IU Bachelor of Science in Business  
Fall 2012 Requirements

The 120 credit hour B.S. in Business is designed to help students become excellent business managers in whatever path they choose—working in large corporations or small companies, or in building one's own business. All students are educated in foundational business courses and general education. Students select one (or more) concentration areas to focus in—accounting, finance, management, or marketing.

SPECIAL NOTES

- A cumulative GPA of 2.0 (C average) is required for the degree.
- No grade below C- will count towards the degree except in the case of electives, where a D or higher is accepted.
- Residency requirement: Students must complete the last 30 credit hours of their degree program at IUPUC.
- You are responsible for reviewing the bulletin and Undergraduate Handbook, asking questions to clarify degree requirements, and tracking your progress toward graduation using the Academic Advisement Report (AAR) in OneStart.

GENERAL EDUCATION REQUIREMENTS

**Communication Foundations (9 cr)**

- ENG-W131 Elementary Composition I  ___ cr
- ENG-W231 Professional Writing Skills (P: W131)  ___ cr
- COMM-R110 Fundamentals of Speech Communication  ___ cr

**Quantitative Literacy (9-10 cr)**

- MATH-M118 or M119 or MATH 15300 or 16500  ___ cr
- Finite Math, Brief Survey of Calculus, Algebra & Trig I, or Calculus I  ___ cr
- ECON-E280 Applied Statistics for Business & Economics I (P: M118, M119, 15300, or 16500)  ___ cr
- ECON-E281 Applied Statistics for Business & Economics II (P: E280)  ___ cr

**Humanities (6 cr)**

Choose courses from the following departments:

- COMM, ENG-I, FOLK, HER, HIST, MUS, PHIL, and REL  ___ cr
- ___________________________________  ___ cr

**Social Sciences (12 cr)**

- ECON-E201 Intro to Microeconomics  ___ cr
- ECON-E202 Intro to Macroeconomics  ___ cr

Choose courses from the following departments:

- ANTH, GEOG, MIL, POLS, PSY, SOC, and SPEA  ___ cr
- ___________________________________  ___ cr

**Science, Engineering, and Technology (3 cr)**

Choose one course from the following departments:

- AST, BIOL, CHEM, CSCI, ENGR, GEOL, MATH (M118 or higher), ME, MET, and PHYS  ___ cr

**BUSINESS REQUIREMENTS**

**Business Core (39 cr)**

- BUS-X100 Intro to Business Administration  ___ cr
- BUS-X103 Learning Communities  ___ cr
- BUS-W200 Business Management (P: X100)  ___ cr
- BUS-A201 Intro to Financial Accounting (P: X100)  ___ cr
- BUS-A202 Intro to Managerial Accounting (P: A201)  ___ cr
- BUS-D301 International Business Environment (P: W200, E201, E202)  ___ cr
- BUS-F301 Financial Mgmt (P: A202, W200, E280)  ___ cr
- BUS-M301 Marketing Mgmt (P: W200, ENG-W231)  ___ cr
- BUS-P301 Operations Mgmt (P: W200, E281)  ___ cr
- BUS-X390 Integrative Experience (P: F301, M301, P301)  ___ cr
- BUS-Z302 Managing and Behavior in Organizations (P: W200)  ___ cr
- BUS-J401 Administrative Policy (P: X390, senior standing)  ___ cr
- BUS-J404 Business and Society (P: Z302, senior standing)  ___ cr
- BUS-X483 or __490 (2 cr) Internship, Research Opportunity, or Study Abroad (permission required)  ___ cr

**Concentration Area (18 cr)**

See back side for details.

- Accounting  ___ cr
- Finance  ___ cr
- Management  ___ cr
- Marketing  ___ cr

**ELECTIVE REQUIREMENTS**

**Electives (23-24 cr)**

Courses that apply toward the degree but not toward any of the other requirements listed, to bring total hours to 120 credits or more. Up to 12 elective credit hours can be BUS courses; other electives must come from the general education requirements.

- ___________________________________  ___ cr
- ___________________________________  ___ cr
- ___________________________________  ___ cr
- ___________________________________  ___ cr
- ___________________________________  ___ cr
- ___________________________________  ___ cr
- ___________________________________  ___ cr
- ___________________________________  ___ cr
Concentration Area Course Requirements

ACCOUNTING (18 cr)
Required courses (12 cr):
- BUS-A311 Intermediate Accounting I (P: A202)
- BUS-A312 Intermediate Accounting II (P: A311)
- BUS-A325 Cost Accounting (P: A202)
- BUS-A328 Introduction to Taxation (P: A202)

Choose two courses from the following (6 cr):
- BUS-A335 Gov’t and Non-Profit Accounting (P: A311)
- BUS-A339 Advanced Income Tax (P: A328)
- BUS-A422 Advanced Financial Accounting (P: A312)
- BUS-A424 Auditing (P: A312)
- BUS-A437 Advanced Managerial Accounting (P: A325)

Students working towards the CPA or CMA credential should see their Academic Advisor early in their college career. Elective courses can and should be designed in a way that is consistent with the requirements set forth by the American Institute of Certified Public Accountants and the Institute of Management Accountants, respectively.

