### UNIVERSITY POLICIES
- Refer to the SU catalog for approved prerequisites and General Education courses.
- Requirements may not equal 120 credit hours. Students must register for additional electives to complete 120 credits required for graduation.
- All graduates must have a minimum of 30 credits of 300/400-level courses with C grade or above; at least 15 of those credits must be taken at SU.
- Students must have a minimum cumulative GPA of 2.0 for graduation.
- Students must complete at least 30 credit hours by direct classroom instruction and/or laboratory experience.
- Students must take 30 of the last 37 credit hours at SU.
- Students must apply online for graduation by November 15 for May and by May 15 for December.

### BUSINESS ADMINISTRATION POLICIES & PROCEDURES
- A student with an intended business administration major will be classified in a pre-professional track until the student has applied to and been accepted in the business administration B.S. major.
- All business administration majors must submit applications for admission to the Professional Program. No business administration student will be allowed to remain in 300/400 level Perdue School courses if s/he has not submitted this application.
- All business courses need to be completed with a C grade or higher.
- Lower division core, upper division core, major and special requirements may be repeated only once. Students desiring to repeat an SU course to improve a grade must repeat that course at SU.
- Upper Division major courses are to be taken at SU. A maximum of 6 credit hours of comparable courses may be approved if taken at AACSB (Association to Advance Collegiate Schools of Business) accredited schools.
- For Additional Policies and Procedures: Please refer to the Salisbury University Catalog, under the business administration section.
- All courses comprising the concentration, including the additional major requirements of language, geography, political science and ABLE, must be completed with a minimum grade of C.

### GENERAL EDUCATION REQUIREMENTS

<table>
<thead>
<tr>
<th>Course No. &amp; Title</th>
<th>#Credits</th>
<th>Grade</th>
<th>Term Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group I: English Composition and Literature (2 courses)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A. C or better in ENGL 103 or HONR 111</td>
<td>4</td>
<td></td>
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<tr>
<td>B. Literature course (from either ENGL or MDFL Depts.)</td>
<td>4</td>
<td></td>
<td></td>
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<tr>
<td><strong>Group II: History (2 courses)</strong></td>
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<td></td>
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<tr>
<td>A. HIST 101, 102, or 103</td>
<td>4</td>
<td></td>
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<tr>
<td>B. HIST 101, 102, 103 or a HIST course above 103</td>
<td>4</td>
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<tr>
<td><strong>Group III: Humanities and Social Sciences (3 courses)</strong></td>
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<tr>
<td>A. Select one course from one of the following seven areas:</td>
<td></td>
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<tr>
<td>ART, CMAT, DANC or THEA, MDFL, MUSC, PHIL, HONR 211</td>
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<tr>
<td>B. Select one course from one of the following eight areas:</td>
<td></td>
<td></td>
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<tr>
<td>ANTH, CADR, ECON or FINA, ENVIR, Human GEOG, POSC, PSYC, SOCI, HONR 112</td>
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<tr>
<td>C. Select one course from either Group IIIA or IIIB</td>
<td></td>
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<tr>
<td>(course must be from a different area than previously selected)</td>
<td>3/4</td>
<td></td>
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<tr>
<td><strong>Group IV: Natural Science, Math and Computer Science (4 courses)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A. Select courses with laboratories from at least two of the following four areas:</td>
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</tr>
<tr>
<td>BIOL, CHEM, GEOG or Physical GEOG, PHYS</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>B. Select one additional course (need not be a lab) from Group IVA or ENVRI or ENVRI or COSC or MATH or HONR 212</td>
<td>4</td>
<td></td>
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<tr>
<td>C. Select one course from MATH</td>
<td></td>
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<tr>
<td><strong>Group V: Health Fitness (1 course)</strong></td>
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<tr>
<td>FTWL106 - Lifelong Fitness and Wellness</td>
<td>3</td>
<td></td>
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</tr>
</tbody>
</table>

### MAJOR REQUIREMENTS

<table>
<thead>
<tr>
<th>Course No. &amp; Title</th>
<th>#Credits</th>
<th>Grade</th>
<th>Term Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LOWER DIVISION/PRE-PROFESSIONAL CORE (10 courses)</strong></td>
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<tr>
<td>Complete the following:</td>
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<tr>
<td>ACCT201* - Intro. to Financial Accounting</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT202* - Intro. to Managerial Accounting</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT248 - Legal Environment</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ECON211 - Principles of Microeconomics</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ECON212* - Principles of Macroeconomics</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>INFO211 - Information Systems Concepts</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>INFO281* - Intermediate Business Statistics</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MATH155 - Modern Statistics</td>
<td>3</td>
<td></td>
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<tr>
<td>* These courses have prerequisites, some of which are part of the core. Please consult the catalog and/or GullNet for course prerequisites.</td>
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</tbody>
</table>

Complete 1 of the following (circle course taken):

- MATH160 - Applied Calculus 3 [ ]
- OR
- MATH201 - Calculus I 4 [ ]

Complete 1 of the following (circle course taken):

- CMAT100 - Fund. of Communication 4 [ ]
- OR
- CMAT260 - Business and Professional Communication 4 [ ]

(Professional Program requirements are on the back)
ADMISSION REQUIREMENTS FOR THE PROFESSIONAL PROGRAM

- 25 credits completed in the pre-professional area — 12 of which must be MATH 155, MATH 160, ECON 211 or 212, ACCT 201 — and 13 more must be completed from INFO 211, CMAT 260 or 100, ACCT 248, ECON 211 or 212, ACCT 202, and INFO 281

