

**Course Guide**  
**The Robert H. Smith School of Business Programs at**  
**The Universities at Shady Grove**  
*Admits: Fall 2008 and After*



**ROBERT H. SMITH**  
**SCHOOL OF BUSINESS**



**The UNIVERSITIES**  
*at Shady Grove*

**Robert H. Smith School of Business Majors offered at the Universities at Shady Grove**  
*for students entering Fall 2008 and after*

**Accounting Major**

First Term, Year 3			Second Term, Year 3		
BMGT 310 Interm Accounting I	3	ACCT	BMGT 301 Intro Info Systems	3	BMGT
BMGT 340 Business Finance	3	BMGT	BMGT 311 Interm Accounting II	3	ACCT
BMGT 350 Intro to Marketing	3	BMGT	BMGT 321 Managerial Accounting	3	ACCT
BMGT 364 Mgt / Org Theory	3	BMGT	ENGL 394 Business Writing	3	PW
ECON 330, 305 or 306 Economics	3	BMGT	Approved Advanced Study*	3	Adv Stu
BMGT 367 Career Strategies	1	BMGT			
First Term, Year 4			Second Term, Year 4		
BMGT 323 Taxation of Individuals	3	ACCT	BMGT 424 Advanced Accounting	3	ACCT
BMGT 326 Accounting Systems	3	ACCT	BMGT 411 Ethics & Prof. in Accounting	3	ACCT
BMGT 380 Business Law I	3	BMGT	BMGT 422 Auditing Theory/Practice	3	ACCT
ECON 340 International Economics	3	UL	BMGT 495 Business Policies	3	BMGT
Elective**	3	LL/UL	BMGT 446 International Finance	3	UL

**General Business Major, Entrepreneurship Track**

First Term, Year 3			Second Term, Year 3		
BMGT 340 Business Finance	3	BMGT	BMGT 301 Intro Info Systems	3	BMGT
BMGT 350 Intro to Marketing	3	BMGT	BMGT 392 Intro Int'l Bus Mgt	3	GB
BMGT 364 Mgt / Org Theory	3	BMGT	BMGT 372 Intro Logistics Mgt	3	GB
ECON 330, 305 or 306 Economics	3	BMGT	BMGT 365 Entrepreneurial Finance	3	GB
BMGT 361 Venture Management	3	GB	ENGL 394 Business Writing	3	PW
BMGT 367 Career Strategies	1	BMGT			
First Term, Year 4			Second Term, Year 4		
BMGT 463 Cross-Cultural Challenges	3	UL	BMGT450 Integrated Mkt Comm	3	GB
BMGT 465 Business Plan	3	GB	BMGT 363 Leadership in Organizations	3	GB
BMGT 380 Business Law I	3	BMGT	BMGT 495 Business Policies	3	BMGT
ECON 340 International Economics	3	BMGT	BMGT 446 International Finance	3	UL
Elective**	3	LL/UL	Approved Advanced Study*	3	Adv Stu

**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.

**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.**

*General Business Management, International Business & Marketing Curriculum/Sequence on reverse side*

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**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 Challenges	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 363 Leadership in Organizations	3	UL

**BMGT**=Smith School/College requirement

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