

BUSINESS DEGREE CHECKLIST

2018-2019 CATALOG YEAR

ADMISSION

Students should apply for admission to the Eccles School (Upper Division) when they are taking their final pre-business courses by submitting an online application.

(Undergrad.Eccles.Utah.Edu > Admissions > Declare Major > #3 Apply for Admission to the Eccles School)

MAJOR DECLARATION

When students are admitted to the Eccles School (Upper Division), they are declared as *Business Administration BS* (Bachelor of Science). Students who would like to pursue a different Eccles School major must complete the prerequisites for that major, then submit an online application.

(Undergrad.Eccles.Utah.Edu > Academics > Majors)

HONORS DEGREES

Students seeking an HBA (Honors Bachelor of Arts) or HBS (Honors Bachelor of Science) from the Eccles School must complete the Honors College's requirements and their major's honors requirements.

(Undergrad.Eccles.Utah.Edu > Academics > Honors College)

TRANSFER CREDIT

Students who have transfer credit that may fulfill Eccles School requirements can petition for equivalency.

(Undergrad.Eccles.Utah.Edu > Admissions > Transfer Students > Transfer Equivalency Guide)

GRADING

C- is the minimum grade for all required business courses. Credit or no credit (CR/NC) is not an option.

To schedule an appointment with an academic advisor, please stop by SFEBB 1120, call 801.581.7853, or visit [Eccles.Link/UAS-Appts](#).

PRE BUSINESS CORE: 18 CREDITS

- ___ **IS 2010** – Computer Essentials
- ___ **MATH 1090** – Business Algebra (QA)
 - Will accept MATH 1050, MATH 1080, MATH 1100, or higher.
 - Will accept a score ≥ 2 on the AP Calculus AB/BC exam.
 - Will not accept Quantitative Literacy (QL) credits.
- ___ **ACCTG 2600** – Survey of Accounting
- ___ **BUS or ECON 2010*** – Principles of Microeconomics
 - Will accept a score ≥ 3 on the AP Microeconomics exam.
 - *All sections of BUS 2010 are reserved for Business Scholars.
- ___ **BUS 1050 or 1051** – Foundations of Business Thought
- ___ **OIS 2340** – Business Statistics (QB)
 - PREREQUISITES: C- or better in IS 2010 and MATH 1090
 - Will accept a score ≥ 3 on the AP Statistics exam.

OPEN UPPER DIVISION CORE: 9 CREDITS

- ___ **BUS 3800-3870*** – 1 course from the Business & Social Science category
- ___ **BUS 3900-3960*** – 1 course from the Business & Humanities category
 - *All sections of BUS 3800 and BUS 3900 are reserved for Business Scholars.
- ___ **MGT 3810 or 3815*** – Business & Professional Communication (CW)
 - PREREQUISITE: B- or better in EAS 1060, WRTG 2010, or WR2
 - Will accept HONOR 3200.
 - Will accept WRTG 3016 for all Eccles School majors except Management and Operations.
 - *All sections of MGT 3815 are reserved for Business Scholars.

CLOSED UPPER DIVISION CORE: 27 CREDITS

- ___ **ACCTG 3600 or 3601** – Principles of Accounting
- ___ **FINAN 3040 or 3041** – Financial Management (QI)
- ___ **FINAN 3050** – Introduction to Investments (QI)
 - PREREQUISITE: C- or better in FINAN 3040 or 3041
- ___ **IS 4410 or 4411** – Information Systems
- ___ **MGT 3680 or 3681** – Human Behavior in Organizations
- ___ **MKTG 3010 or 3011** – Principles of Marketing
- ___ **OIS 3660 or 3661** – Operations Management
- ___ **STRAT 3410** – Business Law
- ___ **STRAT 5700 or 5701** – Strategic Management
 - PREREQUISITES: C- or better in FINAN 3040 or 3041, MGT 3680 or 3681 and MKTG 3010 or 3011

MAJOR REQUIREMENTS: 21+ CREDITS

See next page.

Students with questions about University of Utah, General Education, and Bachelor's Degree requirements should contact the Academic Advising Center. SSB 450 | 801.581.8146 | advising.utah.edu

UNIVERSITY OF UTAH REQUIREMENTS

- 122 credits (minimum)
- 40 upper division credits (minimum)
- 2.0 cumulative GPA (minimum)
- Residency Hours (registrar.utah.edu)

GENERAL EDUCATION REQUIREMENTS: 24+ CREDITS

	<i>Minimum Grade</i>
<input type="checkbox"/> American Institutions (AI)	D- or CR
<input type="checkbox"/> Lower Division Writing (WR2) – WRTG 2010 or equivalent	B- or C-
<input type="checkbox"/> Fine Arts (FF)	D- or CR
<input type="checkbox"/> Fine Arts (FF)	D- or CR
<input type="checkbox"/> Humanities (HF)	D- or CR
<input type="checkbox"/> Humanities (HF)	D- or CR
NOTE: BUS 1051 does not count as an HF for Eccles School majors.	
<input type="checkbox"/> Physical/Life Science (SF)	D- or CR
<input type="checkbox"/> Physical/Life or Applied Science (SF/AS)	D- or CR
** Quantitative Reasoning (QA) – satisfied by MATH 1090	C-
** Quantitative Reasoning (QB) – satisfied by OIS 2340	C-
** Social/Behavioral Science (BF) – waived for Eccles School majors	

