# Robert H. Smith School of Business Majors offered at the Universities at Shady Grove

**for students entering Fall 2016 and after falling under Gen Ed requirements**

## Accounting Major

<table>
<thead>
<tr>
<th>First Term, Year 3</th>
<th>Second Term, Year 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMGT 310 Intro Accounting I</td>
<td>3 ACCT</td>
</tr>
<tr>
<td>BMGT 340 Business Finance</td>
<td>3 BMGT</td>
</tr>
<tr>
<td>BMGT 350 Mktg Principles and Org.</td>
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<tr>
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<td>ECON 330, 305 or 306 Economics</td>
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<td>BMGT 367 Career Search Strategies</td>
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</tr>
<tr>
<td>BMGT 321 Managerial Accounting</td>
<td>3 ACCT</td>
</tr>
<tr>
<td>BMGT 422 Auditing Theory &amp; Practice</td>
<td>3 ACCT</td>
</tr>
<tr>
<td>BMGT 380 Business Law I</td>
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<tr>
<td>ECON 340 International Economics</td>
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</tr>
<tr>
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<tr>
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</tr>
<tr>
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**BMGT**=Smith School/College requirement  
**IB, MKT, MGMT, ACCT=Major requirement**  
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# Management Major, Entrepreneurship Track

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### International Business Major

**First Term, Year 3**
- BMGT 340 Business Finance: 3 BMGT
- BMGT 350 Mktg Principles and Org.: 3 BMGT
- BMGT 364 Managing People & Org.: 3 BMGT
- ECON 330, 305 or 306 Economics: 3 UL
- ENGL 394 Business Writing: 3 PW
- BMGT 367 Career Search Strategies: 1 BMGT
- BMGT 454 Global Marketing: 3 IB
- BMGT 380 Business Law I: 3 BMGT
- ECON 340 International Economics: 3 IB
- BMGT 463 Cross-Cultural Challenges: 3 IB
- Gen Ed*/Elective**: 3 LL/UL

**Second Term, Year 3**
- BMGT 495 Strategic Management: 3 BMGT
- BMGT 392 Intro Int'l Bus Mgt: 3 IB
- BMGT 450 Integrated Mkt Comm: 3 UL
- Gen Ed*/UL Elective: 3 UL
- BMGT 301 Intro Info Systems: 3 BMGT

**Second Term, Year 4**
- BMGT 466 Global Business Strategy: 3 IB
- BMGT 477 Intl Supply Chain Mgmt: 3 IB
- BMGT 451 Consumer Analysis: 3 UL
- Upper Level Elective: 3 UL
- BMGT 446 International Finance: 3 IB

### Marketing Major

**First Term, Year 3**
- BMGT 340 Business Finance: 3 BMGT
- BMGT 350 Mktg Principles and Org.: 3 BMGT
- BMGT 364 Managing People & Org.: 3 BMGT
- ECON 330, 305, or 306 Economics: 3 BMGT
- ENGL 394 Business Writing: 3 PW
- BMGT 367 Career Search Strategies: 1 BMGT
- BMGT 452 Mktg Research Methods: 3 MKT
- BMGT 454 Global Marketing: 3 MKT
- BMGT 380 Business Law I: 3 BMGT
- ECON 340 International Economics: 3 UL
- Gen Ed*/Elective**: 3 LL/UL

**Second Term, Year 3**
- BMGT 301 Intro Info Systems: 3 BMGT
- BMGT 372 Intro Logistics and SCM: 3 MKT
- BMGT 495 Strategic Management: 3 BMGT
- BMGT 451 Consumer Analysis: 3 MKT
- Gen Ed*/UL Elective: 3 UL

**Second Term, Year 4**
- BMGT 457 Mktg Policies & Strategies: 3 MKT
- BMGT 450 Integrated Mkt Comm: 3 MKT
- BMGT 455 Sales Management: 3 UL
- BMGT 392 Intro Int'l Bus Mgt: 3 UL
- BMGT 363 Leadership & Teamwork in Org: 3 UL

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

5/26/2016