

College of Business

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Mission Statement

The College of Business exists to create enduring educational value for our students, for our alumni, and for the business, professional, and academic communities we serve:

For our students—whom we prepare to succeed in a rapidly changing, technology-driven global business environment;

For our alumni—to whom we provide opportunities for continuing professional development and a legacy that appreciates as our excellence grows;

For the business and professional communities—to whom we offer knowledgeable graduates, educational programs, research, and collaborative projects;

For the academic community—to whom we bring new knowledge through high-quality research and the development of future scholars.

Our vision is to create a College of Business (COB) that is distinguished among urban public business schools as a center for global business education, technology, and research. Our most noteworthy teaching and research expertise lies in the business arenas linking South Florida, Latin America, and the world economy.

The College offers undergraduate, graduate, professional education, customized training, and executive education programs to enterprises around the world. While continuing to meet the needs of students in the South Florida community, we are intensifying our educational

service delivery to international students and enterprises, especially those in Latin America.

In all of our programs, we strive to instill in students a profound understanding of the changing nature of international business in an integrated and digital global economy. We ensure they are well versed in the impact information technology is having on how enterprises are organized and managed and on how products and services are created and marketed. We provide them with a solid grasp of business processes, the ability to think critically and to solve problems ethically, and the sense to conduct oneself with integrity and within the context of social and environmental responsibility. We foster their commitment to life-long learning in a dynamic, complex, and competitive world.

Our faculty engage in basic and applied research and in instructional development to contribute not only to the general knowledge base in the field of business but also to the ways in which this knowledge is created and shared. The College boasts a state-of-the-art information technology infrastructure that enables us to provide leading edge instruction and research, including online course delivery. At the same time, our IT investment supports our ongoing curricular innovation in related fields like enterprise-wide computing and logistics.

Organization

The College is organized into the Alvah H. Chapman, Jr. Graduate School of Business, the R. Kirk Landon Undergraduate School of Business, the School of Accounting and the Departments of Decision Sciences and Information Systems, Finance, Management and International Business, Marketing, and Real Estate Institute.

The College also houses several centers of excellence dedicated to teaching, research, and service. These include the Jerome Bain Real Estate Institute, the Ryder Center for Supply Chain Systems, the Knight Ridder Center for Excellence in Management, the Office of Professional Education, the Office of Executive Education, the Global Center for Entrepreneurship and Innovation, and the Center for International Business Education and Research.

Degree Programs

Through its Landon Undergraduate School, the College of Business (COB) offers academic programs leading to the undergraduate degrees of Bachelor of Business Administration (BBA) and Bachelor of Accounting (BACC). Through its Chapman Graduate School, COB offers graduate degrees of Master of Accounting (MACC), Master of Business Administration (MBA), Master of International Business (MIB), Master of Science in Finance (MSF), Master of Science in Management with a track in Information Systems (MSMIS), Master of Science in Taxation (MST), Executive Master of Science in Taxation (EMST), Master of Science in Human Resources Management (MSHRM), and Doctor of Philosophy in Business Administration (Ph.D.).

The Eugenio Pino and Family Global Entrepreneurship Center

The Eugenio Pino and Family Global Entrepreneurship Center, founded in 2003 in the College of Business at Florida International University, fosters entrepreneurship

throughout South Florida and internationally. The Pino Center provides the FIU and local communities with the knowledge and networks that enable them to reach their entrepreneurial objectives of designing, launching and nurturing successful new ventures and assisting established innovative enterprises in moving to the next level. Activities include: workshops and webinars, a business plan competition, a yearly conference on venture capital in the Americas, a venture mentor service, and a publication series, including working papers. Student and faculty in the Department of Management and International Business, as well as other departments and other schools and colleges within the University, are invited to participate in the programs and activities of the Pino Entrepreneurship Center. For more information, visit www.entrepreneurship.fiu.edu.

