

# UNIVERSITY OF NORTH TEXAS COLLEGE OF BUSINESS

2018-2019

COB Advising Office  
BLB 110  
940-565-2110  
cobadvising@unt.edu

## Minors **IMPORTANT NOTICE: Business majors pursuing a business or economics minor can only overlap 6 hours between the major and minor.**

### Business Foundations\* (18 hours)

COB Academic Advising and Student Services Office  
940-565-2110 | BLB 110

#### General Business Track

<b>ACCT 2010 (3 hrs)</b>	Principles of Accounting I
<b>ACCT 2020 (3 hrs)</b>	Principles of Accounting II
<b>MKTG 3650 (3 hrs)</b>	Foundations of Marketing Practice
<b>FINA 3770 (3 hrs)</b>	Finance
<b>MGMT 3720 or 3820 (3 hrs)</b>	Org. Behavior or Management Concepts

+ Any 3 Hour 3000-4000 Level COB Course

#### MBA Preparation Track

<b>ACCT 2010 (3 hrs)</b>	Principles of Accounting I
<b>ACCT 2020 (3 hrs)</b>	Principles of Accounting II

Select four courses from:  
**MKTG 3650, FINA 3770, OPSM 3830, BLAW 3430, BCIS 3610, DSCI 3710** (some courses may have prerequisites not in the minor)

\* Open to non-business majors only

### Business Computer Information Systems (18 hours)

Dept. of Information Technology and Decision Sciences  
940-565-3110 | BLB 215

<b>BCIS 3630 (3 hrs)</b>	Object-Oriented Programming for Business
<b>BCIS 4610 (3 hrs)</b>	Analysis of Business Information Systems
<b>BCIS 4620 (3 hrs)</b>	Introduction to Database Applications

Select three courses from:

**BCIS 4630, BCIS 4640, BCIS 4650, BCIS 4660, BCIS 4680, BCIS 4690, BCIS 4720, BCIS 4740**

### Entrepreneurship (18 hours)

Dept. of Management  
940-565-3140 | BLB 215

<b>MGMT 3820 (3 hrs)</b>	Management Concepts
<b>MGMT 3850 (3 hrs)</b>	Foundations of Entrepreneurship

Select four courses from:

**MGMT 3810, MGMT 3720, MGMT 3915, MGMT 4210, MGMT 4220, MGMT 4235, MGMT 4335, MGMT 4560** (some courses may have prerequisites not in the minor)

### Legal Studies in Business (18 hours)

Dept. of Finance, Insurance, Real Estate, and Law  
940-565-3050 | BLB 215

Select 18 hours from:

**BLAW 2000, BLAW 3430, BLAW 4450, BLAW 4480, BLAW 4770, BLAW 4790, ECON 4550, LGAV 3150, MGMT 3880, MGMT 4890, RMIN 4500**

### Decision Sciences (18 hours)

Dept. of Information Technology and Decision Sciences  
940-565-3110 | BLB 215

Select six courses from:

<b>BCIS 4660 (3 hrs)</b>	Decision Systems Design
<b>DSCI 2710 (3 hrs)</b>	Data Analysis with Spreadsheets
<b>DSCI 3710 (3 hrs)</b>	Business Statistics with Spreadsheets
<b>DSCI 3870 (3 hrs)</b>	Management Science
<b>DSCI 4510 (3 hrs)</b>	Modeling for Business Intelligence
<b>DSCI 4520 (3 hrs)</b>	Introduction to Data Mining
<b>DSCI 4700 (3 hrs)</b>	Analytics for Decision Making
<b>OPSM 3830 (3 hrs)</b>	Operations Management

### Accounting (18 hours)

Dept. of Accounting  
940-565-3080 | BLB 215

<b>ACCT 2010 (3 hrs)</b>	Principles of Accounting I
<b>ACCT 2020 (3 hrs)</b>	Principles of Accounting II
<b>ACCT 3110 (3 hrs)</b>	Intermediate I
<b>ACCT 3120 (3 hrs)</b>	Intermediate II
<b>ACCT 3270 (3 hrs)</b>	Cost Accounting
<b>ACCT 4300 (3 hrs)</b>	Federal Income Taxation

### Financial Planning (18 hours)

Dept. of Finance, Insurance, Real Estate, and Law  
940-565-3050 | BLB 215

<b>FINA 4200 (3 hrs)</b>	Investments
<b>FINA 4610 (3 hrs)</b>	Comprehensive Financial Planning
<b>RMIN 2500 (3 hrs)</b>	Introduction of Risk Management & Insur.
<b>RMIN 4400 (3 hrs)</b>	Employee Benefit Programs
<b>RMIN 4500 (3 hrs)</b>	Estate Planning
<b>ACCT 4300 (3 hrs)</b>	Federal Income Taxation

The Financial Planning minor includes courses that require prerequisites which may increase the total amount of hours beyond the 18 hour minimum.

Approved by CFP Board to sit for the CFP exam (subject to change).