FINANCE (18 cr)
Required courses (15 cr):
- BUS-F303 Intermediate Investments (P: F301)
- BUS-F305 Corporate Finance (P: F301)
- BUS-F420 Portfolio Management (P: F301)
- BUS-F421 Risk Management (P: F301)
- BUS-F494 International Financial Management (P: D301, F301)
- BUS-M303 Marketing Research (P: M301)
- BUS-M450 Marketing Strategy (P: M303, P or C: M405)
- BUS-P421 Supply Chain Management (P: P301)
- BUS-Z443 Training and Development (P or C: Z440)
- OLS 45000 Project Management

Choose any one business (BUS) course at the 300-400 level (3 cr)
- BUS--

Students desiring attainment of the CFA credential should see their Academic Advisor to be sure to design elective courses in a way that optimizes learning that is consistent with the requirements set forth by the Institute of Chartered Financial Analysts.

MANAGEMENT (18 cr)
Required courses (9 cr):
- BUS-W430 Organizations and Org Change (P: Z302)
- BUS-Z440 Personnel-HR Management (P: Z302)
- BUS-Z447 Leadership, Teamwork, & Diversity (P: Z302)

Choose three courses from the following (9 cr):
- BUS-A325 Cost Accounting (P: A202)
- BUS-D302 International Business: Operation of International Enterprises (P: D301)
- BUS-F305 Corporate Finance (P: F301)
- BUS-F494 International Financial Management (P: D301, F301)
- BUS-M303 Marketing Research (P: M301)
- BUS-M450 Marketing Strategy (P: M303, P or C: M405)
- BUS-P421 Supply Chain Management (P: P301)
- BUS-Z443 Training and Development (P or C: Z440)
- OLS 45000 Project Management

Some students may have the option of customizing their management concentration if they have special academic and professional interests they wish to pursue. Students should consult their Academic Advisor for more information before planning their schedule.

MARKETING (18 cr)
Required courses (12 cr):
- BUS-M303 Marketing Research (P: M301)
- BUS-M401 International Marketing (P: M301)
- BUS-M405 Buyer Behavior (P: M301)
- BUS-M450 Marketing Strategy (P: M303, P or C: M405)

Choose two courses from the following (6 cr):
- BUS-M415 Advertising and Promotion (P: M301)
- BUS-M419 Retail Management (P: M301)
- BUS-M426 Sales Management (P: M301)
- BUS--

Students desiring attainment of the CFA credential should see their Academic Advisor to be sure to design elective courses in a way that optimizes learning that is consistent with the requirements set forth by the Institute of Chartered Financial Analysts.

(812) 348-7273       Oncourse, Facebook, and LinkedIn: Business@IUPUC           business@iupuc.edu       Updated 5/4/12 LRJ
Health Services Administration Concentration Proposal

The purpose of the concentration in Health Services Administration in the IUPUC Division of Business is to offer Nursing students who are not accepted into the Nursing program an alternative educational path. Below is a proposal for a new concentration within the Bachelor of Science in Business degree program after reviewing similar degree programs at IUPUI, Central Michigan University, Ferris State University, and Georgetown University.

Thanks to Denise Jennings for developing a unique feature for this concentration. Students can complete their BSB with a concentration in Health Services Administration at IUPUC and complete all of the required coursework to enter the IUPUI Accelerated BSN 2nd degree Option within 120 credit hours. Students choosing the Health Services Administration concentration can complete a BSB in Health Services Administration and a BSN degree in about 5½ years.

IUPUC denies admission to 80-120 prospective Nursing students a year at IUPUC, many of whom do not further their education after not entering the Nursing program. These students, if they do not continue their education, have a negative impact on IUPUC student retention and graduation. This new concentration will improve IUPUC retention and graduation rates. The impact of negative Nursing admission decisions on the region is even greater with lost wages and shattered dreams for some prospective Nursing students. The Health Services Administration concentration provides students with a new path for completing their education and if they choose earn the clinical BSN degree they initially pursued.

This new concentration will improve educational attainment in South-Central Indiana by providing an option for students interested in the health care field. Retention of an additional 40 freshman to their sophomore year could push up the retention rate for the IUPUC campus by as much as five to ten percentage points.

Bachelor of Science in Business Degree requirements: General Education (39 credits), Business Core (39 credits), Electives (24 credits, at least 12 credits non-Business), and Business Concentration (18 credits). We propose a Health Services Administration concentration within the Bachelor of Science in Business undergraduate degree. Students take courses in Finance, Ethics, and Strategy as part of the Business core classes. Students also must complete an internship as part of their degree requirements.

