property and Liability Insurance for the Firm
Elective courses ............................................................ 9
Selected from the following:
FIN 3613 Life and Health Insurance
FIN 4213 Investments
FIN 4423 Employee Benefit Planning
FIN 4513 Public Sector Risk Management
FIN 4523 Risk Control for the Firm
FIN 4533 Risk Financing for the Firm
FIN 4950 Internship in Finance
MATH 3133 Theory of Interest I
MATH 4223 Mathematics of Life Contingencies I
Or other courses approved by the Finance Department Chair

Finance - Real Estate ....................................................... 18
Minor Code: 2067
Required courses ............................................................ 6
FIN 3413 Real Estate Principles
FIN 3473 Real Property Management
Elective courses ............................................................ 12
Selected from the following:
FIN 2313 Personal Finance OR
FIN 3563 Fundamentals of Business Finance
FIN 3423 Real Estate Practice
FIN 3443 Real Estate Appraising
FIN 3453 Real Estate Finance
FIN 4373 Advanced Real Estate Appraisal
FIN 4383 Real Estate Investment
GEO 4603 Urban Geography
HIST 3253 History of the American City
LS 4173 Law of Real Property
Or other courses approved by the Finance Department Chair

Information and Operations Management

Information and Operations Management -
Management Information Systems ............................... 21
Minor Code: 2119
Required courses ............................................................ 15
ISOM 2313 Programming for Business Applications
ISOM 3263 Management Information Systems
ISOM 3363 Business Problem Solving with Software
ISOM 4163 Business Systems Analysis and Design
ISOM 4263 Data Resource Management
Elective courses ............................................................ 6
Select from the following:
ISOM 3343 IT Security and Risk Management
ISOM 3373 Information Technology and System Software
ISOM 4283 Decision Support Systems
ISOM 4303 Business Application Management
ISOM 4333 Project Management
ISOM 4363 Information Systems Management
ISOM 4463 Managing and Troubleshooting Networks
ISOM 4503 Developing SQL Server Databases
ISOM 4513 Virtualization
ISOM 4910 Seminar (1-3 hours)
ACCT 3433 Accounting Information Systems
FIN 4353 Case/Comp Applic Fin

International Business

International Business ..................................................... 18
Minor Code: 2137
Required courses ............................................................ 15
MGMT 4253 International Business
MGMT 4483 Cross Cultural & Diversity Management
MRKT 4413 International Marketing
ECON 4403 International Economics
FIN 4273 International Finance
International Immersion Experience ................................ 3
Select from the following:
An additional Foreign Language (besides the one taken in the core)
IB 4950 Internship in International Business
IB 4970 Study Tour

Management

Management - Entrepreneurship .................................. 18
Minor Code: 2138
Required courses ............................................................ 15
ENTR 3203 Entrepreneurs: Startup Now
ENTR 3213 Innovation and Creativity
ENTR 3223 Innovation and Creating Wealth
ENTR 4233 Idea to Opportunity
ENTR 4553 New Venture Presentation
Elective courses ............................................................ 3
ACCT 2113 Accounting I
BADM 1103 Introduction to Business
ECON 1103 Introduction to Economics
ECON 2103 Principles of Microeconomics
ENTR 4243 Venture Scaling and Finance
ENTR 4353 Venture Launch
FIN 3563 Fundamentals of Business Finance
ISOM 3313 Operations Management
MGMT 3103 Principles of Management
MRKT 3013 Principles of Marketing
MGMT 4263 Small Business Management
Or other courses approved by the Management Department Chair

Management - Human Resource Management .................. 18
Minor Code: 2139
Required courses ............................................................ 15
MGMT 3313 Human Resource Management
MGMT 3413 Legal Environment of HR Compliance
MGMT 4423 HR Training and Development
MGMT 4503 Recruitment and Selection
MGMT 4513 Strategic Compensation Systems
Elective courses ............................................................ 3
MGMT 4173 Employee Relations Management
MGMT 4203 Organizational Behavior
MGMT 4213 Management Theory
FIN 4423 Employee Benefit Planning
College of Business Minors - continued

