

# Management Major

## B.S. in Management - Curriculum Map 2019-2020 Catalog

<b>Freshman</b>			
<b>Fall</b>	<b>Cr.</b>	<b>Spring</b>	<b>Cr.</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	3
MA 107 Precalculus Mathematics	4	MA 108 Applied Calculus	4
MG 101 Introduction to Business	3	General Education Lab Science ( <a href="http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals">http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals</a> )	4
General Education Leadership ( <a href="http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals">http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals</a> )	1-3	General Education Arts & Humanities ( <a href="http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals">http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals</a> )	3
Semester Total Credits	14-16	Semester Total Credits	17
<b>Sophomore</b>			
<b>Fall</b>	<b>Cr.</b>	<b>Spring</b>	<b>Cr.</b>
AC 205 Principles of Accounting-Financial	4	AC 206 Principles of Accounting-Managerial	4
EC 201 Principles of Economics (Macro)	3	EC 202 Principles of Economics (Micro)	3
EN 112 Public Speaking	3	EN 204 Professional and Technical Writing	3
General Education Lab Science ( <a href="http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals">http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals</a> )	4	MG 309 Management of Organizations	3
MA 212 Finite Mathematics	3	QM 213 Business and Economic Statistics I	3
Semester Total Credits	17	Semester Total Credits	16
<b>Junior</b>			
<b>Fall</b>	<b>Cr.</b>	<b>Spring</b>	<b>Cr.</b>
CS 300 Management Information Systems	3	EC 310 Money and Banking	3
FN 311 Corporate Finance	3	General Education History ( <a href="http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals">http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals</a> )	3
MG 310 Production/Operations Management	3	General Education Literature ( <a href="http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals">http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals</a> )	3
MG 314 Marketing Management	3	Major/Concentration Elective	3
PH 322 Money, Meaning and Morality	3	Major/Concentration Elective	3
Semester Total Credits	15	Semester Total Credits	15
<b>Senior</b>			
<b>Fall</b>	<b>Cr.</b>	<b>Spring</b>	<b>Cr.</b>
MG 319 International Dimensions of Business	3	MG 449 Administrative Policy and Strategy (Capstone)	3
MG 341 Business Law I	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
Semester Total Credits	15	Semester Total Credits	15
Total Credits For This Major: 124-126			

### Concentrations

#### Computer Information Systems Concentration 2019-2020 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

<sup>1</sup> 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 2019-2020 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

<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

**International Business Concentration 2019-2020 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
<b>Total Cr.</b>		<b>18-20</b>

**Leadership Concentration 2019-2020 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
<b>Total Cr.</b>		<b>18</b>

<sup>1</sup> 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 2019-2020 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
<b>Total Cr.</b>		<b>18</b>

<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 2019-2020 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
<b>Total Cr.</b>		<b>21-27</b>

<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