

## Management Major

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### B.S. in Management - Curriculum Map 2018-2019 Catalog

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Course	Cr.Comp	Course	Cr.Comp.
<b>FRESHMAN</b>			
<b>Fall</b>		<b>Spring</b>	
EN 101 Composition and Literature I	3	EN 102 Composition and Literature II	3
CS 120 Business Applications & Problem Solving Techniques	3	EC 106 The Structure and Operation of the World Economy <sup>1</sup>	3
MA 107 Precalculus Mathematics (OR Free Elective) <sup>2</sup>	4	MA 108 Applied Calculus (General Education Math)	4
MG 101 Introduction to Business <sup>1</sup>	3	General Education History ( <a href="http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals">http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals</a> )	3
General Education Leadership ( <a href="http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals">http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals</a> )	1-3	General Education Lab Science ( <a href="http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals">http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals</a> )	4
Fall Semester Total Cr.:	14-16	Spring Semester Total Cr.:	17
<b>SOPHOMORE</b>			
<b>Fall</b>		<b>Spring</b>	
EC 202 Principles of Economics (Micro) (General Education Social Science) <sup>3</sup>	3	AC 206 Principles of Accounting-Managerial <sup>3</sup>	4
MA 212 Finite Mathematics ((General Education Math))	3	EC 201 Principles of Economics (Macro) <sup>3</sup>	3
AC 205 Principles of Accounting-Financial <sup>3</sup>	4	EN 204 Professional and Technical Writing	3
EN 112 Public Speaking	3	MG 309 Management of Organizations	3
General Education Lab Science ( <a href="http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals">http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals</a> )	4	QM 213 Business and Economic Statistics I	3
Fall Semester Total Cr.:	17	Spring Semester Total Cr.:	16
<b>JUNIOR</b>			
<b>Fall</b>		<b>Spring</b>	
CS 300 Management Information Systems	3	EC 310 Money and Banking	3
FN 311 Corporate Finance	3	General Education Arts & Humanities ( <a href="http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals">http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals</a> )	3
MG 310 Production/Operations Management	3	General Education Literature ( <a href="http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals">http://catalog.norwich.edu/residentialprogramscatalog/generaleducationgoals</a> )	3
MG 314 Marketing Management	3	Major/Concentration Elective	3
PH 322 Money, Meaning and Morality (General Education Ethics)	3	Major/Concentration Elective	3
Fall Semester Total Cr.:	15	Spring Semester Total Cr.:	15
<b>SENIOR</b>			
<b>Fall</b>		<b>Spring</b>	
MG 319 International Dimensions of Business	3	MG 449 Administrative Policy and Strategy (Capstone)	3
MG 341 Business Law I (General Education Ethics)	3	Major/Concentration Elective	3
Major/Concentration Elective	3	Major/Concentration Elective	3
Major/Concentration Elective	3	Free Elective	3

Free Elective	3	Free Elective	3
Fall Semester Total Cr.:	15	Spring Semester Total Cr.:	15
TOTAL CREDITS FOR THIS MAJOR: 124-126			

- 1 Must be taken first year. Upper level students without credit for these courses will substitute with an Elective Course from a School of Business & Management subject area.
- 2 Requires math placement score of 2. Students scoring below 2 must satisfactorily complete the appropriate necessary prerequisite math course(s) first. Waived with math placement score of 3.
- 3 Grade of C or higher required.

## Concentrations

### Computer Information Systems Concentration 2018-2019 Catalog

CS 100	Foundations of Computer Science and Information Assurance	3
CS 140	Programming and Computing	4
CS 301	Software Engineering	3
IA 342	Management of Information Assurance	3
Major/Concentration Elective (see below) <sup>1</sup>		3
Major/Concentration Elective (see below) <sup>1</sup>		3
Total Cr.		19

- 1 Choose from the subjects/courses listed below:  
AC, CN, CP, CS, DF, EC, FN, FR, GR, IA, MG, QM, SP, AS 311, AS 312, AS 411, AS 412, MS 311, MS 312, MS 411, MS 412, NS 321, NS 342, NS 421, NS 422, PY 210

### Financial Economics Concentration 2018-2019 Catalog

EC 419	International Economics	3
FN 407	Corporate Finance II	3
FN 412	Investments	3
QM 370	Quantitative Methods for Marketing & Finance	3
Major/Concentration Elective <sup>1</sup>		3
Major/Concentration Elective <sup>1</sup>		3
Total Cr.		18

- 1 Choose from the subjects/courses listed below:  
AC, CN, CS, DF, EC, FN, FR, GR, MG, QM, SP, AS 311, AS 312, AS 411, AS 412, IA 241, DF 242, MA 240, MA 318, MA 370, MS 311, MS 312, MS 411, MS 412, NS 321, NS 342, NS 421, NS 422, PY 210

### International Business Concentration 2018-2019 Catalog

EC 419	International Economics	3
FN 407	Corporate Finance II	3
PO 215	International Relations	3
Free Elective (any Study Abroad course)		3
Modern Language Elective		3-4
Modern Language Elective		3-4
Total Cr.		18-20

### Leadership Concentration 2018-2019 Catalog

PY 210	Psychology of Leadership	3
MG 351	Organizational Behavior	3
MG 408	Human Resources Management	3
MG 409	Organizational Leadership	3
Major/Concentration Elective <sup>1</sup>		3
Major/Concentration Elective <sup>1</sup>		3
Total Cr.		18

- 1 Choose from the subjects/courses listed below:  
AC, CN, CS, DF, EC, FN, FR, GR, MG, QM, SP, CM 436, EG 450, EN 244, PH 303, PH 305, PH 324, PH 350, AS 311, AS 312, AS 411, AS 412, IA 241, DF 242, CJ 442, MA 240, MA 318, MA 370, MS 311, MS 312, MS 411, MS 412, NS 321, NS 342, NS 421, NS 422

### Marketing Concentration 2018-2019 Catalog

MG 411	Consumer Behavior	3
MG 441	Integrated Marketing Communications	3
MG 416	Advanced Marketing	3

MG 426	Marketing Research	3
Major/Concentration Elective <sup>1</sup>		3
Major/Concentration Elective <sup>1</sup>		3
Total Cr.		18

<sup>1</sup> Choose from the subjects/courses listed below:  
 AC, CN, CS, DF, EC, FN, FR, GR, MG, QM, SP AS 311, AS 312, AS 411, AS 412, CJ 341, CJ 442, MA 240,  
 MA 318, MA 370, MS 311, MS 312, MS 411, MS 412, NS 321, NS 342, NS 421, NS 422, PY 210

**Sports Management Concentration 2018-2019 Catalog**

MG 441	Integrated Marketing Communications	3
MG Elective <sup>1</sup>		3
PE 107	Foundations of Physical Education	3
PE 333	Management Sports Facilities	3
PE 432	Organization and Administration in Physical Education	3
PE 426	Internship	6,12
Total Cr.		21-27

<sup>1</sup> Choose from the subjects/courses listed below:  
 AC, CN, CS, DF, EC, FN, FR, GR, MG, QM, SP AS 311, AS 312, AS 411, AS 412, IA 241, DF 242, MA 240,  
 MA 318, MA 370, MS 311, MS 312, MS 411, MS 412, NS 321, NS 342, NS 421, NS 422, PY 210