

Course Guide
The Robert H. Smith School of Business Programs at
The Universities at Shady Grove
Admits: Fall 2012 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 2012 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 323 Taxation of Individuals	3	ACCT
BMGT 364 Managing People & Org.	3	BMGT	ENGL 394 Business Writing	3	PW
ECON 330, 305 or 306 Economics	3	BMGT	Approved Advanced Study/Elective*	3	Adv Stu
BMGT 367 Career Strategies	1	BMGT			
First Term, Year 4			Second Term, Year 4		
BMGT 321 Managerial Accounting	3	ACCT	BMGT 326 Accounting Systems	3	ACCT
BMGT 422 Auditing Theory/Practice	3	ACCT	BMGT 417 Corp, Partners & Estate Tax	3	ACCT
BMGT 380 Business Law I	3	BMGT	BMGT 411 Ethics & Prof. in Accounting	3	ACCT
ECON 340 International Economics	3	UL	BMGT 495 Business Policies	3	BMGT
Elective**	3	LL/UL	BMGT 446 International Finance	3	UL

Management 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	UL
BMGT 364 Managing People & Org.	3	BMGT	BMGT 372 Intro Logistics and SCM	3	UL
BMGT360 Strategic Mgt of Human Capital	3	MGMT	BMGT 365 Entrepreneurial Finance	3	MGMT
BMGT 361 Venture Management	3	MGMT	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	MGMT	BMGT450 Integrated Mkt Comm	3	UL
BMGT 465 Business Venture Plan	3	MGMT	BMGT 363 Leadership & Teamwork in Org	3	MGMT
BMGT 380 Business Law I	3	BMGT	BMGT 495 Business Policies	3	BMGT
BMGT 496 Bus Ethics and Society	3	MGMT	BMGT 446 International Finance	3	UL
Elective**	3	UL/LL	Approved Advanced Study*	3	Adv Stu

BMGT=Smith School/College requirement

IB, MKT, MGMT, 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/shadygrove/courseguides.aspx>

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 Intro Logistics and SCM	3	UL
BMGT 364 Managing People & Org.	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 Global Marketing	3	IB	BMGT 466 Global Bus. Strategy	3	IB
BMGT 380 Business Law I	3	BMGT	BMGT 477 Int'l Supply Chain Mgmt	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 and SCM	3	MKT
BMGT 340 Business Finance	3	BMGT	Approved Advanced Study*	3	Adv Stu
BMGT 364 Managing People & Org.	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 Global Marketing	3	MKT	BMGT 450 Integrated Mkt Comm	3	MKT
BMGT 380 Business Law I	3	BMGT	BMGT 455 Sales Management	3	UL
ECON 340 International Economics	3	UL	BMGT 495 Business Policies	3	BMGT
Elective**	3	LL/UL	BMGT 363 Leadership in Organizations	3	UL

BMGT=Smith School/College requirement

IB, MKT, MGMT, 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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Accounting & Management, Entrepreneurship Track Curriculum/Sequence on reverse side