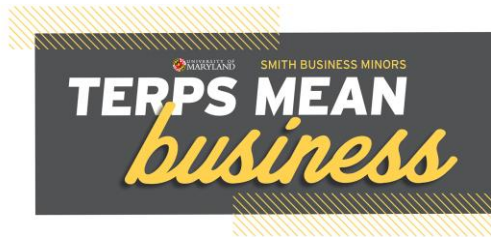


| General Business Minor Requirements (15 credits) | Semester Schedule *Course offerings are subject to change* |
|--|---|
| Core (3 credits each, 4 courses/12 credits required) | |
| BMGT210 Foundations of Accounting for Non Business Majors* | Fall & Spring |
| BMGT345 Foundations of Financial Management for Non Business Majors** | Fall & Spring |
| BMGT350M (formerly BMGT355) Foundations of Marketing for Non Business Majors | Fall & Spring |
| BMGT364M Managing People and Organizations | Fall & Spring |
| Electives (3 credits each, 1 course required) | |
| BMGT301M Introduction to Information Systems | Fall only |
| BMGT372M Introduction to Logistics and Supply Chain Management | Fall only |
| BMGT360 Strategic Management of Human Capital | Fall & Spring |
| BMGT495M Strategic Management | Spring only |
| *BMGT220& BMGT221- will meet BMGT210 requirement **Prerequisite of BMGT210 required | |

| Admission Timeline |
|--|
| Application Open: December – February Website: go.umd.edu/smithminors |
| Application Review: March |
| Selections and Decisions: April (1 st week) |
| New Cohort Begin: Fall Semester |



Course Descriptions

General Business CORE (3 Credits, 4 courses required)

BMGT210 Foundations of Accounting for Non Business Majors

Provides an understanding of the common statements that report a company's profitability and financial health, and are useful to all economic agents who are engaged with the firm. Students will also recognize and understand managerial accounting as a system for accumulating and modeling information to support decision-making. Does not apply to a Smith School degree.

BMGT345 Foundations of Financial Management for Non Business Majors

Provides students an overview of financial management. Students will understand how to accomplish the firm goal of maximizing shareholder value, learn how to conduct a financial statement analysis, and recognize its various elements, including profitability, credit risk, revenue, assets, liability, and cash flows. Understand the relationship between risk and return and how it impacts investment and corporate decisions. Does not apply to a Smith School degree.

BMGT350M/BMGT355 Foundations of Marketing for Non Business Majors

Introduces the concepts and principles of marketing. Provides an overview of all the concepts in marketing including relationship marketing, product development, pricing, promotion, marketing research, consumer behavior, international marketing, distribution and internal marketing to employees. Does not apply to a Smith School degree.

BMGT364M Managing People and Organizations

An introduction to selected aspects of human behavior in organizations generally known as organizational behavior (OB). This course is designed to help students develop systematic and fundamental understanding of people and their behaviors in organizations, as well as useful abilities and skills required to effectively and ethically manage various individual, interpersonal, group, and organization-level processes.

Electives (3 credits each, 1 course required)

BMGT301M Introduction to Information Systems

Comprehensive overview of information systems (IS), which explores the strategic and tactical nature of IS. The basic concepts in analyzing and designing information systems for business applications will be presented. Aspects of data management such as databases, data warehousing, data analysis, and data mining will be analyzed, and the basics of web page and web site design will be outlined. Students will also be introduced to modern information systems infrastructure such as telecommunications, networks, and information systems security. Knowledge of Excel or a similar spreadsheet tool.

BMGT372M Introduction to Logistics and Supply Chain Management

Supply chain management involves the coordination of suppliers, manufacturers, distributors, and retailers to ensure that products and services are available to the final consumer in a timely and cost-effective fashion. Logistics management is the subset of supply chain management dealing with the physical flows of product and includes such activities as transportation management, warehousing, materials handling, inventory management, and order fulfillment. Attention is paid to the logistics cost trade-offs within the firm and between members of the supply chain.

BMGT 360 Strategic Management of Human Capital

Provides students with the basic knowledge needed to help organizations attract, select, develop, engage, evaluate, and retain talent. Topics covered may include strategic HRM, the role of globalization, legal issues in HRM, work analysis, HR planning, recruitment, personnel selection, performance management and appraisal, training and development, career development, compensation systems, motivating and rewarding performance, labor relations, and employee health and safety.

BMGT 495M Strategic Management

A case-based course where students learn to play the role of the "strategic manager" who defines the scope of its business operations and, within the chosen scope, how the firm will compete against rivals. This course focuses on how a firm can both formulate effective business-level and corporate-level strategies to achieve competitive advantage and earn above average profits.