



# INTERNATIONAL BUSINESS FUNCTIONAL SEQUENCE

Effective Fall 2022

Rev'd SP24

## BBA - HONORS

General Education Core			
Course No.	Title	Hrs	Prerequisites and Minimum Classification
Maximum 15 credits of "Ds" and minimum grade of "C" for MATH courses. *If placed into MATH 156 first, then these 4 credit hours must be achieved through alternative elective(s).			
ECON 001	Principles of Economics I	3	View the Howard Course Catalog or contact the Department coordinating the course
ECON 002	Principles of Economics II	3	
ECON 180	Statistics for Business & Economics	3	
ENGW 104/105	English Writing Requirements	6	
MATH 007/MATH 010	Pre-Calculus/College Alg. II	4	
MATH 026/MATH 156	Applied Calculus/Calculus I	4	
POLS	Political Science Elective	3	
SOCI 010	Intro to Cultural Anthropology	3	
<a href="#">See approved list</a>	Afro-American Elective	3	
<a href="#">See approved list</a>	Foreign Language Requirements (Level 2+)	12	
<a href="#">See approved list</a>	Science Elective	3	
PHIL 082	Representative Thinkers	3	
	Business Elective	3	

Total Credit Hours 53

Business Core			
Maximum 6 credits of "Ds" and minimum grade of "C" in ACCT 201 and MKTG 301.			
ACCT 201 (Honors)	Accounting Principles I (Honors/Mjrs)	3	MATH 006 (C)
ACCT 202 (Honors)	Accounting Principles II (Honors/Mjrs)	3	ACCT 201 (C); MATH 007/MATH 010 (C)
BCOM 320	Business Communication	3	ENGW 104/ENGW 105; MATH 026/MATH 156 (C); Sophomore Standing
BECN 330	Managerial Economics	3	ECON 001; ECON 002; INFO 311; MATH 026/MATH 156 (C)
BLAW 305	Business Law I	3	MATH 026/MATH 156 (C); Junior Standing
FINA 311/312 <sup>^</sup> (Honors)	Finance Principles/Business Finance (Honors/Mjrs)	3	ACCT 201/ACCT 202; ECON 001/ECON 002; MATH 026/MATH 156 (C)
INFO 010	Business Problem Solving	2	None
INFO 204 (Honors)	Mgmt Info Systems (Honors)	3	INFO 010
INFO 311 (Honors)	Quantitative Business Analysis (Fall – Honors)	3	ECON 180; INFO 204; MATH 026/MATH 156 (C); Junior Standing
INFO 335	Production & Operations Mgmt	3	INFO 311; Junior Standing
MGMT 001	Career Counseling	1	MGMT 011
MGMT 010	Business Orientation I	1	None
MGMT 011	Business Orientation II	1	MGMT 010
MGMT 301 (Honors)	Management & Org. Behavior (Fall – Honors)	3	ACCT 201 (C); ECON 001; ECON 002; MATH 026/156 (C); Soph. Standing
MGMT 390 (Honors)	Business Policy (Spring – Honors)	3	MGMT 301; Senior Standing
MKTG 301 (Honors)	Principles of Marketing (Honors)	3	ACCT 201 (C); ECON 001/ECON 002; MATH 026/MATH 156 (C)

Total Credit Hours 41

Major Core			
Minimum 2.5 GPA and grade of "C."			
INBU 300	Principles of International Business	3	ACCT 202; ECON 001; ECON 002; MATH 026/156 (C)
INBU 320	International Marketing	3	INBU 300 (C); MKTG 301 (C); Junior
INBU 340	International Financial Management	3	FINA 311/312; INBU 300 (C); Junior
INBU 360	Management of International Business	3	INBU 300 (C); INBU 320 (C); INBU 340 (C); MGMT 301; Senior

Total Credit Hours 12

Major Electives			
Minimum 2.5 GPA and grade of "C." Choose <u>one</u> of the following courses:			
FINA 372	Emerging Markets Finance	3	FINA 311/312 (C); Junior
INBU 361	Import/Export Management	3	INBU 300 (C); INBU 320 (C)
INBU 365	International Human Resources Mgmt	3	INBU 300 (C)
INBU 380	International Entrepreneurship	3	INBU 300 (C); INBU 320 (C); MGMT 301
INBU 385	International Business & Emerging Markets	3	INBU 300 (C)
INBU 390	Seminar in International Business	3	INBU 300 (C)

