

## College of Business

*Interim Dean*

*Associate Dean, Chapman Graduate School of Business*

*Associate Dean, International Programs*

*Associate Dean, Landon Undergraduate School of Business*

*Executive Director, Marketing and*

*National Branding*

*Director, Graduate Program*

*Administration*

*Director, Executive and Professional Education*

*Director, Global Recruitment and Operations*

*Director, Undergraduate Advising*

*Director, Career Management*

*Services*

**William Hardin**

**William Hardin**  
**Sumit Kundu**

**Richard Klein**

**Jeffrey Heebner**

**Angel Burgos**

**Jacqueline Sousa**

**Anna Pietraszek**

**Kelly Ferguson**

**John Nykolaiszyn**

### Department Chairs and School Directors:

*School of Accounting*

*Finance*

*Global Leadership and Management*

*Information Systems and Business Analytics*

*International Business*

*Marketing and Logistics*

*Tibor and Sheila Hollo School of Real Estate*

**Mark Myring**  
**Shahid Hamid**

**Ravi Gajendran**

**Karlene Cousins**  
**William Newburry**  
**Anthony Miyazaki**

**Eli Beracha**

### 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 business analytics, cybersecurity and logistics.

### Organization

The College is organized into the Alvah H. Chapman, Jr., Graduate School of Business, the School of Accounting, the Tibor and Sheila Hollo School of Real Estate, and the Departments of Finance, Global Leadership and Management, Information Systems and Business Analytics, International Business, as well as Marketing.

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 and Professional Education, and the Global Center for Entrepreneurship and Innovation.

### 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 Information Systems (MSIS), Master of Science in Human Resources Management (MSHRM), Master of Science in International Real Estate (MSIRE), Master of Science in Health Informatics and Analytics (MSHIA), Master of Science in Marketing (MSM), 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 college, 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](http://www.entrepreneurship.fiu.edu).

## R. Kirk Landon Undergraduate School of Business

### Undergraduate Degree Programs

The College of Business offers a Bachelor of Accounting degree as well as Bachelor of Business Administration (BBA) in Business Analytics, Finance, Human Resource Management, Information Systems, International Business, Logistics and Supply Chain Management, Management, Marketing, and Real Estate. Students are encouraged to visit the undergraduate student services website for additional information and assistance: <http://business.fiu.edu>.

### Undergraduate Non-Business Student Minors

The College offers several minors for undergraduate, non-business students: a minor in Business, a minor in Business Analytics, a minor in Logistics and Supply Chain Management, a minor in Marketing, a minor in Professional Sales, a minor in Project Management, 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	Introduction to Accounting for Managers and Investors
FIN 3005	Introduction to Business Finance
ISM 3012	Introduction to Information Systems
MAN 3022	Introduction to Management
MAR 3024	Marketing Fundamentals

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

### Undergraduate Degree Programs

#### Admission and Progression Requirements

Applicants must follow regular University admission procedures and upon admission declare their specific program within the College of Business. In addition, students must:

1. Complete courses detailed under Required Common Prerequisite Courses, or equivalent coursework, noted below, as part of their 60 credit-hours of lower-division course work.
2. In their initial 60 credit-hours, earn a GPA of 2.5 or higher to continue pursuing a degree within the College of Business. (a) AA Transfers, (b) Transfers from other SUS institutions, and (c) students changing degree programs to Business from outside the College of Business, must also comply with the 2.5 of higher GPA requirement.
3. For the set of all Common Prerequisite Course credit hours, earn a GPA of 2.5 or higher to continue pursuing a degree within the College of Business. (a) AA Transfers, (b) Transfers from other SUS institutions, and (c) students changing degree programs to Business from outside the College of Business, must also comply with the 2.5 of higher GPA requirement for the set of Common Prerequisite Course credit hours.
4. Successfully complete each of Common Prerequisite Course within two attempts. Drops after the add/drop period, which result in a DR grade, are considered an unsuccessful attempt at the course, (a) AA Transfers, (b) Transfers from other SUS institutions, and (c) students changing degree programs to Business from outside the College of Business, must also comply with the two attempt limit on Common Prerequisite Courses.
5. Students are expected to make satisfactory progress toward degree completion during their first 60 credit hours of lower-division coursework based on benchmark indicators noted below. Students not making good progress, may be redirected to another degree program. Benchmark indicators include the following:

