

Course Guide
The Robert H. Smith School of Business Programs at
The Universities at Shady Grove
Admits: Fall 2005 After



ROBERT H. SMITH
SCHOOL OF BUSINESS



THE UNIVERSITIES AT
SHADYGROVE

Robert H. Smith School of Business Majors offered at the Universities at Shady Grove
for students entering Fall 2005 and after

Accounting Major

First Term, Year 3		
BMGT 310 Interm Accounting I	3	ACCT
BMGT 340 Business Finance	3	BMGT
BMGT 350 Intro to Marketing	3	BMGT
BMGT 364 Mgt / Org Theory	3	BMGT
ECON 330, 305 or 306 Economics	3	BMGT
BMGT 367 Career Strategies	1	BMGT

Second Term, Year 3		
BMGT 301 Intro Info Systems	3	BMGT
BMGT 311 Interm Accounting II	3	ACCT
BMGT 321 Managerial Accounting	3	ACCT
ENGL 394 Business Writing	3	PW
Approved Advanced Study*	3	Adv Stu

First Term, Year 4		
BMGT 323 Taxation of Individuals	3	ACCT
BMGT 326 Accounting Systems	3	ACCT
BMGT 380 Business Law I	3	BMGT
ECON 340	3	UL
Elective**	3	LL/UL

Second Term, Year 4		
BMGT 424 Advanced Accounting	3	ACCT
BMGT 411 Ethics & Prof. in Accounting	3	ACCT
BMGT 422 Auditing Theory/Practice	3	ACCT
BMGT 495 Business Policies	3	BMGT
BMGT 446 International Finance	3	UL

General Business Major

First Term, Year 3		
BMGT 340 Business Finance	3	BMGT
BMGT 350 Intro to Marketing	3	BMGT
BMGT 364 Mgt / Org Theory	3	BMGT
ECON 330, 305 or 306 Economics	3	BMGT
ENGL 394 Business Writing	3	PW
BMGT 367 Career Strategies	1	BMGT

Second Term, Year 3		
BMGT 301 Intro Info Systems	3	BMGT
BMGT 392 Intro Int'l Bus Mgt	3	GB
BMGT 372 Intro Logistics Mgt	3	GB
BMGT 321 Managerial Accounting	3	GB
Approved Advanced Study*	3	Adv Stu

First Term, Year 4		
BMGT 463 Cross-Cultural Challenge	3	UL
BMGT 360 Human Resource Mgt	3	GB
BMGT 380 Business Law I	3	BMGT
ECON 340 International Economics	3	BMGT
Elective**	3	LL/UL

Second Term, Year 4		
BMGT450 Integrated Mkt Comm	3	GB
BMGT 332 Operations Mmgt.	3	GB
BMGT 495 Business Policies	3	BMGT
BMGT 446 International Finance	3	UL
BMGT 451 Consumer Analysis	3	UL

IB & Marketing Curriculum/Sequence on reverse side

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General Business with a Specialization in International Business Major

First Term, Year 3			Second Term, Year 3		
BMGT 340 Business Finance	3	BMGT	BMGT 392 Intro Int'l Bus Mgt	3	IB
BMGT 350 Intro to Marketing	3	BMGT	BMGT 372 Logistics Mgmt.	3	UL
BMGT 364 Mgt/Org Theory	3	BMGT	BMGT 450 Integrated Mkt Comm	3	UL
ECON 330, 305 or 306 Economics	3	BMGT	Approved Advanced Study*	3	Adv Stu
ENGL 394 Business Writing	3	PW	BMGT 301 Intro Info Systems	3	BMGT
BMGT 367 Career Strategies	1	BMGT			
First Term, Year 4			Second Term, Year 4		
BMGT 454 Int'l Marketing	3	IB	BMGT 466 Global Bus. Strategy	3	IB
BMGT 380 Business Law I	3	BMGT	BMGT 477 Int'l Logistics/Trans Mgt	3	IB
ECON 340 International Economics	3	BMGT	BMGT 451 Consumer Analysis	3	UL
BMGT 463 Cross-Cultural Challenge	3	IB	BMGT 495 Business Policies	3	BMGT
Elective**	3	LL/UL	BMGT 446 International Finance	3	IB

Marketing Major

First Term, Year 3			Second Term, Year 3		
BMGT 350 Intro to Marketing	3	BMGT	BMGT 451 Consumer Analysis	3	MKT
ECON 330, 305, or 306 Economics	3	BMGT	BMGT 372 Intro Logistics Mgt	3	MKT
BMGT 340 Business Finance	3	BMGT	Approved Advanced Study*	3	Adv Stu
BMGT 364 Mgt/Org Theory	3	BMGT	BMGT 392 Intro Int'l Bus Mgt	3	UL
ENGL 394 Business Writing	3	PW	BMGT 301 Intro Info Systems	3	BMGT
BMGT 367 Career Strategies	1	BMGT			
First Term, Year 4			Second Term, Year 4		
BMGT 452 Mktg Research Methods	3	MKT	BMGT 457 Mktg Policies/Strategies	3	MKT
BMGT 454 Int'l Marketing	3	MKT	BMGT 450 Integrated Mkt Comm	3	MKT
BMGT 380 Business Law I	3	BMGT	BMGT 332 Op. Res. Mgt. Decisions	3	UL
ECON 340 International Economics	3	BMGT	BMGT 495 Business Policies	3	BMGT
Elective**	3	LL/UL	BMGT 482 Business & Gov't.	3	UL

Courses are subject to change. Please visit the Smith School @ USG web site at <http://www.rhsmith.umd.edu/undergrad/shadygrovecourseguides.html> for updated requirements.

BMGT=Smith School/College requirement
IB, MKT, GB, ACCT=Major requirement
UL=Upper Level Elective; any approved course at 300 or 400 level
***Adv Stu**=Advanced Study; 300 or 400 level Non-BMGT, Non-ECON, this is a univ. requirement
****Elective**=Any level elective; for students that need to earn 60 credits @ a 4-year school
PW=Professional Writing; this is a univ. requirement.

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