# SORRELL COLLEGE OF BUSINESS

*The academic mission of the Sorrell College of Business is to prepare a diverse body of students for entry and personal growth in business and government-related careers by means of high quality instruction delivered in traditional, nontraditional, and emerging electronic formats.*

*Our students are currently employed in, or endeavor to be employed in, business, government, public accounting, the U.S. military, and not-for-profit organizations, both in the United States and the world over. Today many are, or intend to be, self-employed. Undergraduate students are prepared for admission to*

## B.S. / B.A. BUSINESS ADMINISTRATION DEGREE REQUIREMENTS

*For more information, see the index listings for baccalaureate degree parameters, general studies, and academic regulations.*

### Specialized Requirements

Students must complete the following lower-level courses (or their approved transfer credit equivalents) with a grade of C or higher in each course before registering for any upper level course in the business curriculum: ENG 1101/03, ENG 1102/04, MTH 2201, IS 2241, ACT 2291, ACT 2292, ECO 2251, ECO 2252, QM 2241, LAW 2221, and all 2000-level courses in the major and minor. Students may enroll concurrently in the last of these courses along with their initial 3000-level courses subject to their adviser's approval and consistent with published prerequisite requirements. Under no condition may a student enroll in a 4000-level course without the satisfactory completion (grade of C or higher) of the lower-level courses listed above.

Transfer credit will not be awarded for any course to be used in the business core or major in which a grade or higher has not been achieved.

Students must achieve an overall C average in both the business core and their business major in order to be eligible to graduate. All courses should be taken in the appropriate numerical sequence (i.e., 3000-level courses should be completed before attempting 4000-level courses).

Sorrell College of Business students must pass the business administration capstone course, MGT 4476, with a grade of C or better.

Accounting majors must earn a grade of C or better in all accounting courses (prefix ACT).

The business administration core and major each require a minimum of 12 hours of Troy University residence credit.

## PROGRAM STRUCTURE

| | |
|---|---|
| General Studies | 48 hours |
| Business Administration Core | 42 hours |
| Courses in Major | 30 hours |
| | 120 hours |

### BUSINESS ADMINISTRATION CORE (42 HOURS)

| | | |
|---|---|---|
| ACT 2291 | (3) | Principles of Accounting I |
| ACT 2292 | (3) | Principles of Accounting II |
| BUS 3382 | (3) | Business Communications |
| FIN 3331 | (3) | Managerial Finance I |
| FIN 3332 | (3) | Managerial Finance II |
| IS 3300 | (3) | Introduction to Information Systems |
| LAW 2221 | (3) | Legal EnK.ms |

*majors must take ACT 4435):*

| | |
|---|---|
| ACT 4435 | (3) |
| ECO 4451 | (3) |
| FIN 4435 | (3) |
| MGT 4478 | (3) |
| MKT 4468 | (3) |

International Accounting
International Trade
International Banking and Finance
International Management
International Marketing

*Select one business administration major (30 hours):*

Accounting
Finance
General Business
Information Systems
Management
Marketing
Risk Management and Insurance

## ACCOUNTING MAJOR (30 HOURS)

***B.S./B.A. in Business Administration degree with a major in accounting (ACT)***

**Specialized General Studies Requirements**

The general studies program must include ECO 2251, ECO 2252 and MTH 2201, completed with a grade of C or better.

**Major Requirements**

| | | |
|---|---|---|
| ACT 3391 | (3) | Intermediate Accounting I |
| ACT 3392 | (3) | Intermediate Accounting II |

*Select two upper level business or business law course electives (six hours).*

## INFORMATION SYSTEMS MAJOR (30 HOURS)

**B.S./B.A. in Business Administration degree with a major in information systems (IS)**

**Concentrations in general information systems, networking and Web development.**

### Specialized General Studies Requirements

The general studies program must include ECO 2251, ECO 2252 and MTH 2201, completed with a grade of C or better.