MGMT 4483 Cross Cultural & Diversity Management
SFTY 3433 Introduction to OSHA
Any 3000/4000 MGMT course approved by the Department

Minimum GPA ................................................................. 2.25

Marketing ................................................................. 18
Minor Code: 2159
Required courses ....................................................... 6
MRKT 3013 Principles of Marketing
MRKT 4813 Marketing Management

Elective Marketing ...................................................... 12
Select from the following:
Any MRKT course

Marketing - Professional Selling ................................. 18
Minor Code: 2158
Required courses ....................................................... 12
MRKT 3013 Principles of Marketing
MRKT 3123 Professional Selling
MRKT 4133 Advanced Professional Selling
BCOM 4333 Negotiations

Elective courses ........................................................ 6
Selected from the following:
MRKT 3443 Business to Business Marketing
BCOM 4113 Interpersonal Communication
MRKT 4143 Sales Force Management
MRKT 4353 Marketing Ethics
MRKT 4433 Purchasing and Materials Management
MRKT 4463 Integrated Marketing Communication
MRKT 4900 Practicum in Professional Selling
MRKT 4950 Internship in Marketing

Military Science .......................................................... 18
Minor Code: 2179
Required courses ....................................................... 12
MLSC 3103 Advanced Military Science III Fall
MLSC 3153 Advanced Military Science III Spring
MLSC 4103 Advanced Military Science IV Fall
MLSC 4113 Advanced Military Science IV Spring

Elective Military Science courses ................................. 3
U.S. Military History ................................................... 3
HIST 4313 U.S. Military History to 1917 OR
HIST 4323 U.S. Military History Since 1900
Accounting Certificate

UCO Code: 2010

Accounting Certificate ............................................................ 45-48

Required Courses ..................................................................... 24-27

- MATH 1513 College Algebra OR MATH 1533 Precalculus Algebra OR High School Algebra II (with a minimum grade of “C”)
- LS 3113 Legal Environment of Business
- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- *ACCT 3213 Intermediate Accounting I
- ACCT 3233 Intermediate Accounting II
- ACCT 3333 Income Tax Accounting I
- ACCT 3413 Cost Accounting
- ACCT 4363 Auditing

Accounting Electives (3/4000 level) ........................................... 15

(ACCT 3113 will not apply.)

Business Courses ................................................................. 6


* Requires a “B” or better grade to continue.

At least 24 hours must be taken at UCO including at least 15 hours of 3000/4000 level Accounting.

Total hours required ................................................................. 45-48

Minimum Grade Requirements

1. Average in all Accounting Certificate college course work ... 2.25
2. Average in all Accounting course work ............................. 2.50
3. Average in the 3000/4000 level Accounting courses ......... 2.50
4. In ACCT 3213 .................................................................. “B”

Minimum Education Requirement to sit for the CPA Examination in Oklahoma:

Bachelor’s degree in any field.
150 credit hours, of which 76 credit hours were taken at the 3/4000 level, of which at least 30 credit hours are 3/4000 level Accounting courses.

Oklahoma has other non-educational requirements to apply to sit for the CPA Examination. The Oklahoma Accountancy Board can amend the requirements for candidates to take the CPA Examination at its discretion.

A student must consult with any other of the 54 jurisdictions if they want to take the CPA Examination in another state to determine if he or she meets the requirements for that particular state.

Financial Planning Certificate

UCO code: 2070

Financial Planning Certificate ......................................................... 42

Required Courses:

- MATH 1513 College Algebra OR MATH 1453 College Algebra for Business OR High School Algebra II (with a minimum grade of “C”)
- MATH 2053 Math Analysis for Business
- ECON 2103 Principles of Microeconomics
- ACCT 2113 Accounting I
- ACCT 2133 Accounting II
- ECON 2173 Principles of Business Statistics
- ECON 2203 Principles of Macroeconomics
- ACCT 3513 Tax Planning
- FIN 3523 Foundations of Insurance and Risk Management
- FIN 3563 Fundamentals of Business Finance
- FIN 4213 Investments
- LS 4323 Estate Planning and Administration
- FIN 4423 Employee Benefit Planning
- FIN 4433 Case Studies in Financial Planning