<table>
<thead>
<tr>
<th></th>
<th>MATH 160 or 201</th>
<th>MATH 155</th>
<th>ECON 211 or 212</th>
<th>ACCT 201</th>
<th>INFO 211</th>
<th>CMAT 260 or 100</th>
<th>ACCT 248</th>
<th>ECON 211 or 212</th>
<th>ACCT 202</th>
<th>INFO 281</th>
</tr>
</thead>
<tbody>
<tr>
<td>Upper Division/Core</td>
<td>MATH 160 or 201</td>
<td>MATH 155</td>
<td>ECON 211 or 212</td>
<td>ACCT 201</td>
<td>INFO 211</td>
<td>CMAT 260 or 100</td>
<td>ACCT 248</td>
<td>ECON 211 or 212</td>
<td>ACCT 202</td>
<td>INFO 281</td>
</tr>
</tbody>
</table>

* The remaining 2 courses must be completed in the first semester after being admitted to the Professional Program.
* A GPA of 2.5 or higher in the pre-professional core courses is required for admission into the Professional Program, including those courses taken at another institution. Additional students may be admitted by descending order of GPA in pre-professional core courses in numbers sufficient to maintain a quality student/faculty ratio. A GPA calculator is available to assist you online.
* Grades of C or higher must be earned in all pre-professional courses.
* Students may repeat each business course one time only. If students exceed repeats, they will not be admissible to the Professional Program.
* Students must have completed 56 total credit hours of college courses to be admitted into the Professional Program.
* Turn in applications by December 1 for Winter or Spring admission and May 1 for Fall admission.
* After admission to the Professional Program, complete any remaining pre-professional core courses with grades of C or better within the next 15 credit hours of study or be unenrolled from the Professional Program.

WEBSITES OF INTEREST

- **ABLE Internship:** [www.salisbury.edu/perdue/studentservices/able/](http://www.salisbury.edu/perdue/studentservices/able/)
- **Admission Information:** [www.salisbury.edu/perdue/studentservices/advising/admissions/](http://www.salisbury.edu/perdue/studentservices/advising/admissions/)
- **Advising:** [www.salisbury.edu/perdue/studentservices/advising.html](http://www.salisbury.edu/perdue/studentservices/advising.html)
- **Campus Resources:** [www.salisbury.edu/perdue/studentservices/Advising/students/campusresources.html](http://www.salisbury.edu/perdue/studentservices/Advising/students/campusresources.html)
- **Changing/Adding a Major:** [www.salisbury.edu/perdue/studentservices/changemajor.html](http://www.salisbury.edu/perdue/studentservices/changemajor.html)
- **Changing/Adding a Minor:** [www.salisbury.edu/perdue/studentservices/changeminor.html](http://www.salisbury.edu/perdue/studentservices/changeminor.html)
- **Course Registration & Prerequisite Information:** [www.salisbury.edu/perdue/studentservices/Advising/course_registration/](http://www.salisbury.edu/perdue/studentservices/Advising/course_registration/)
- **Tutoring Information:** [www.salisbury.edu/achievement/tutoring/tutoring.html](http://www.salisbury.edu/achievement/tutoring/tutoring.html)
- **More Questions? E-mail:** Studentbusinessleaders@salisbury.edu

INTERNATIONAL BUSINESS REQUIREMENTS (4 courses)

Complete the following 2 courses:
- INTB495 - International Case Analysis
- MGMT422 - Management of the Multinational Business

Complete 2 from the following (circle courses taken):
- ACC430 - International Accounting
- ECON441 - International Economics (Spring)
- FINA447 - International Financial Management
- INFO465 - Global Information Systems Management
- MKTG423 - International Marketing

INTERNATIONAL ELECTIVES (2 courses)

Complete 2 from the following or from above that have not been taken (circle courses taken):
- ACC302 - Cost Accounting I
- ACC304 - Intermediate Accounting I
- BUAD386 - Business in its Global Setting
- BUAD396 - Business Studies Abroad
- ECON402 - Comparative Economic Systems
- ECON411 - Economic Development
- FINA440 - Corporate Finance
- FINA441 - Investments I
- FINA445 - Financial Institutions and Markets
- INFO395 - Advanced Management Support Systems
- INFO453 - Advanced Microcomputer Applications
- INTB494 - Directed Study in International Business
- MGMT350 - Human Resource Management
- MGMT425 - Management of the Multinational Business
- MKTG335 - Marketing Research
- MKTG337 - Professional Selling
- MKTG430 - Marketing Management Strategy

ADDITIONAL REQUIREMENTS (2 courses)

Complete 1 of the following (circle course taken):
- GEOG101* - World Geography: Europe and Asia
- GEOG102* - World Geography: Africa and the Americas
- GEOG202* - Cultural Geography
- GEOG301* - World Regions
- GEOG310* - Regional Geography of Europe

Complete 1 of the following (circle course taken):
- POSC210* - Introduction to International Relations
- POSC310 - Comparative European Government
- POSC311 - Comparative Government of Developing Nations
- POSC411 - International Law

* May count toward General Education IIIC

LANGUAGE REQUIREMENT

Demonstrate proficiency in a foreign language approved by the director of international business.

STUDY ABROAD REQUIREMENT

All international business majors must complete a minimum of six credits from a semester abroad or two summer/winter terms abroad. Please note, study abroad may require costs in addition to the tuition and fees for SU.

INTERNATIONAL INTERNSHIP REQUIREMENT (1 course) (circle course taken):
- INTB490 - International Business Internship
- BUAD490 - Business Internship (with international business content)