By End of Term / Credit Hours Earned	Coursework for equivalents Completed	Minimum GPA
1st / 15 hours	CGS 2100 (or PHI 2600)	2.25
2nd / 30 hours	ECO 2023 and MAC 2233	2.35
3rd / 45 hours	ACG 2021 and ECO 2013	2.5
4th / 60 hours	ACG 3301 and STA2021	2.5

All transfer students who have not successfully completed college-level mathematics courses, must complete the Math Placement Assessment for Incoming Students. Results determine appropriate mathematics enrollment.

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 to include admissions and progression requirements.

#### Upper-division Transfer Credits

Students may be able to transfer previously-earned credit towards upper-division study in the College if (a) the credit was designated as junior or senior level at an accredited, four-year, upper-level institution, and (b) 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.

### 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).

### Certificates and Minors

Students not pursuing a second major are limited to pursuing one of the following;

1. a maximum of two certificates offered by the same department as their degree program, or
2. a maximum of two minors offered by the same department as their degree program, or
3. a maximum of one certificate and one minor offered by the same department as their degree program, or
4. either one certificate or one minor offered by a department other than their degree program.

Students may only declare certificate or minor that does not extend the student's time to graduation and/or exceed the required degree credit hours.

Students must declare certificates or minors prior to 90 credit hours earned and/or currently enrolled. The student must complete a Change of Program Plan form to add a certificate or minor.

### Second Degrees

Undergraduate non-business students may ONLY pursue a second degree within the College of Business if the second degree does not extend the student's time to graduation. Similarly, undergraduate business students may ONLY pursue a second degree outside the College of Business if the second degree does not extend the student's time to graduation. Generally, only students with significant dual enrollment and/or Advanced Placement (AP) credits are able to complete a second degree including an undergraduate business program. Second degrees are not permitted when pursuing a second business major, certificate, or minor.

All second degrees involving a College of Business program require approval of the Dean of the College of Business.

Students pursuing second degrees will not be permitted to apply more than 30 semester hours of primary degree courses toward their second degree.

### Second Majors

Students pursuing a bachelor's degree within the College of Business have the ability to graduate with a second business major from among the other Business degree programs. Triple majors are not permitted. Business students may not declare a second major from programs outside of the College of Business, nor may students from outside the College of Business declare a business degree program as a second major. Students who have

earned and/or are currently enrolled in 90 credit hours or more, may not add a second major.

The process for declaring a second major is as follows:

1. The student must complete a Change of Program Plan form. The student must be fully admitted to the primary degree program at the time the second major request is submitted.
2. Upon admission to the second, major, the student may apply up to a maximum of four (4) major courses (12 semester hours) from the primary major's major course requirements to the second major.

### Academic Standards

To earn an undergraduate degree from the College of Business, all students must comply with the following:

1. Students must earn a grade of "C" or higher in each of the lower-division Common Prerequisite Courses.
2. Students must earn a grade of "C" or higher in all upper-division major courses.
3. Students must earn a grade of "C" or higher in all upper-division Business Core Courses. Each of these courses cannot be attempted more than three times. Drops after the add/drop period, which result in a DR grade, are considered an attempt in the course and count as an unsuccessful enrollment.
4. As a student within the College of Business, each student gets two drops after the add/drop period, which result in "DR" grades, in their first 60 credits attempted. Each College of Business student get two additional drops after the add/drop period, which result in "DR" grades, in the second 60 credits attempted. Unused drops after the add/drop period, which result in "DR" grades, do not carry over from the first 60 credits attempted to the second 60 credits attempted. Students entering the College of Business as transfer students with an A.A. degree from a Florida public college or with 60 or more transfer credits earned from another college or university only get two drops after the add/drop period, which result in "DR" grades. Students with disabilities who need to drop a course due to disability-related reasons are allowed to petition for additional drops after the add/drop period, which result in "DR" grades. Students who can document extenuating circumstances may petition the College for additional drops. Approval to drop additional courses in excess of those allowed must be obtained from the College of Business.
5. Students are expected to follow degree program Major Map in making satisfactory progress toward degree completion. Students deviating from Major Maps may be redirected to another degree program.
6. Students must satisfy the requirements of their respective programs of study and satisfy all university requirements for graduation.
7. Students who (a) have 60 credit hours earned, but (b) have not completed the seven Common Prerequisite Course for Business majors, may register for, and/or complete, no more than 15 credit hours of upper-division Business courses.
8. 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.