BACHELOR'S DEGREE REQUIREMENTS: 3+ CREDITS

	<i>Minimum Grade</i>
<input type="checkbox"/> Diversity (DV)	C- or CR
** Upper Division Communication/Writing (CW) – satisfied by MGT 3810 or 3815	C-
** International (IR) – satisfied by Global Perspectives	C-
** Bachelor of Science (RECOMMENDED)	
Quantitative Intensive (QI) – satisfied by FINAN 3040 or 3041 and 3050	C-
OR	
<input type="checkbox"/> Bachelor of Arts (not recommended for Eccles School students) at least 2020 level proficiency in a foreign language	C- or CR

** denotes courses satisfied by Eccles School requirements

NOTES:

ENTREPRENEURSHIP

2018-2019 CATALOG YEAR

Prepare to follow trends, identify emerging opportunities, and pursue possibilities.

Admission to the Entrepreneurship major is competitive. Please visit [Eccles.Link/ENTP-Admission](#) for information about admission criteria and policies.

In addition to completing the University of Utah's and David Eccles School of Business' core requirements, students seeking a Bachelor's Degree in Entrepreneurship must complete the following courses. Students can find full course descriptions and requisite details in the [general catalog](#) and on the [class schedule](#).

CORE: 19 CREDITS

___ **ENTP 5765** – Leading the Entrepreneurial Firm

RECOMMENDED COREQUISITE: ENTP 5770

Topics include: how to build and lead an effective entrepreneurial team; self-evaluating strengths, weaknesses, and personality types; strategies for correcting team problems; evaluation methods for team members; and leadership strategies.

___ **ENTP 5770** – Business Discovery & Creation

RECOMMENDED COREQUISITE: ENTP 5765

Topics include: theories of value; opportunities for entrepreneurial action; how to identify, design, enact, and interpret experiments that reveal an opportunity's value; and gaining stakeholders' support (including co-founders and resource providers).

___ **ENTP 5771** – Business Model Innovation

Topics include: the links between entrepreneurship, innovation, and strategy; value creation; profit models; competitive advantages; common types of business models; and how to use business model innovation to reinvigorate established firms.

___ **ENTP 5772** – Entrepreneurial Marketing

PREREQUISITE: C- or better in MKTG 3010 or 3011

Topics include: developing an initial business concept (including market analysis and segmentation, customer research, and product evaluation), feasibility studies, and product and consumer research.

___ **ENTP 5776** – Entrepreneurial Analytics

PREREQUISITE: full major status in Entrepreneurship

Topics include: testing business ideas, sizing markets, designing performance measures to improve ideation (including surveys) and interpreting different types of data.

___ **ENTP 5870** – The Foundry

The Foundry is a business incubator for students. The interactive, experience-based curriculum provides students with the tools, concepts and peer support system needed to develop and validate business concepts.

___ **1 of the following courses:**

ENTP 5773 – Forming & Funding the Entrepreneurial Firm

PREREQUISITE: full major status in Entrepreneurship

ENTP 5774 – Funding the Social Enterprise

PREREQUISITE: full major status in Entrepreneurship

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ELECTIVE: 3 CREDITS

_____ 3 credits of electives:

BUS 5880 – Business Student Intern Program (e.g. EDU-Turn Internship)

Students are enrolled by application only.

ENTP 4999 – Entrepreneurship Honors Thesis/Project

PREREQUISITES: Member of the Honors College and department consent

ENTP 5760 – Management of Innovation

ENTP 5775 – Intrapreneurship: Using Entrepreneurship Strategies in Large Firms

PREREQUISITE: full major status in Entrepreneurship

ENTP 5800 – Poverty Alleviation & Entrepreneurship

PREREQUISITE: department consent

ENTP 5850 – Special Topics in Entrepreneurship

ENTP 5860 – Entrepreneur Studies

ENTP 5880 – Daniels Fund Ethics Initiatives Entrepreneurship Internship

PREREQUISITES: 3.3+ GPA, C- or better in ENTP 5770, and full major status in Entrepreneurship

Students are enrolled by application only.

STRAT 3450 – Intellectual Property: Copyright, Patent, & Trademark

STRAT 5750 – Profiles of Leadership

Students are enrolled by application only.

STRAT 5850 – Special Topics in Strategy

GLOBAL PERSPECTIVES: 6 CREDITS

_____ ENTP 5777 – Global Challenges for the Entrepreneur

PREREQUISITE: full major status in Entrepreneurship

Topics include: identifying global opportunities for entrepreneurial businesses, identifying challenges associated with exploiting these opportunities, tools to address these challenges, global sourcing (including contracts, alliances, import restrictions and regulations, and global negotiations), how to identify potential markets, export restrictions, and building global teams.

_____ 1 university-approved International (IR) course