

COB ADVISING OFFICE ▪ BLB 110 ▪ 940.565.2110 ▪ COBADVISING@UNT.EDU

**IMPORTANT NOTICE:** Business majors pursuing a business 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

ACCT 2010 Principles of Accounting I  
ACCT 2020 Principles of Accounting II  
MKTG 3650 Foundations of Marketing Practice  
FINA 3770 Finance  
MGMT 3720 or 3820 Org. Behavior or Principles of Mgmt  
Any 3 hour 3000-4000 level COBA course

### MBA Preparation Track

ACCT 2010 Principles of Accounting I  
ACCT 2020 Principles of Accounting II

Select four of the following:

MKTG 3650, FINA 3770, MGMT 3830, BLAW 3430  
BCIS 3610, DSCI 3710

\* Open to non-business majors only

## BUSINESS COMPUTER INFORMATION SYSTEMS (18 HOURS)

INFORMATION TECHNOLOGY AND DECISION SCIENCES  
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BCIS 3630 Object-Oriented Programming for Business  
BCIS 4610 Analysis of Business Information Systems  
BCIS 4620 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)

MANAGEMENT  
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MGMT 3820 Management Concepts  
MGMT 3850 Foundations of Entrepreneurship

Plus four courses from:

MGMT 3810, MGMT 3720, MGMT 3915, MGMT 4210, MGMT 4220,  
MGMT 4235, MGMT 4335, MGMT 4560

## DECISION SCIENCES (18 HOURS)

INFORMATION TECHNOLOGY AND DECISION SCIENCES  
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Select six courses from:

BCIS 4660 Decision Systems Design  
DSCI 2710 Data Analysis with Spreadsheets  
DSCI 3710 Business Statistics with Spreadsheets  
DSCI 3870 Management Science  
DSCI 4510 Modeling for Business Intelligence  
DSCI 4520 Introduction to Data Mining  
DSCI 4700 Analytics for Decision Making  
MGMT 3830 Operations Management

## ACCOUNTING (18 HOURS)

DEPARTMENT OF ACCOUNTING  
940.565.3110 BLB 215

ACCT 2010	Principles of Accounting I
ACCT 2020	Principle of Accounting II
ACCT 3110	Intermediate I
ACCT 3120 or 4130	Intermediate II or Financial Statement Anal.
ACCT 3270	Cost Accounting
ACCT 4300	Taxation

## FINANCIAL PLANNING (18 HOURS)

FINANCE, INSURANCE, REAL ESTATE, AND LAW  
940.565.3050 BLB 215

FINA 4200	Investments
FINA 4610	Comprehensive Financial Planning
RMIN 2500	Principles of Risk and Insurance Management
RMIN 4400	Employee Benefit Programs
RMIN 4500	Estate Planning
ACCT 4300	Taxation

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

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

## LEGAL STUDIES IN BUSINESS (18 HOURS)

FINANCE, INSURANCE, REAL ESTATE, AND LAW  
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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

## AVIATION LOGISTICS (18 HOURS)

DEPARTMENT OF MARKETING AND LOGISTICS  
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BLB 215

LGAV 3100	Introduction to Aviation Industry
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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

## INSURANCE (18 HOURS)

FINANCE, INSURANCE, REAL ESTATE, & LAW  
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BLB 215

RMIN 2500 or FINA 2770	Prin. of Insurance or Personal Finance
RMIN 4300	Liability Risk Management and Insurance
RMIN 4310	Property Risk Mgmt and Insurer Operations
RMIN 4400	Employee Benefit Programs
RMIN 4600	Risk Management
RMIN 4200 or 4500	Life Insurance or Estate Planning

## REAL ESTATE (18 HOURS)

FINANCE, INSURANCE, REAL ESTATE, AND LAW  
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BLB 215

REAL 2100	Principles of Real Estate
REAL 3100	Real Estate Agency
BLAW 4770	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  
Any 3000-4000 COBA course approved by the department

## RESIDENTIAL PROPERTY MANAGEMENT (18 HOURS)

FINANCE, INSURANCE, REAL ESTATE, AND LAW  
940.565.3110  
BLB 215

REAL 2100	Principles of Real Estate
REAL 4200	Property Management
REAL 4210	Advanced Property Management
BLAW 4790	Property Management Law
Select one course from:	REAL 4000, 4300, 4400, or BLAW 4770
Select one course from:	MGMT 3820, MGMT 3860, MGMT 4470, MGMT 4860, MKTG 3500, MKTG 3720, MKTG 4120, or MKTG 4650

## PROFESSIONAL SELLING (18 HOURS)

DEPARTMENT OF MARKETING AND LOGISTICS  
940.565.3110  
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	Professional Selling
MKTG 4470	Business-to-Business Marketing
MKTG 4570	Professional Selling Analytics
MKTG 4670	Advanced Professional Selling
MKTG 4770	Sales Force Design and Management
MKTG 4805	Internship in Professional Selling

## MANAGEMENT\* (18 HOURS)

DEPARTMENT OF MANAGEMENT  
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BLB 215

MGMT 3720	Organizational Behavior
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Select five courses from:

MGMT 3330, MGMT 3880, MGMT 4820, MGMT 3820, MGMT 4170  
MGMT 4460, MGMT 4830, MGMT 3830, MGMT 4180, MGMT 4660  
MGMT 4840, MGMT 3850, MGMT 4210, MGMT 4770, MGMT 4860,  
MGMT 3860, MGMT 4300, MGMT 4810, MGMT 4880, MGMT 3870

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## MARKETING (18 HOURS)

DEPARTMENT OF MARKETING AND LOGISTICS  
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BLB 215

MKTG 3650	Foundations of Marketing Practice
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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

## FINANCE (18 HOURS)

FINANCE, INSURANCE, REAL ESTATE, AND LAW  
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BLB 215

FINA 3770	Finance
FINA 4200	Investments
FINA 4400	Financial Markets and Institutions
FINA 4500	International Finance
Select one course from:	FINA 4300 or FINA 4310
Select one course from:	FINA 4210, FINA 4300, FINA 4310, REAL 4000, or RMIN 4600

## LOGISTICS & SUPPLY CHAIN MANAGEMENT (18 HOURS)

DEPARTMENT OF MARKETING AND LOGISTICS  
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BLB 215

LSCM 3960	Logistics & Supply Chain Management
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Select five courses from:

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