Health Services Administration (18cr)

Required Courses (15 cr)

______ BUS-ZYY1 Health Care in America (P: W200, ECON E202, A202)
______ BUS-ZYY2 Principles of Epidemiology (P: Health Care in America)
______ BUS-ZYY3 Community Health (P: Health Care in America)
______ BUS-ZYY4 Legal Aspects of Health Care Administration (P: Health Care in America)
______ BUS-ZYY6 Health Systems Administration (P: Principles of Epidemiology, Community Health, and Legal Aspects of Health Care Administration)

Choose any one business (BUS) course at the 300-400 level (3 cr)

______ BUS-
______ BUS-ZYY5 Quality Management in Health Care (P: Health Care in America)
<table>
<thead>
<tr>
<th>IUPUI School of Public Health (54 credits)</th>
<th>Central Michigan University (45 credits)</th>
<th>Ferris State University (36 credits)</th>
<th>Georgetown University (33 credits)</th>
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<tbody>
<tr>
<td>Legal Aspects of Health Care Administration (E)</td>
<td>Legal Aspects of Health Services Organizations (R)</td>
<td>Health Care Law 1 and 2 (R)</td>
<td>Legal Environment Health Care (R)</td>
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<tr>
<td>Principles of Epidemiology (R)</td>
<td>Managing the Health of the Population (R)</td>
<td>Epidemiology and Statistics (R)</td>
<td>Epidemiology (R)</td>
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<td>Health Systems Administration (R)</td>
<td>Health Services Administration (R)</td>
<td>Health Care Administration (R)</td>
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<tr>
<td>Community Health (E)</td>
<td>Community Health (R)</td>
<td>Public Health (R)</td>
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<tr>
<td>Advanced Health Finance and Budgeting (R)</td>
<td>Financial Aspects of Health Services Organizations (R)</td>
<td>Health Care Finance 1, 2, and 3 (R)</td>
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<tr>
<td>Introduction to Health Care Service Organizations and Systems (R)</td>
<td>Orientation to Health Care (R)</td>
<td>Health Care in America (R)</td>
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<td>Strategic Planning for Health Care Organizations (R)</td>
<td>Health Care Strategic Applications (R)</td>
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<td>Biostatistics (R)</td>
<td>Quality Improvement in Health Services (R)</td>
<td>Quality Management in Health Care (R)</td>
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<td>Health Administration Internship (R)</td>
<td>Health Administration (R)</td>
<td>Health Quality Internship (R)</td>
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<tr>
<td>Health Care Economics (E)</td>
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<td>Health Care System Economics (R)</td>
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<tr>
<td>Chronic and Long-Term Care Administration (E)</td>
<td>Principles of Long Term Care (R)</td>
<td>Medical Terminology (R)</td>
<td>Language of Health &amp; Disease (R)</td>
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<tr>
<td>Health Administration Ethics Seminar (R)</td>
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<td>Environmental Health Science (E)</td>
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<td>Health Policy (E)</td>
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<td>Health Care Marketing (E)</td>
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<tr>
<td>Development of Proposals and Reports in Health Administration (R)</td>
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<td>Health Care Promotion/Disease Prevention (R)</td>
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<tr>
<td>Health Planning (R)</td>
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<td>Delivering Care Across the Continuum (R)</td>
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<tr>
<td>Decision Technologies in Health Care (R)</td>
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<td>Politics of Health Care (R)</td>
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<tr>
<td>Safety Issues in Health Care (R)</td>
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Information from websites about the Health Services Administration major

IUPUI


Careers that Make a Difference

Health administration graduates can be found working for a variety of public, nonprofit, and private organizations. Some examples of employers include, but are not limited to:

- Anthem Blue Cross Blue Shield
- IU Health
- Community Health Network
- Eli Lilly and Company
- Hall Render Killian Heath and Lyman
- Indiana Health and Hospital Association
- Indiana State Department of Health
- Marion County Health Department
- St. Vincent Hospital and Health Services


Health Services Management Careers

The health services management major will prepare you for a variety of occupations within the health care industry including, but not limited to:

- Billing Analyst
- Budget and Reimbursement Analyst
- Group Practice Manager
- Health Care Consultant
- Home Health Care
- Long-Term Care Administrator
- Hospital Administrator
- Hospital Marketing
- Human Resources Specialist
- Insurance Sales and Claims
- Medical Staffing Coordinator
- Pharmaceutical Sales Representative
- Physician Recruiter
- Provider Relations Representative
Central Michigan University

Description of the program at:
http://www.cmich.edu/academics/health_professions/hp_academics/health_sciences/academic_programs/health_administration/Pages/default.aspx.

Description of the coursework at:
https://bulletins.cmich.edu/department_programs.asp?yr=2004&level=UG&loc=onc&dpid=50000181&dep=Health+Sciences,+School+of.
Program requirements are at: https://bulletins.cmich.edu/build-degree.asp.

Ferris State University


Description of the program at: http://www.ferris.edu/HTMLS/colleges/alliedhe/csrchca/Health-Care-System-Admin/HOME-Health-Care-System-Administration.htm.

List of the required classes at: http://catalog.ferris.edu/programs/69.

Georgetown University

Department web page at: http://nhs.georgetown.edu/healthsystems/.

Degree coursework at: http://nhs.georgetown.edu/docs/ProgressHCMPMgmt.pdf.