

**Mitchell College of Business**  
**Minor Requirements – Beginning FALL 2019**

**Students in other colleges** may elect, with the approval of their department chair, a minor in the Mitchell College of Business. A **minimum 2.0 GPA** is required for the courses applied toward the minor. **At least 50%** of the courses counted toward the minor must be completed at the University of South Alabama. Courses used for a first business minor may not be used for a second business minor. See Page 2 for Elective Options.

**ECONOMICS MINOR – 18 Semester hours required**

**ECO 215** Principles of Microeconomics  
**ECO 216** Principles of Macroeconomics  
**ECO 315** Intermediate Microeconomics OR **ECO 316** Intermediate Macroeconomics  
Plus **nine semester hours** of other upper-level Economics Electives numbered 301 or above.

**FINANCE MINOR – 18 Semester hours required**

**ACC 211** Principles of Accounting I  
**ECO 215** Principles of Microeconomics  
**FIN 315** Business Finance (prerequisites: ACC 211, ECO 215, MA 120 & BUS 245)  
**FIN 420** Investments (prerequisite: FIN 315)  
Plus **six semester hours** of other upper-level Finance Electives numbered 300 or above.

**GENERAL BUSINESS MINOR – 18 Semester hours required**

**ACC 211** Principles of Accounting I  
**ECO 215** Principles of Microeconomics  
**MGT 300** Management Theory & Practice  
**MKT 320** Principles of Marketing  
Plus **three** semester hours of Management Elective and **three** semester hours of Business Elective, numbered 300 or above. See Page 2 for Business Elective options.

**GENERAL MANAGEMENT MINOR – 18 Semester hours required**

**MGT 300** Management Theory & Practice  
**MGT 305** Organizational Communication (**W**) (May be taken with MGT 300)  
**MGT 341** Organizational Behavior (**W**) (prerequisites: MGT 300 & MGT 305)  
**MGT 351** Human Resource Management (prerequisite: MGT 300)  
Plus **six** semester hours of Management Electives, numbered 301 or above.

**ENTREPRENEURSHIP – 18 Semester hours required**

**MGT 345** Innovation and Creativity (prerequisite: Sophomore Standing)  
**MGT 355** Legal & Financial Aspects of Entrepreneurship (prerequisite: Sophomore Standing)  
**MGT 365** New Venture Creation (prerequisites: MGT 345 & MGT 355)  
**MGT 483** Social Entrepreneurship (prerequisite: Junior Standing)  
Plus two Electives from: MGT 300, MKT 320, MGT 347, MGT 356, MKT 350, MKT 381, MGT 462

**MARKETING MINOR – 18 Semester hours required**

**MKT 320** Principles of Marketing  
**MKT 374** Consumer Behavior (prerequisite: MKT 320)  
**MKT 380** Integrated Marketing Communications (prerequisite: MKT 320)  
Plus **nine semester hours** of other 300-400 level Marketing Electives.

## **Suggested Elective Options for Minors:**

### **Economics Minor Elective Options:**

ECO 315 or 316 – Intermediate Micro or Macro Economics not taken as required course.  
ECO 318 – Principles of Managerial Economics  
ECO 322 – Economics of Industrial Organization  
ECO 323 – Public Finance  
ECO 330 – Current Global Economic Issues  
ECO 343 – Labor Economics  
ECO 363 – International Economics  
ECO 372 – Economics of Urban Development  
ECO 383 – Economic History of the United States  
ECO 390 – Environmental Economics  
Other 300-400 ECO courses are acceptable but may have additional prerequisites.

### **Finance Minor Elective Options:**

FIN 332 – Multinational Finance  
FIN 350 – Financial Statement Analysis  
FIN 410 – Intermediate Business Finance  
Other FIN courses are acceptable but may have additional prerequisites.

### **Marketing Minor Elective Options:**

MKT 310 -- Introduction to International Marketing  
MKT 336 – International Marketing  
MKT 350 – Internet Marketing  
MKT 375 – Supply Chain Management  
MKT 376 – Business to Business Marketing  
MKT 381 – Sales Management & Personal Selling  
MKT 385 – Services Marketing  
Other 300-400 MKT courses are acceptable but may have additional prerequisites.

### **Management Minor Elective Options:**

MGT 334 – International Management  
MGT 345 – Creativity and Innovation  
MGT 355 – Legal & Financial Aspects of Entrepreneurship  
MGT 357 – Leadership  
MGT 460 – Organization Development and Change  
MGT 462 – Negotiation and Dispute Resolution in Business  
Other 300-400 MGT courses are acceptable but have additional prerequisites.

### **Suggested Business Electives for General Business Minor:**

FIN 300 – Personal Finance  
FIN 344 – Real Estate  
FIN 345 – Principles of Insurance  
Other FIN or ECO courses listed above.

MGT 305 – Organizational Communication (**W**)  
MGT 351 – Human Resource Management  
MGT 462 – Negotiation and Dispute Resolution in Business  
Management Courses listed above not already used for MGT Elective.

MKT 374 – Consumer Behavior  
MKT 380 – Integrated Marketing Communications  
Marketing Courses listed above.