Total Credit Hours 3

Total Credit Hours Required for Graduation in Program: 131 - See functional sequences below (12 credits)

Minimum 2.0 Cumulative GPA



# IB FUNCTIONAL SEQUENCES

ACCT Functional Sequence			
Minimum 2.5 GPA and grade of "C."			
ACCT 310	Intermediate Accounting I	3	ACCT 201 (C)
ACCT 311	Intermediate Accounting II	3	ACCT 310 (C)
Choose <u>two</u> of the following courses:			
ACCT 341	Auditing II	3	ACCT 340 (C)
ACCT 343	Ethics, Values & Governance	3	ACCT 202 (C)
ACCT 360	Non-For-Profit Accounting	3	ACCT 202 (C)
ACCT 370	International Accounting	3	ACCT 310 (C)
ACCT 385	Forensic Accounting	3	ACCT 202 (C)

Total Credit Hours 12

COBIS Functional Sequence			
Minimum 2.5 GPA and grade of "C."			
INFO 210	Introduction to Software Design	3	INFO 204 (C)
INFO 330	Database Management	3	INFO 204 (C)
INFO 370	Systems Analysis & Design	3	INFO 330 (C); Junior
Choose <u>one</u> of the following courses:			
INFO 308	Visual C++	3	INFO 210 (C)
INFO 325	Intro to Data and Network Communications	3	INFO 210 (C)
INFO 340/341	Intro to C++ or Java	3	INFO 210 (C)
INFO 365	Simulations and Information Systems	3	INFO 311 (C); INFO 340/341 (C)
INFO 375	Seminar in Computer Based Information Systems	3	INFO 204 (C); Junior
INFO 380	Decision Support and Expert	3	INFO 330/370 (C)
INFO 384	Business Analytics	3	ACCT 202; ECON 180; INFO 204; MATH 026/156 (C); Junior
INFO 385	Introduction to E Business	3	INFO 204 (C); Junior
INFO 386	Intro to Human Computer Interaction	3	INFO 204 (C); Junior
INFO 387	Intro to Web Authoring Tools	3	INFO 210 (C)
INFO 391	Intro to Information Security	3	INFO 210 (C)
INFO 393	Network/Internet Security Mgmt	3	INFO 210 (C)
INFO 394	Secure Electronic Commerce	3	INFO 204 (C)
INFO 395	Information Assurance	3	INFO 204 (C)
INFO 396	Project Management	3	ACCT 202; ECON 180; INFO 204; MATH 026/156 (C)
INFO 398	Info Systems Consulting	3	INFO 330 (C); INFO 370 (C); Senior
INFO 399	Senior Project	3	Approval

Total Credit Hours 12

Entrepreneurship Functional Sequence			
Minimum 2.5 GPA and grade of "C."			
INBU 380	International Entrepreneurship	3	INBU 300 (C); INBU 320 (C); MGMT 301
MGMT 350	Management of Small Business	3	MGMT 301 (C)
MGMT 351	Entrepreneurship General	3	FINA 311/312; MATH 026/156 (C); MGMT 301 MKTG 301; Junior
MGMT 355	New Venture Development	3	MGMT 301 (C); Sophomore

Total Credit Hours 12

FINA Functional Sequence			
Minimum 2.5 GPA and grade of "C."			
FINA 313	Financial Management	3	FINA 311/312 (C)
FINA 380	Business Financial Policy & Decision Making	3	FINA 313 (C); Senior
Choose <u>two</u> of the following courses:			
FINA 307	Series 7 Prep	3	FINA 312 (C); Junior
FINA 320	Principles of Personal Financing	3	FINA 311/312 (C)
FINA 321	Wealth Management	3	FINA 311/312 (C)
FINA 325	Capital Markets	3	FINA 311/312 (C)
FINA 330	Principles of Investment	3	FINA 311/312 (C); Junior
FINA 331	Investment Management	3	FINA 311/312 (C); Junior
FINA 357	Advanced Finance Analysis (CFA)	3	FINA 313 (C); Senior; Approval
FINA 360	Seminar in Finance	3	FINA 311/312 (C); Junior
FINA 363	Financial Modeling & Analysis	3	FINA 311/312 (C)
FINA 364	Investment Banking	3	FINA 313 (C)
FINA 365	Financial Derivatives	3	FINA 313 (C); FINA 330
FINA 371	Venture Capital & Private Equity	3	FINA 313 (C)

