



**Robert H. Smith School of Business Majors offered at the Universities at Shady Grove
and Course Sequence Guide
for students entering Fall 2017 and after - falling under Gen Ed requirements**

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 Mktg Principles and Org.	3	BMGT	BMGT 323 Taxation of Individuals	3	ACCT
BMGT 364 Managing People & Org.	3	BMGT	ENGL 394 Business Writing	3	PW
BMGT 367 Career Search Strategies	1	BMGT	BMGT 495 Strategic Management	3	BMGT
Gen Ed*/UL Elective	3	UL			
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 411 Ethics & Prof. in Accounting	3	ACCT
BMGT 380 Business Law I	3	BMGT	BMGT 417 Corp, Partners & Estate Tax	3	ACCT
ECON 340 International Economics	3	BMGT	BMGT 446 International Finance	3	UL
Gen Ed*/Elective**	3	LL/UL	Gen Ed*/UL Elective	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 Mktg Principles and Org.	3	BMGT	BMGT 495 Strategic Management	3	BMGT
BMGT 364 Managing People & Org.	3	BMGT	Upper Level Elective	3	UL
BMGT360 Strategic Mgt of Human Capital	3	MGMT	BMGT 365 Entrp Finance & Private Eqty	3	MGMT
BMGT 361 Entrp: Venture Mgmt	3	MGMT	ENGL 394 Business Writing	3	PW
BMGT 367 Career Search 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 Bus Plan for New Venture	3	MGMT	BMGT 363 Leadership & Teamwork in Org	3	MGMT
BMGT 380 Business Law I	3	BMGT	Upper Level Elective	3	UL
BMGT 496 Bus Ethics and Society	3	MGMT	BMGT 446 International Finance	3	UL
Gen Ed*/Elective**	3	LL/UL	Gen Ed*/UL Elective	3	UL

Marketing Major

First Term, Year 3			Second Term, Year 3		
BMGT 340 Business Finance	3	BMGT	BMGT 301 Intro Info Systems	3	BMGT
BMGT 350 Mktg Principles and Org.	3	BMGT	BMGT 372 Intro Logistics and SCM	3	MKT
BMGT 364 Managing People & Org.	3	BMGT	BMGT 495 Strategic Management	3	BMGT
BMGT 367 Career Search Strategies	1	BMGT	BMGT 451 Consumer Analysis	3	MKT
ENGL 394 Business Writing	3	PW	Gen Ed*/UL Elective	3	UL
Gen Ed*/UL Elective	3	UL			
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	BMGT	BMGT 392 Intro Int'l Bus Mgt	3	UL
Gen Ed*/Elective**	3	LL/UL	BMGT 363 Leadership & Teamwork in Org	3	UL

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

Gateway Course Equivalency Chart

Course	UMD Course #	MC Equivalency	FCC	PGCC	Howard CC	AACC
			Equivalency	Equivalency	Equivalency	Equivalency
Principles of Accounting I	BMGT220	ACCT221 (AC201)	ACCT101	ACC1010	ACCT111	BPA201 (BPA211)
Principles of Accounting II	BMGT221	ACCT222 (AC202)	ACCT102	ACC1020	ACCT112	BPA202 (BPA212)
Micro Economics	ECON200	ECON202 (EC202)	EC202	ECN1040	ECON102	ECO212
Macro Economics	ECON201	ECON201 (EC201)	EC201	ECN1030	ECON101	ECO211
Applied Calculus I	MATH120/220, 130, or 140	MATH150 (MA160) or MATH181 (MA181)	MA201 or 210	MAT2160 or 2410	MATH145 or 181	MAT230 or MAT191
Business Statistics	BMGT230 or 231	MATH117 (MA116) or BSAD210 (BA210)	BU/MA205 (MA206)	MAT2210	MATH138	BPA232
*Public Speaking	COMM100, 107, or 200	COMM108 (SP108) or COMM112 (SP112)	CMSP103 or 107	SPH1010 or 1110	SPCH105	COM111
**Intro to Business	BMGT110	BSAD101 (BA101)	BU103	BMT1010	BMGT100	BPA111

*Public Speaking is not a Gateway course, but is a lower level Smith School degree requirement, so a student must take this course in order to graduate from the Smith School.

**Intro to Business is not a Gateway course, but is recommended for students interested in being admitted in to the Smith School.

Important Note:

The University of Maryland has a website that shows UM course equivalencies for transfer courses. For more information or to evaluate a transfer course please visit the UM Transfer Credit Services at <http://www.transfercredit.umd.edu/tclookup.html>. Use the "transfer course look-up" button and follow the directions. Students are responsible for verifying equivalencies with the UM Transfer Credit Center.