### Major Requirements

| | | |
|---|---|---|
| IS 2244 | (3) | Computer Programming I |
| IS 2260 | (3) | Computer Programming II |
| IS 3320 | (3) | Data Communications and Computer Networking |
| IS 3330 | (3) | Web Authoring |
| IS 3346 | (3) | Database Management Systems I |
| IS 4447 | (3) | System Engineering and Project Management |
| IS 4460 | (3) | E-Commerce Design |

*Select one concentration:*

General IS Concentration (nine hours):

*Select three courses from the following:*

| | | |
|---|---|---|
| IS 3339 | (3) | Object-Oriented Programming I |
| IS 3349 | (3) | Object-Oriented Programming II |
| IS 3380 | (3) | Network Operating Systems |
| IS 4430 | (3) | Web Site Design |
| IS 4440 | (3) | Database Management Systems II |
| IS 4443 | (3) | Internet Development |
| IS 4450 | (3) | Network Design and Management |
| IS 4451 | (3) | Network Infrastructure and Security |
| IS 4420 | (3) | Web Server Administration |
| MGT 4480 | (3) | Technology and Management Innovation |

Networking Concentration (nine hours):

| | | |
|---|---|---|
| IS 3380 | (3) | Network Operating Systems |
| IS 4450 | (3) | Network Design and Management |
| IS 4451 | (3) | Network Infrastructure and Security |

Web Development Concentration (nine hours):

*Select three courses from the following:*

| | | |
|---|---|---|
| IS 4430 | (3) | Web Site Design |
| IS 4440 | (3) | Database Management Systems II |
| IS 4443 | (3) | Internet Development |
| IS 4420 | (3) | Web Server Administration |

## MANAGEMENT MAJOR (30 HOURS)

**B.S./B.A. in Business Administration degree with a major in management (MGT)**

**Concentrations in general management, hospitality and tourism, human resource management, production and operations management, and supply chain management.**

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### Specialized General Studies Requirements

The general studies program must include ECO 2251, ECO 2252 and MTH 2201, completed with a grade of C or better.

| | | |
|---|---|---|
| MGT 3375 | (3) | Human Resource Management |
| MGT 4472 | (3) | Organization Behavior |
| MGT 4455 | (3) | Employment Law (Hospitality and Tourism concentration) |

*or*

| | | |
|---|---|---|
| MGT 4479 | (3) | Management Seminar (required for all concentrations except Hospitality and Tourism) |

*Select one concentration:*

General Management Concentration:

*Select six of the following courses:*

| | | |
|---|---|---|
| MGT 4460 | (3) | Introduction to Project Management |
| MGT 4471 | (3) | Organizational Development |
| MGT 4473 | (3) | Labor Law and Collective Bargaining |
| MGT 4474 | (3) | Business and Society |
| MGT 4475 | (3) | Small Business Management |

| MGT 4483 | (3) | Human Resource Development |
| MGT 4485 | (3) | Performance Appraisal and Compensation |
| MGT 4496 | (3) | Selected Topics in Human Resources |

*Select one upper level business or business law course elective.*

Production and Operations Management Concentration:
*Select six of the following courses:*

| BUS 4499 | (3) | Faculty approved Internship |
| ECO 3352 | (3) | Intermediate Microeconomics |
| MGT 4460 | (3) | Introduction to Project Management |
| MGT 4465 | (3) | Business Logistics |
| MGT 4480 | (3) | Technology and Innovation Management |
| MGT 4490 | (3) | Total Quality Management |
| QM 3342 | (3) | Introduction to Operations Research |

*Select one upper level business or business law course elective.*

Supply Chain Management Concentration:

| MKT 4465 | (3) | Business Logistics |
| MGT 4451 | (3) | Supply Chain Management |
| MGT 4452 | (3) | Supply Chain Management Information Systems |
| MGT 4453 | (3) | Supply Chain Strategy |

*Select two courses:*

| BUS 4499 | (3) | Internship |
| MKT 3363 | (3) | Transportation Management |
| MGT 4460 | (3) | Introduction to Project Management |
| MGT 4490 | (3) | Total Quality Management |
| QM 3342 | (3) | Introduction to Operations Research |

*Select one upper level business or business law course elective.*

## MARKETING MAJOR (30 HOURS)

***B.S./B.A. in Business Administration degree with a major in marketing (MKT)***

**Specialized General Studies Requirements**
The general studies program must include ECO 2251, ECO 2252 and MTH 2201, completed with a grade of C or better.

**Major Requirements**

| MKT 4462 | (3) | Consumer Behavior |
| MKT 4464 | (3) | Marketing Research |
| MKT 4469 | (3) | Marketing Management |

*Select three to five marketing electives (9-15 hours):*

| MKT 3362 | (3) | Advertising |
| MKT 3364 | (3) | Services Marketing |
| MKT 3365 | (3) | Integrated Marketing Communications |

Acquisitions/Contracts
Air Traffic Control
Aircraft Maintenance
Aviation Operations
Contracts and Acquisitions
Electronics
Fire Science
Military Science
Restaurant/Culinary (non-Alabama campuses only)
Other Approved Technical Areas

For a student to qualify for the transfer of technical credit from a regionally accredited community college or technical school, he or she must have a minimum of 18 semester hours of transferable credit (in the same technical field) with a minimum overall grade point average of 2.0 on a 4.0 scale.