FINA 373	Financial Statement Analysis	3	FINA 313 (C)
FINA 374	Valuation	3	FINA 313 (C)

Total Credit Hours 12

Insurance Functional Sequence			
Minimum 2.5 GPA and grade of "C."			
INSU 350	Risk & Insurance	3	ACCT 202; ECON 001; ECON 002; MATH 026/156 (C)
INSU 351	Life & Health Insurance	3	ACCT 201 (C); ACCT 202; FINA 311/312; INSU 350
INSU 352	Property Liability Insurance	3	INSU 350
INSU 354	Risk Management	3	INSU 352

Total Credit Hours 12

MGMT Functional Sequence			
Minimum 2.5 GPA and grade of "C."			
MGMT 303	Human Resource Management	3	MGMT 301 (C); Sophomore
MGMT 351	Entrepreneurship General	3	FINA 311/312; MATH 026/156 (C); MGMT 301; MKTG 301; Junior
Choose two of the following courses:			
MGMT 304	Labor Management Relations	3	MGMT 301 (C); Sophomore
MGMT 307	Leadership and Spirituality	3	MGMT 301 (C); Sophomore
MGMT 311	Advanced Management Consulting	3	MGMT 301 (C); Junior; Approval
MGMT 314	Diversity and Inclusion in Orgs	3	MGMT 301 (C); Sophomore
MGMT 315	Entrepreneurial Opportunity Recognition	3	MGMT 301 (C); Sophomore
MGMT 331	Decision Making	3	MGMT 301 (C); Sophomore
MGMT 350	Management of Small Business	3	MGMT 301 (C); Sophomore
MGMT 353	Entrepreneurial Marketing	3	MGMT 301 (C); Sophomore
MGMT 355	New Venture Development	3	MGMT 301 (C); Sophomore
MGMT 356	Entrepreneurial Externship	3	MGMT 351/INBU 380 (C); Junior; Approval
MGMT 380	Seminar in Management	3	MGMT 301 (C); Senior

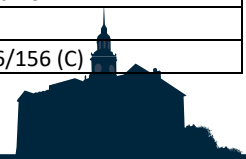
Total Credit Hours 12

MKTG Functional Sequence			
Minimum 2.5 GPA and grade of "C."			
MKTG 310	Consumer Behavior	3	MKTG 301 (C)
MKTG 315	Marketing Research	3	ECON 180; MKTG 301 (C)
MKTG 399	Marketing Planning & Strategy	3	MKTG 310 (C); MKTG 315 (C); Senior
Choose one of the following courses:			
MKTG 304	Publication Management	3	MKTG 301 (C)
MKTG 319	Sales Management	3	MKTG 301 (C)
MKTG 320	Marketing Communications	3	MKTG 301 (C)
MKTG 331	Social & Internet Marketing	3	MKTG 301 (C)
MKTG 335	Film Industry Marketing	3	MKTG 301 (C); Approval
MKTG 345	Economics of Film & Entertainment	3	MKTG 301 (C); Approval
MKTG 361	Marketing Analytics	3	ECON 180; MKTG 301 (C)
MKTG 370	Services Marketing	3	MKTG 301 (C)
MKTG 380	Sports Marketing	3	MKTG 301 (C)
MKTG 381	Marketing for Startups	3	MKTG 301 (C)
MKTG 385	Multicultural Marketing	3	MKTG 301 (C)
MKTG 390	Special Topics in Marketing	3	MKTG 301 (C)
MKTG 395	Individual Study in Marketing	3	MKTG 301 (C); Approval
MKTG 398	Advanced Digital Marketing	3	MKTG 301 (C)