Total hours required ................................................................. 42

Minimum Grade Requirements

1. Average in all Certificate program college course work .... 2.25
2. Average in all Finance course work ................................. 2.25
3. In MATH 1453 ................................................................. “C”
Army ROTC

Through the Army Reserve Officers’ Training Corps Program (Army ROTC), the Department of Military Science offers two programs to qualified male and female students leading to commissions as Second Lieutenants in the U.S. Army, the Army National Guard or the U.S. Army Reserves.

The Four-year Program

The 4-year program consists of a Basic Course and an Advance Course. The Basic Course (MS-I and II) is normally taken in the freshman and sophomore years. This instruction introduces the student to national defense, mission and organization of the U.S. Army, role of the Army Officer, leadership, military courtesy and customs, marksmanship, mountaineering, survival and map reading. Classes meet two hours per week. Basic Course students are under no military obligation.

The Advance Course (MS-III and IV) is normally taken during a student’s junior and senior years. For admission to the Advance Course as an ROTC cadet, a student must have completed or received placement credit for the Basic Course and sign a contract. Advance Course contracting is selective and based on specific criteria to include leadership potential.

Instruction includes leadership development, group dynamics, management, tactics and administration. Classes meet three hours a week. The Advance Course includes a 4 week Leader Development and Assessment Course that cadets attend during the summer between their junior and senior years.

All Basic and Advanced Course cadets are required to attend a weekly leadership lab and participate in physical training sessions three times per week.

Contracted cadets receive travel expenses and $20 per day for Advance Camp. G.I. Bill, student loan repayment program, scholarships, and simultaneous membership program benefits are available to eligible students. Contract cadets agree to accept a commission as a Second Lieutenant, if offered, upon Advance Course completion and to fulfill an initial military obligation in either the Active Army, Army National Guard, or Army Reserve.

The Two-year Program

The two-year program involves only the Advance Course as described above. Students may qualify for the two-year program by attending a 4 week basic ROTC summer camp or by being granted placement credit for prior military service. Graduate students may also be eligible.

GENERAL

1. Military Science (ROTC) at UCO is fully credited. All credits may apply toward graduation.
2. Military Science can be used as activity P.E. OR elective credit.
3. Free books are provided for Military Science classes in the Basic course.
4. Six hours academic credit can be earned for summer camp completed.
5. Basic Course Military Science classes may be taken by any student for academic credit. Participation as an ROTC cadet, however, requires specific qualifications. Contact the Military Science department for details.

SCHOLARSHIPS

Students may apply for ROTC scholarships which pay for all tuition, books, and fees, plus $300-$500 a month (tax free) for up to 10 months per year. High school seniors may apply for four-year scholarships up to December of their senior year. College students may apply for three and two-year scholarships.

CROSS ENROLLMENT FOR OCU, LANGSTON, SNU and OCU

Full-time students at Oklahoma Christian University, Langston University, Southern Nazarene University, and Oklahoma City University may enroll in the Military Sciences courses at the University of Central Oklahoma. Students may also pursue a commission through the ROTC program at UCO while pursuing their degree full-time on their respective campuses.

Air Force ROTC

By agreement with the United States Air Force, eligible full time students at the University of Central Oklahoma may participate in Air Force ROTC and be commissioned as a second lieutenant in the U.S. Air Force upon graduation. They remain students of and graduate from UCO, but are enrolled and commissioned through the Air Force ROTC program at either Oklahoma State University or the University of Oklahoma.

For more information about the Air Force ROTC unit at OSU call 405-744-7744 or email afrotc@okstate.edu, or visit the web sites afrotc.okstate.edu or www.afrotc.com.

For more information about the Air Force ROTC unit at OU contact the Unit Admissions Officer at 325-3211, or email det675@maxwell.af.mil, or visit the web site at www.ou.edu/rotc/air-force.