### Aviation Logistics (18 hours)

Dept. of Marketing, Logistics, and Operations Management  
940-565-3120 | BLB 215

**LGAV 3100 (3 hrs)** Introduction to Aviation Industry  
Select *five* courses from (at least three must be LGAV courses):

**LGAV 3110, LGAV 3120, LGAV 3130, LGAV 3140, LGAV 3150, LGAV 3510, LGAV 3520, LGAV 3530, LGAV 4500, LGAV 4810, LGAV 4900, LSCM 3960, LSCM 4360, LSCM 4530, LGAV 4510, LSCM 4540, LSCM 4560**

### Real Estate (18 hours)

Dept. of Finance, Insurance, Real Estate, & Law  
940-565-3050 | BLB 215

**REAL 2100 (3 hrs)** Principles of Real Estate  
**REAL 3100 (3 hrs)** Real Estate Agency  
**BLAW 4770 (3 hrs)** Real Estate Law and Contracts

Select *one* course from:

**REAL 4000, REAL 4200, REAL 4300, REAL 4400**

Select *two* courses from:

**REAL 4200, BLAW 3430, RMIN 2500, MKTG 3010, FINA 2770 or FINA 3770**

*Or any other 3000-4000 CoB course approved by the department*

### Residential Property Management (18 hours)

Dept. of Finance, Insurance, Real Estate, & Law  
940-565-3050 | BLB 215

**REAL 2100 (3 hrs)** Principles of Real Estate  
**REAL 4200 (3 hrs)** Property Management  
**REAL 4210 (3 hrs)** Advanced Property Management  
**BLAW 4790 (3 hrs)** Property Management Law

Select *one* course from:

**REAL 4000, REAL 4300, REAL 4400, or BLAW 4790**

Select *one* course from:

**MGMT 3820, MGMT 3860, MGMT 4470, MGMT 4860, MKTG 3500, MKTG 3720, MKTG 4120** (some courses may have prerequisites not in the minor)

### Finance (18 hours)

Dept. of Finance, Insurance, Real Estate, & Law  
940-565-3050 | BLB 215

**FINA 3770 (3 hrs)** Finance  
**FINA 4200 (3 hrs)** Investments  
**FINA 4400 (3 hrs)** Financial Markets and Institutions  
**FINA 4500 (3 hrs)** International Finance

Select *one* course from:

**FINA 4300 or FINA 4310**

Select *one* course from:

**FINA 4210, FINA 4300, FINA 4310, REAL 4000, RMIN 4600**

### Logistics & Supply Chain Management (18 hours)

Dept. of Marketing, Logistics, and Operations Management  
940-565-3120 | BLB 215

**LSCM 3960 (3 hrs)** Logistics & Supply Chain Management

Select *five* courses from:

**LSCM 4360, LSCM 4530, LSCM4540, LSCM 4560, LGAV 3120, LGAV 3130, LGAV 3140, LGAV 3150**

### Insurance (18 hours)

Dept. of Finance, Insurance, Real Estate, & Law  
940-565-3050 | BLB 215

**RMIN 2500 (3 hrs) or FINA 2770 (3 hrs) or RMIN 4300 (3 hrs)** Principles of Insurance or Personal Finance  
**RMIN 4310 (3 hrs) or RMIN 4400 (3 hrs) or RMIN 4600 (3 hrs) or RMIN 4200 (3 hrs) or 4500 (3 hrs)** Liability Risk Management and Insurance  
Property Risk Mgmt. and Insurer Ops.  
Employee Benefit Programs  
Risk Management  
Life Insurance or Estate Planning

### Management\* (18 hours)

Dept. of Management  
940-565-3040 | BLB 215

**MGMT 3720 (3 hrs)** Organizational Behavior

Select *five* courses from:

**MGMT 3330, MGMT 3880, OPSPM 4820, MGMT 3820, MGMT 4170, MGMT 4460, OPSPM 4830, OPSPM 3830, MGMT 4180, MGMT 4660, MGMT 4840, MGMT 3850, MGMT 4210, MGMT 4470, MGMT 4860, MGMT 3860, MGMT 4300, OPSPM 4810, OPSPM 4880, MGMT 3870** (some courses may have prerequisites not in the minor)

*\*Open to non-business majors only*

### Marketing (18 hours)

Dept. of Marketing, Logistics, and Operations Management  
940-565-3050 | BLB 215

**MKTG 3650 (3 hrs)** Foundations of Marketing Practice

Select *five* courses from:

**MKTG 3010, MKTG 4280, MKTG 4620, MKTG 4890, MKTG 3660, MKTG 4320, MKTG 4630, LSCM 3960, MKTG 3700, MKTG 4330, MKTG 4750, LSCM 4360, MKTG 3710, MKTG 4520, MKTG 4800, LSCM 4530, MKTG 3720, MKTG 4600, MKTG 4880, LSCM 4560, MKTG 4120, MKTG 2650**

### Professional Selling (18 hours)

Dept. of Marketing, Logistics, and Operations Management  
940-565-3050 | BLB 215

Students must apply for admissions into the Minor in Professional Selling and meet specific admissions criteria. See the Department of Marketing and Logistics for details. A grade of "C" or higher is required in each course in the minor. Variation of the Minor in Professional Selling may be granted with approval from the department of Marketing and Logistics.

**MKTG 3010 (3 hrs)** Professional Selling  
**MKTG 4470 (3 hrs)** Business-to-Business Marketing  
**MKTG 4570 (3 hrs)** Professional Selling Analytics  
**MKTG 4670 (3 hrs)** Advanced Professional Selling  
**MKTG 4770 (3 hrs)** Sales Force Design and Management  
**MKTG 4805 (3 hrs)** Internship in Professional Selling