R. Kirk Landon Undergraduate School of Business

Undergraduate Degree Programs Professional BBA Programs (PBBA)

In addition to traditional academic programs leading to the undergraduate degrees of Bachelor of Business Administration (BBA) and Bachelor of Accounting (BACC) the College offers three innovative undergraduate programs that enable students to pursue their career full-time. These programs, referred to as the PBBA Weekend program, the PBBA Sunrise program, and the PBBA Online Program consist of a series of lock-step courses that lead to a Bachelor of Business Administration (BBA) degree with a Management major in a concentrated time span. Each class admitted to these programs proceeds through the curriculum as a group. Students in the PBBA Weekend Program attend classes on Saturday only and complete their degree requirements in 21 months. Students in the PBBA Sunrise Program attend early-morning, 90-minute classes three times per week followed by extensive use of online learning. Students in the cohort-based PBBA Online Program take all courses in the online learning environment. This technology-assisted learning enables students in the Sunrise and Online programs to complete their degree requirements in 18 months. All three PBBA programs charge tuition plus additional fees for value-added services and are limited to a select number of students. The admission standard for these programs is a GPA of 2.5 or higher. For additional information, including admission requirements, please contact the program manager (305) 348-4052, email: ProfessionalBBA@fiu.edu or visit <http://business.fiu.edu>.

Undergraduate Majors

Major programs leading to the Bachelor's degree are offered in Accounting, Finance, Human Resource Management, International Business, Management, Management Information Systems, Marketing, and Real Estate. Also offered within the management major are tracks in the following areas: Entrepreneurship, Green Management, and Leadership and Change Management. A track in Logistics is also offered within the marketing major. Students are encouraged to visit the undergraduate student services website for additional information and assistance: <http://business.fiu.edu>.

Undergraduate Double Majors

Students in the COB have the ability to graduate with a double business major. Triple majors are not available to COB students. Students may take any combination of the 8 majors. The process of admitting a student to a double major is as follows:

1. The student must complete the second major form. The student must be fully admitted to the primary major at the time the second major request is submitted.
2. Upon admission to the double major, the student may apply up to a maximum of three (3) major courses (9 semester hours) from the primary major's major course requirements to the second major.

Special note for Accounting students: When a student declares accounting as a double major, accounting is always considered the "primary major".

Special note for students taking International Business Honors as a second major:

- BUL 4310 Legal Environment of Business may be taken instead of INR 3403 if the student is a CBA double major.

Undergraduate Non-Business Student Minors

The College offers several minors for undergraduate, non-business students: a minor in Business, a minor in Marketing, a minor in Professional Sales, a minor in Social Media and E-Marketing Analytics, and a minor in Entrepreneurship. Admission to all minors is set at a 2.5 GPA. All minor students must be fully admitted to their major in another college. Business majors are not eligible for a minor.

Students should be admitted to the minor PRIOR to taking classes. Courses taken prior to admission may not count towards the minor.

Students opting for a minor in business must complete the following five courses at Florida International University and obtain a minimum grade of "C" in each of the five courses (15 credit-hours):

ACG 3024	Accounting for Managers and Investors
FIN 3105	Personal Investment Management
ISM 3012	Introduction to Decision and Information Systems
MAN 3022	Introduction to Management
MAR 3024	Principles of Marketing

All courses counting towards the minor must be taken at FIU. The minor in Entrepreneurship is discussed in the "Management and International Business" section of this catalog; the minors in Marketing, Professional Sales, and Social Media and E-Marketing Analytics are discussed in the "Marketing" section of this catalog.

Undergraduate Degree Programs

Admission Requirements

Applicants must follow regular University admission procedures and upon admission declare their specific major in Business Administration. In addition, students must complete the following as part of their 60 credit-hours of lower-division course work: six credit hours of accounting; six credit hours of economics; three credit-hours of calculus; three credit-hours of business statistics;

and three credit-hours of computer applications. The GPA earned in the 60 credit-hours must be 2.5 or higher.

Students eligible for readmission are subject to the University's and the College's degree program's regulations in effect at the time of readmission.

Major Maps

Once accepted into an undergraduate program in the University, students must log into their my.fiu.edu account to obtain their major maps and their assigned advisor information. The major map outlines the student's program of study which details the course sequencing and requirements to ensure the successful and timely completion of their degree. For any questions about course work and degree requirements, students should contact their advisor.

