

Course Guide
The Robert H. Smith School of Business Programs at
The Universities at Shady Grove
Admits: Fall 2010 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 2010 and after

Accounting Major

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

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 350 Intro to Marketing	3	BMGT	BMGT 392 Intro Int'l Bus Mgt	3
BMGT 364 Mgt / Org Theory	3	BMGT	BMGT 372 Intro Logistics Mgt	3
ECON 330, 305 or 306 Economics	3	BMGT	BMGT 365 Entrepreneurial Finance	3
BMGT 361 Venture Management	3	GB	ENGL 394 Business Writing	3
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
BMGT 465 Business Plan	3	GB	BMGT 363 Leadership in Organizations	3
BMGT 380 Business Law I	3	BMGT	BMGT 495 Business Policies	3
ECON 340 International Economics	3	BMGT	BMGT 446 International Finance	3
Elective**	3	LL/UL	Approved Advanced Study*	3

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:
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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
BMGT 350 Intro to Marketing	3	BMGT	BMGT 372 Logistics Mgmt.	3
BMGT 364 Mgt/Org Theory	3	BMGT	BMGT 450 Integrated Mkt Comm	3
ECON 330, 305 or 306 Economics	3	BMGT	Approved Advanced Study*	3
ENGL 394 Business Writing	3	PW	BMGT 301 Intro Info Systems	3
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
BMGT 380 Business Law I	3	BMGT	BMGT 477 Int'l Logistics/Trans Mgt	3
ECON 340 International Economics	3	BMGT	BMGT 451 Consumer Analysis	3
BMGT 463 Cross-Cultural Challenges	3	IB	BMGT 495 Business Policies	3
Elective**	3	LL/UL	BMGT 446 International Finance	3

Marketing Major

First Term, Year 3			Second Term, Year 3	
BMGT 350 Intro to Marketing	3	BMGT	BMGT 451 Consumer Analysis	3
ECON 330, 305, or 306 Economics	3	BMGT	BMGT 372 Intro Logistics Mgt	3
BMGT 340 Business Finance	3	BMGT	Approved Advanced Study*	3
BMGT 364 Mgt/Org Theory	3	BMGT	BMGT 392 Intro Int'l Bus Mgt	3
ENGL 394 Business Writing	3	PW	BMGT 301 Intro Info Systems	3
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
BMGT 454 Int'l Marketing	3	MKT	BMGT 450 Integrated Mkt Comm	3
BMGT 380 Business Law I	3	BMGT	BMGT 332 Op. Res. Mgt. Decisions	3
ECON 340 International Economics	3	UL	BMGT 495 Business Policies	3
Elective**	3	LL/UL	BMGT 363 Leadership in Organizations	3

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BMGT
ACCT
ACCT
PW
Adv Stu
ACCT
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UL

BMGT
GB
GB
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PW
GB
GB
BMGT
UL
Adv Stu

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IB
UL
UL
Adv Stu
BMGT
IB
IB
UL
BMGT
IB

MKT
MKT
Adv Stu
UL
BMGT
MKT
MKT
UL
BMGT
UL

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