

Business Minors

An academic minor is a secondary area of specialization or concentration that you can pursue alongside your major during your university studies. It typically requires fewer courses than a major and allows you to explore another field of interest in addition to your primary area of study. Minors can complement your major, providing additional skills and knowledge that may enhance your career prospects or personal interests.

Accounting

The Accounting Minor allows students to learn the development and use of finance and accounting information by decision-makers. The accounting minor is valuable to students seeking an understanding of the accounting process and its applications in modern society.

Business Analytics

The Business Analytics minor prepares students for positions involving data management, visualization, descriptive, predictive, and prescriptive modeling, and communication of business insights across a variety of industries. The minor's mission is to be responsive to serving our students with relevant and practical learning experiences essential in an ever-changing and complex economy.

Human Resources Management/People Operations

Open to all majors, this minor covers strategic HR management, organizational psychology, and employee motivation. It equips students with tools to enhance employee performance and organizational value, positioning them for advanced roles or graduate-level work in the HR field.

Professional Sales and Business Development

The Professional Sales and Business Development minor provides students with skills necessary for success in a sales career and building mutually beneficial professional relationships. The ability to sell and negotiate is the ability to communicate the value of an idea, product, or service and to create win-win situations.

Real Estate

The Real Estate Minor will provide foundational knowledge and some practice in preparation for careers relating to real estate or where real estate intersects other areas of endeavor, including finance, accounting, and entrepreneurship. Moreover, real estate is a vital aspect of almost all forms of business, including corporate enterprises in the retail, industrial, health and technology sectors, as well as non-profit organizations and governmental agencies at the local, state and national level.

Sports Analytics

This interdisciplinary minor blends Sports Management and Business Analytics, providing foundational knowledge and hands-on experience in analyzing sports data. It prepares students to tackle industry challenges and make data-driven decisions in the world of sports.

Sports Management

This minor offers an overview of the sports industry, covering key challenges, analytical tools, and focused areas within Sports Management. It equips students with both theoretical knowledge and practical skills to navigate the sports business world.

Student: _____

Business Minors
2024 Version

ID#: _____ Advisor: _____

BUSINESS CORE

_____ MGT 101 Discovering Business (3)

_____ ACC 201 Prin of Financial Acct (3)

_____ ACC 202 Prin of Managerial Acct (3)

_____ ECO 200 Macroeconomics (3)

_____ ECO 201 Microeconomics (3)

_____ MGT 206 Business Law (3)

_____ MTH 251 Statistics (3)

_____ FIN 220 Principles of Finance (3)

_____ MGT 213 Supply Chain Op. (3)

_____ MCM 257 Public Speaking (3)

_____ MKT 216 Prin of Marketing (3)

_____ MGT 217 Organ. Behavior (3)

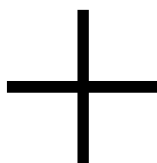
_____ MGT 227 Business Ethics (3)

_____ MGT 400/401 Senior Capstone (3)

Business Core Units Required: 42

Completed: _____

Remaining/In Progress: _____



Choose one minor

ACCOUNTING MINOR

Required Courses (9 units)

_____ ACC 301 Intermediate Financial Accounting I (Fall) (3)

_____ ACC 321 Tax Accounting: Individual (Fall) (3)

_____ ACC 412 Cost Accounting (Fall) (3)

Elective Courses (choose 1 course):

_____ ACC 300 Accounting Ethics (Spring) (3)

_____ ACC 302 Intermediate Financial Accounting II (Spring) (3)

_____ ACC 311 Accounting Information Systems (Fall) (3)

_____ ACC 322 Tax Accounting: Business (Spring) (3)

Minor Units Required: 12

Completed: _____

Remaining/In Progress: _____

BUSINESS ANALYTICS MINOR

Required Courses (9 units)

_____ BSA 315 Introduction to Business Analytics (3)

_____ BSA 316 Coding for Analytics (Fall) (3)

_____ BSA 319 Data Visualization and Business Insight (Spring) (3)

Elective Courses (choose 1 course):

_____ BSA 320 The Art of Thinking Like a Data Scientist (Fall) (3)

_____ BSA 401 Digital Transformation (Fall) (3)

_____ BSA 402 Introduction to AI (Spring) (3)

_____ BSA 410 Silicon Valley Immersion (Varies) (3)

_____ BSA 411 Academic Global Immersion (Varies) (3)

_____ BSA 420 Technoethics and Responsibility (Spring) (3)

_____ BSA S Special Topics in Business Analytics (3)

_____ ENI 403 Design Thinking (3)

_____ MGT 309 Blockchain in Business Model Innov (Fall) (3)

_____ MKT 335 Marketing Research (3)

Minor Units Required: 12

Completed: _____

Remaining/In Progress: _____

BUSINESS DEVELOPMENT MINOR

Required Courses (9 units)

- _____ MGT 367 Sales Strategy and Outreach (Spring) (3)
- _____ MGT 368 Digital Sales and CRM (Fall) (3)
- _____ MCM 335 Persuasion and Negotiation (3)

Elective Courses (choose 1 course):