Upper-division Transfer

Students may be able to transfer previously-earned credit towards upper-division study in the College if 1) the credit was designated as junior or senior level at an accredited, four-year, upper-level institution, and 2) the student earned a grade of "C" or higher, or the credit can be validated by some acceptable measure to verify its equivalence. Students wishing to transfer to the college must be in good standing at their previous school or college.

Change of Major

Students who wish to change from a major in another college or school within the university to a new major within the College of Business must meet the degree requirements in effect at the time of the change of major.

Computer Literacy Requirement

Before students can enroll in CGS 3300 (or ACG 4401), they must demonstrate computer literacy proficiency. They can meet this requirement by completing CGS 2100 – Introduction to Micro-computers or an equivalent course and receiving a grade of "C" or higher in the course.

Residency Requirement

Students must complete the last 30 semester hours of course work at the University to qualify for an undergraduate degree.

Study Abroad

The maximum number of credit-hours allowed to undergraduate students for participating in a study-abroad program is six (6).

Additional Policies

1. Undergraduate students majoring in subjects outside the College of Business will not be permitted to apply more than 30 semester hours of business courses toward their degree.
2. Undergraduate students who register for any graduate business course must be formally admitted to a graduate degree program at the university following the university's admission procedures.
3. Faculty has the discretion to administratively drop students who do not attend the first class of a course.

Undergraduate Degree Program Requirements

In general, students who can earn a bachelor's degree from the College of Business will have completed professional work that includes:

1. Required courses designed to provide students with a common body of knowledge that includes:
 - a. Concepts and processes in the production, financing and marketing of goods and services in a business enterprise or organization, both domestically and internationally;
 - b. The economic and legal environments of and the ethical, social, and political influences on profit and non-profit organizations;
 - c. Concepts and applications in accounting, quantitative methods, computers and management information systems;
 - d. Organizational theory and behavior and interpersonal communication;
 - e. Administrative and decision-making processes in climates of uncertainty, including policy analysis at the highest management levels.
2. Required courses in major;
3. Approved upper division business elective courses.

Academic Standards

To earn an undergraduate degree from the College of Business Administration, all students must:

1. Earn a grade of "C" or higher in all major courses and in core courses within their major area of study.
2. Earn a grade of "C-" or higher in each non-major core course.
3. Satisfy the requirements of their respective programs of study and satisfy all university requirements for graduation.

The College adheres strictly to the university's dismissal policy.

Students should be sure to read and understand Florida International University's policies regarding "Academic Warnings, Probation, and Dismissals" as described in the "General Information" section of this catalog. These policies apply to all students in the College of Business.

In addition to satisfying the degree requirements specified in the university's "General Information" section of the catalog, students in the College of Business must have completed the following course work:

Required Courses (3 credit-hours each)

Students are required to achieve a grade of "C" or higher in each of the following courses:

ACG 2021	Accounting for Decisions
ACG 3301	Accounting for Planning and Control
CGS 2100	Microcomputer Applications for Business
ECO 2013	Principles of Macroeconomics
ECO 2023	Principles of Microeconomics

Students are also required to achieve a grade of "B" or higher in MAC 2233 or STA 2023 and a grade of "C" or higher in the other course.

In addition to the above, students admitted in Fall 2012 or after are required to take GEB 2011, Introduction to Business, and obtain a grade of "C" or higher in this course.

The courses listed above will be waived if a student received a grade of "C" or higher in the equivalent lower division courses. However, upper-division credit will not be given for these courses.

Common Prerequisite Courses and Equivalencies

<u>FIU Course(s)</u>	<u>Equivalent Course(s)</u>
ACG 2021	ACGX021 or ACGX022 or ACGX001 and ACGX011
ACG 3301	ACGX071 or ACGX301
CGS 2100	CGSX100 or CGSX100C or CGSX530 or CGSX570 or CGSX060 or CGSX531 or CGSX000 or ISMX000
ECO 2013	ECOX013
ECO 2023	ECOX023
STA 2023	STAX023 or STAX122 or QMBX100
MAC 2233	MACX233 or MACX230

Courses which form part of the statewide articulation between the State University System and the Florida College System will fulfill the Lower Division Common Prerequisites.