9. Faculty has the discretion to administratively drop students who do not attend the first class of a course.

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 Common Prerequisite 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	Managerial Accounting
ECO 2013	Principles of Macroeconomics
ECO 2023	Principles of Microeconomics
MAC 2233	Calculus for Business
STA 2023	Statistics for Business and Economics

Additionally, students pursuing a Bachelor degree in Accounting, Business Analytics, Finance, Information Systems, International Business, Human Resources Management, Management, Marketing, or Real Estate are also required to achieve a grade of "C" or higher in.

CGS 2100	Microcomputer Applications for Business
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While students pursuing a Bachelor degree in Logistics and Supply Chain Management are required to achieve a grade of "C" or higher in.

PHI 2600	Introduction to Ethics
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In addition to the above:

1. Students admitted in Fall 2012 or after, as freshman or transfer students with fewer than 30 credit hours earned, are encouraged to take GEB 2011, Introduction to Business, during their first year.

2. Students admitted in the Fall 2018 or after, as freshman with fewer than 30 credit hours earned, are required to complete SPC 2608, Public Speaking for their Undergraduate Core Curriculum Arts Requirement.

### 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

PHI 2600*	PHIX600, BULX241, CGSX092, BULX131, MANX440, GEBX350, CGSX110, CGSX570, or CGSX531
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\*As noted above under Required Common Prerequisite Courses, this course or its equivalent options is required for the Logistics and Supply Chain Management degree only.

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.

Please visit <https://cpm.flvc.org> for a current list of state-approved common prerequisites.

### Required Business Core Courses (24 Credit-hours)

The business core courses listed below are required for all undergraduate students in the College of Business. Prerequisites for each of the business core courses can be found in the College of Business Course Descriptions portion of the Undergraduate Catalog.

Students must complete one of the following courses (3 credit hours).

ACG 4401	Accounting Information Systems <sup>1</sup>	
	<b>or</b>	
ISM 3011	Information Systems Management*	3

Students must also complete one of the following courses (3 credit hours).

BUL 4310	Legal Environment of Business*	3
	<b>or</b>	
BUL 4320	Business Law <sup>1</sup>	3

Students must additionally complete one of the following courses (3 credit hours).

QMB 4680	Business Statistics and Analysis II	3
	<b>or</b>	
MAN 4504	Operations Management <sup>3</sup>	3

Finally, students must complete each of the following courses (18 credit hours):

FIN 3403	Financial Management	3
MAN 3025	Organization and Management	3
MAN 4720	Strategic Management – GL	3
MAR 3023	Introduction to Marketing – GL	3
QMB 3200	Business Statistics and Analysis I	3

<sup>1</sup> These two courses (ACG 4401, Accounting Information Systems, and BUL 4320, Business Law) should ONLY be taken by students pursuing a Bachelor of Accounting and who have successfully completed the upper-division Accounting Entrance Examination.

<sup>2</sup> Students admitted before Fall 2016 may take CGS 3300, Introduction to Information Systems.

<sup>3</sup> Students admitted before Fall 2018 may take MAN 4504, Operations Management.

### Required Business Professional Development Courses (3 Credit hours)

The business professional development courses listed below are required for all undergraduate students in the College of Business- Prerequisites for each of the business professional development can be found in the College of Business Course Descriptions portion of the Undergraduate Catalog.

COM 3112	Speech and Writing for Business
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	Communication	2
GEB 3003	Career Management	1
<b>**NOTE:</b> Students admitted before Fall 2011 can take either		
COM 3150	Advanced Business and Professional Communication	
	<b>or</b>	
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.

**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.