- _____ BSA 319 Data Visualization and Business Insight (3)
- _____ MGT 309 Blockchain in Business Model Innov (3)
- _____ MCM 321 Graphic Design for Print and Web (3)
- _____ ENI 403 Design Thinking (3)
- _____ BSA 401 Digital Transformation (3)
- _____ MKT 417 Entrepreneurial Marketing (3)
- _____ PSY 309 Social Psychology (3)
- _____ SMG 403 Sports Sponsorship & Sales Management (3)

Minor Units Required: 12

Completed: _____

Remaining/In Progress: _____

HUMAN RESOURCES MANAGEMENT/ PEOPLE OPERATIONS MINOR

Required Courses (9 units)

- _____ HRM 300 Principles of Human Resource Management (3)
- _____ HRM 316 Strategic Human Resource Management (3)
- _____ HRM 317 Talent Acquisition & Development (3)

Elective Courses (choose 1 course):

- _____ HRM 318 Total Compensation & Rewards (3)
- _____ HRM 424 Teamwork in the Workplace (3)
- _____ BSA 319 Data Visualization (3)

Minor Units Required: 12

Completed: _____

Remaining/In Progress: _____

REAL ESTATE MINOR

Required Courses (6 units)

- _____ RLS 233 Principles of Real Estate (3)
- _____ RLS 315 Real Property Law (3)

Elective Courses (6 units) (choose 2 courses):

- _____ RLS 445 Real Estate Economics and Market Analysis (3)
- _____ RLS 410 Real Estate Literature (3)
- _____ RLS 433/FIN 433 Real Estate Finance (3)
- _____ RLS 440 Planning Policy, Process & Politics of Development (3)
- _____ RLS 317 Commercial Property Management (3)
- _____ RLS 389 Special Topics/ Independent Research (3)

Minor Units Required: 12

Completed: _____

Remaining/In Progress: _____

SPORTS MANAGEMENT MINOR

Required Courses (3 units)

- _____ SMG 250 Intro to Sports Management

Overarching Issues (choose 1 course):

- _____ SMG 307 Research Methods in Sports Management (3)
- _____ SMG 312/PSY 312 Sports Psych (3)
- _____ SMG 401 Legal & Social Issues in Sports Management (Fall) (3)
- _____ SMG 402/MKT 402 Marketing & Advertising in the Sports Industry (Spring) (3)
- _____ SMG 403 Sports Sponsorship & Sales Management (Spring) (3)
- _____ SMG 404 Ethics in Sports Management (Spring) (3)
- _____ SMG 405 History of Sports (Fall) (3)

Analytical Approaches (choose 1 course):

- _____ SMG 308 Sports Analytics (3)
- _____ SMG 410/FIN 410 Sports Finance (3)
- _____ SMG 412 Economics of Sports (Fall) (3)

Elective Courses (choose 1 course):

Select any 3-unit Sports Management course (i.e., SMG course code) not previously completed.

Minor Units Required: 12

Completed: _____

Remaining/In Progress: _____

SPORTS ANALYTICS MINOR

FOR SPORTS MANAGEMENT MAJOR

Foundational Knowledge:

_____ BSA 315 Introduction to Business Analytics (3)

Sports Analytics Breadth (Select 2 of the following courses that have not already been completed):

_____ BSA 316 Coding for Analytics (3)
_____ SMG 410/FIN 410 Sports Finance (3)
_____ SMG 412 Economics of Sports (3)

Broader Analytics Breadth (Select 1 of the following courses that have not already been completed):

_____ BSA 319 Data Visualization and Business Insight (3)
_____ BSA 320 The Art of Thinking Like a Data Scientist (3)
_____ BSA 401 Digital Transformation (3)
_____ BSA 402 Introduction to AI (3)
_____ BSA 410 Silicon Valley Immersion (3)
_____ BSA 411 Academic Global Immersion (3)
_____ BSA 420 Technoethics and Responsibility (3)

Minor Units Required: 12

Completed: _____

Remaining/In Progress: _____

FOR NON-SPORTS MANAGEMENT MAJOR

The following 2 courses AND one of the following pathways:

_____ SMG 250 Introduction to Sports Mgt (3)
_____ SMG 308 Sports Analytics (3)

Pathway #1: **OR**

_____ BSA 315 Introduction to Business Analytics (3)

Pathway #2: (If BSA 315 has been completed for other requirements, select one of the following courses not yet completed)

_____ BSA 316 Coding for Analytics (3)
_____ BSA 319 Data Visualization and Business Insight (3)
_____ BSA 320 The Art of Thinking Like a Data Scientist (3)
_____ BSA 401 Digital Transformation (3)
_____ BSA 402 Introduction to AI (3)
_____ BSA 410 Silicon Valley Immersion (3)
_____ BSA 411 Academic Global Immersion (3)
_____ BSA 420 Technoethics and Responsibility (3)

Sports Analytics & Broader Analytics Breadth (Select 1 of the following courses not already completed):

_____ BSA 315 Introduction to Business Analytics (3)
_____ BSA 319 Data Visualization and Business Insight (3)
_____ BSA 320 The Art of Thinking Like a Data Scientist (3)
_____ BSA 401 Digital Transformation (3)
_____ BSA 402 Introduction to AI (3)
_____ BSA 410 Silicon Valley Immersion (3)
_____ BSA 411 Academic Global Immersion (3)

Minor Units Required: 12

Completed: _____

Remaining/In Progress: _____