For generic course substitutions/equivalencies for Common Program Prerequisites offered at community colleges, state colleges, or state universities, visit: <http://www.flvc.org>. See Common Prerequisite Manual.

Business Core Courses (27 Credit-hours)

The business core courses listed below are required for all undergraduate students in the College of Business. Listed with them are the prerequisites (where applicable) for each of the business core courses.

CGS 3300	Introduction to Information Systems*	3
<i>(Prereqs: (a) ACG 3301, MAC 2233, STA 2023 or equivalents with a grade of 'C' or higher; (b) CGS 2060 or CGS 2100 or equivalents with a grade of 'C' or higher; (c) minimum 45 credit hours earned; (d) only open to Business students.)</i>		
COM 3150	Advanced Communication for Business**	3
<i>(Prereqs: Full admission to College of Business, SPC 2062 or SPC 2608, and 60+ credit hours.)</i>		
BUL 4310	Legal Environment of Business*	3
<i>(Prereqs: (a) ACG 2021, ACG 3301, CGS 2100, ECO 2013, ECO 2023, STA 2023 and MAC 2233 or equivalents with a grade of 'C' or higher; (b) minimum 60 credit hours earned; (c) only open to Business students.)</i>		
FIN 3403	Financial Management	3
<i>(Prereqs: ACG 3301, STA 2023 and MAC 2233 or equivalents with a grade of 'C' or higher, minimum 45 credit hours earned, UGBU standing.)</i>		
MAN 3025	Organization and Management	3
<i>(Prereqs: (a) ACG 3301, STA 2023 and MAC 2233 or equivalents with a grade of 'C' or higher; (b) minimum 45 credit hours earned; (c) only open to Business students.)</i>		
MAN 4504	Operations Management	3
<i>(Prereqs: (a) ACG 2021, ACG 3301, CGS 2100, ECO 2013, ECO 2023, STA 2023 and MAC 2233 or equivalents with a grade of 'C' or higher; (b) minimum 60 credit hours earned; (c) QMB 3200 or equivalent with a grade of 'C-' or higher; (d) only open to Business students.)</i>		

MAN 4720	Strategic Management	3
<i>(Prereqs: (a) ACG 2021, ACG 3301, ECO 2013, ECO 2023, STA 2023 and MAC 2233 or equivalents with a grade of 'C' or higher; (b) MAN 3025 or equivalent with a grade of 'C-' or higher; (c) the minimum of three of the following courses with a grade of 'C-' or higher CGS 3300, COM 3110, BUL 4310, FIN 3403, MAR 3023, QMB 3200, MAN 4504 or equivalents; (d) minimum 90 credit hours earned; (e) only open to Business students.)</i>		
MAR 3023	Marketing Management – GL	3
<i>(Prereq: 45 credit hours earned.)</i>		
QMB 3200	Applications of Quantitative Methods in Business	3
<i>(Prereqs: (a) ACG 3301, STA 2023 and MAC 2233 or equivalents with a grade of 'C' or higher; (b) minimum 60 credit hours earned; (c) only open to Business students.)</i>		

*These courses should not be taken by students majoring in Accounting. Instead, Accounting majors must take ACG 4401 Accounting Information Systems and BUL 4320 Business Law.

**NOTE: Students admitted before Fall 2011 can take either COM 3150, Advanced Communication for Business or COM 3110, Business and Professional Communication.

Prerequisite Requirements

Prerequisite course requirements for entry into upper level courses will be enforced. Students will be administratively dropped from courses when they lack the required prerequisite course or courses and/or required grade. With the implementation of Panthersoft, the College will begin enforcing prerequisites at the time of registration.

Note: The programs, policies, requirements, and regulations listed in this catalog are subject to continual review in order to meet the needs of the University's various publics and to respond to the mandates of the Florida Board of Education and the Florida Legislature. Changes may be made without advance notice. Please refer to the "General Information" section of this catalog for the university's policies, requirements, and regulations. For the most current and updated information, refer to the COB and appropriate Schools/Departments web sites.