**Select option 1 or option 2:**

Option 1: Restaurant/Culinary Specialization (18 hours)
(non-Alabama sites only)

| | | |
|---|---|---|
| MGT 3371 | (3) | Principles of Management |
| MGT 3372 | (3) | Hospitality Management |
| MGT 4465 | (3) | Food and Beverage Service |
| MGT 4466 | (3) | Restaurant Management |

*Select six additional semester hours of upper level business electives.*

Option 2: *Select 12-18 hours of upper level business or technology electives.*

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### BUSINESS, ASSOCIATE OF SCIENCE (60 HOURS)

*Associate of Science Degree*

*See the academic regulations section of this catalog for additional information regarding associate degrees.*

**General Studies Requirements**

**Area I**

| | | |
|---|---|---|
| ENG 1101 | (3) | Composition and Modern English I |
| ENG 1102 | (3) | Composition and Modern English II |

**Area II**

*Select one:*

| | | |
|---|---|---|
| ART 1133 | (2) | Visual Arts |
| DRA 2200 | (2) | Introduction to Drama |
| MUS 1131 | (2) | Music Appreciation |

*Select one of the following:*

| | | |
|---|---|---|
| ENG 2205 | (3) | World Literature before 1660 |
| ENG 2206 | (3) | World Literature after 1660 |
| ENG 2211 | (3) | American Literature before 1875 |
| ENG 2212 | (3) | American Literature after 1875 |
| ENG 2244 | (3) | British Literature before 1785 |
| ENG 2245 | (3) | British Literature after 1785 |

**Area III**

| | | |
|---|---|---|
| MTH 2201 | (3) | Business Calculus |

*Select one science course and corresponding lab:*

| | | |
|---|---|---|
| BIO 1100 | (3) | Principles of Biology |
| BIO L110 | (1) | Principles of Biology Lab |
| SCI 2233 | (3) | Physical Science |
| SCI L233 | (1) | Physical Science Lab |
| SCI 2234 | (3) | Earth and Space Science |
| SCI L234 | (1) | Earth and Space Science Lab |

**Area IV**

*Select one of the following:*

| | | |
|---|---|---|
| HIS 1101 | (3) | Western Civilization I |
| HIS 1102 | (3) | Western Civilization II |
| HIS 1111 | (3) | U.S. to 1877 |
| HIS 1112 | (3) | U.S. since 1877 |
| HIS 1122 | (3) | World History to 1500 |
| HIS 1123 | (3) | World History from 1500 |

**Area V**

| | | |
|---|---|---|
| IS 2241 | (3) | Computer Concepts and Applications |
| TROY 1101 | (1) | University Orientation |

**Additional Requirements**

| | | |
|---|---|---|
| ACT 2291 | (3) | Principles of Accounting I |
| ACT 2292 | (3) | Principles of Accounting II |
| ECO 2251 | (3) | Principles of Macroeconomics |
| ECO 2252 | (3) | Principles of Microeconomics |
| FIN 3331 | (3) | Managerial Finance I |
| LAW 2221 | (3) | Legal Environment of Business |
| MGT 3371 | (3) | Principles of Management |
| MKT 3361 | (3) | Principles of Marketing |
| QM 2241 | (3) | Statistics I |
| QM 3341 | (3) | Statistics II |

*Select free electives to total 60 hours for the associate degree.*

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### BUSINESS ADMINISTRATION MINOR (18 HOURS)

| | | | |
|---|---|---|---|
| BUS | 1101 | (3) | Introduction to Business |
| ECO | 2251 | (3) | Principles of Macro-economics |
| *or* | | | |
| ECO | 2252 | (3) | Principles of Micro-economics |

*Select 12 hours of business courses, two of which are at the 3000-4000 level. All prerequisites must be met.*

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### INFORMATION SYSTEMS MINOR (18 HOURS)

| | | | |
|---|---|---|---|
| IS | 2244 | (3) | Computer Programming I |
| IS | 3300 | (3) | Introduction to Information Systems |
| IS | 3320 | (3) | Data Communications and Computer Networking |
| IS | 3330 | (3) | Web Authoring |
| IS | 3346 | (3) | Database Management Systems I |

*Select one upper-level IS course.*