Total Credit Hours 12

Supply Chain Management Functional Sequence			
Minimum 2.5 GPA and grade of "C."			
SCHM 211	Intro to Logistics	3	ECON 180; INFO 204; MATH 026/156 (C); Junior
SCHM 340	Procurement	3	ECON 180; INFO 204; MATH 026/156 (C); Junior
SCHM 390	Supply Chain Integration	3	SCHM 211 (C); SCHM 340 (C); Senior
INFO 396	Project Management	3	ACCT 202; ECON 180; INFO 204; MATH 026/156 (C)

Total Credit Hours 12



# IB FUNCTIONAL SEQUENCES (HONORS)

## FOUR-YEAR EXAMPLE SCHEDULE

### First Year

Course No.	Course Title	Hrs	Course No.	Course Title	Hrs
<b>First Semester</b>			<b>Second Semester</b>		
MGMT 020	Honors Seminar I	1	MGMT 021	Honors Seminar II	1
ENGW 104	English Writing Requirement I	3	ENGW 105	English Writing Requirement II	3
MATH 007 <b>OR</b> MATH 010	Pre-Calculus/College Algebra II	4	MATH 026 <b>OR</b> MATH 156	Applied Calculus/Calculus I	4
INFO 204	Mgmt Info Systems (Honors/Mjrs)	3	Foreign Language II (Level 2) <sup>^^</sup>		
INFO 010	Business Problem Solving	2	ACCT 201	Accounting Principles I (Honors/Mjrs)	3
ECON 001	Principles of Economics I	3	ECON 002	Principles of Economics II	3
MGMT 010	Business Orientation I	1	MGMT 011	Business Orientation II	1
<b>Total Credit Hours</b>			<b>17</b>	<b>Total Credit Hours</b>	
				<b>18</b>	

### Second Year

<b>First Semester</b>			<b>Second Semester</b>		
MGMT 022	Honors Seminar I	1	INBU 300	Principles of International Business	3
ACCT 202	Accounting Principles II (Honors/Mjrs)	3	BLAW 305	Business Law I	3
ECON 180	Statistics-Bus & Economics	3	Functional/Regional Sequence Course #1		
MKTG 301	Principles of Marketing (Honors)	3	Political Science Elective <sup>^^</sup>		
MGMT 301	Mgmt & Org Behavior (Honors)	3	Business Elective		
Foreign Language III (Level 3) <sup>^^</sup>					
MGMT 001	Career Counseling	1			
<b>Total Credit Hours</b>			<b>17</b>	<b>Total Credit Hours</b>	
				<b>15</b>	

### Third Year

<b>First Semester</b>			<b>Second Semester</b>		
MGMT 024	Honors Seminar I	1	MGMT 025	Honors Seminar II	1
INFO 311	Quantitative Business Analysis (Honors)	3	INFO 335	Production & Operations Mgmt	3
FINA 311/312 <sup>^</sup>	Finance Principles/Business Finance (Honors/Mjrs)	3	INBU 320	International Marketing	3
Afro-American Elective <sup>^^</sup>			INBU XXX	INBU Elective	3
Science Elective <sup>^^</sup>			SOCI 010	Intro to Cultural Anthropology	3
Foreign Language IV (Level 4) <sup>^^</sup>			Foreign Language (Conversational) <sup>^^</sup>		
<b>Total Credit Hours</b>			<b>16</b>	<b>Total Credit Hours</b>	
				<b>16</b>	

### Fourth Year

<b>First Semester</b>			<b>Second Semester</b>		
MGMT 026	Honors Seminar I	1	MGMT 026	Honors Seminar II	1
INBU 340	International Financial Management	3	INBU 360	Management of Intl Business (Major Capstone)	3
BECN 330	Managerial Economics	3	MGMT 390	Business Policy (Honors)	3
BCOM 320	Business Communication	3	PHIL 082	Representative Thinkers	3
Functional/Regional Sequence Course #2			Functional/Regional Sequence Course #4		
Functional/Regional Sequence Course #3			EXTRA CLASSES (If needed for scholarship req.)*		
<b>Total Credit Hours</b>			<b>16</b>	<b>Total Credit Hours</b>	
				<b>16</b>	

**Total Credit Hours Required for Graduation in Program 131\***