College of Business

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Senior Associate Dean: Ruth Ann McEwen
Associate Dean, Chapman Graduate School: Walfried Lassar
Associate Dean, International Program: Sumit Kundu
Assistant Dean for Undergraduate Affairs: Richard Klein
Executive Director, Development: Sergio Tigera
Executive Director, Operations and Strategic Initiatives: Sara Lipman
Executive Director, Executive and Professional MBA Programs: Angel Burgos
Director, Undergraduate Advising: Kelly G. Ferguson
Director, School of Accounting: Ruth Ann McEwen
Director, Ph.D. Programs: William Hardin
Director, Jerome Bain Real Estate Institute and the Tibor and Sheila Hollo School of Real Estate: Luisa Perez
Interim Director, Career Management Services: John Nykolaiszyn

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 School of Accounting, the Tibor and Sheila Hollo School of Real Estate, and the Departments of Finance, Information Systems and Business Analytics, Management and International Business, and 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 (M.Acc), 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 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](http://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 innovative undergraduate programs that enable students to pursue their career full-time. The PBBA 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. The PBBA program charge tuition plus additional fees for value-added services and are limited to a select number of students. The admission standard for this program is a GPA of 2.5 or higher. For additional information, including admission requirements, please contact the program manager [ProfessionalBBA@fiu.edu](mailto:ProfessionalBBA@fiu.edu) or visit [http://business.fiu.edu](http://business.fiu.edu).

**Undergraduate Majors**

Major programs leading to the Bachelor’s degree are offered in Accounting, Finance, Human Resource Management, International Business, Logistics and Supply Chain Management, Management Information Systems, Marketing, and Real Estate. Students are encouraged to visit the undergraduate student services website for additional information and assistance: [http://business.fiu.edu](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 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”.

**Undergraduate Non-Business Student Minors**

The College offers several minors for undergraduate, non-business students: a minor in Business, a minor in Logistics and Supply Chain Management, 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 3005 Introduction to Business Finance
- ISM 3012 Introduction to Decision and 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 “Management and 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 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 Common Prerequisite Courses 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. Additionally, for all continuing FIU and transfer students the GPA earned for all Common Prerequisite Course credit hours must be 2.5 or higher.

All transfer students must also complete the Math Placement Assessment for Incoming Students. The results from that assessment are utilized to guide students for placement in appropriate mathematics courses.

For transfer students who have not successfully completed college-level mathematics courses, results determine appropriate mathematics enrollment. Students transferring in college-level mathematics courses should use their results to assess (a) readiness for remaining mathematics courses and (b) readiness for upper-division Business Core Courses in finance and quantitative methods.
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 ISM 3011 (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 receive 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, all students must:
1. Earn a grade of "C" or higher in each of the lower-division Common Prerequisite Courses. Each of these courses cannot be attempted more than twice. 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.
2. Earn a grade of "C" or higher in all upper-division major courses.
3. Earn a grade of "C" or higher in all upper-division Business Core Courses within their major area of study. Each of these courses cannot be attempted more than twice. 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. Earn a grade of "C" or higher in each non-major 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.
5. 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 Common Prerequisite Courses (3 credit-hours each)

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACG 2021</td>
<td>Accounting for Decisions</td>
</tr>
<tr>
<td>ACG 3301</td>
<td>Accounting for Planning and Control</td>
</tr>
<tr>
<td>CGS 2100</td>
<td>Microcomputer Applications for Business</td>
</tr>
<tr>
<td>ECO 2013</td>
<td>Principles of Macroeconomics</td>
</tr>
<tr>
<td>ECO 2023</td>
<td>Principles of Microeconomics</td>
</tr>
<tr>
<td>MAC 2233</td>
<td>Calculus for Business</td>
</tr>
<tr>
<td>STA 2023</td>
<td>Statistics for Business and Economics</td>
</tr>
</tbody>
</table>

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.

Common Prerequisite Courses and Equivalencies

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

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.


Business Core Courses (27 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.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>CGS 3300</td>
<td>Introduction to Information Systems*</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>or</td>
<td></td>
</tr>
<tr>
<td>ISM 3011</td>
<td>Introduction to Information Systems Management*</td>
<td>3</td>
</tr>
</tbody>
</table>

As well as each of the following courses:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>COM 3150</td>
<td>Advanced Communication for Business**</td>
<td>3</td>
</tr>
<tr>
<td>BUL 4310</td>
<td>Legal Environment of Business*</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3403</td>
<td>Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>MAN 3025</td>
<td>Organization and Management</td>
<td>3</td>
</tr>
<tr>
<td>MAN 4504</td>
<td>Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>MAN 4720</td>
<td>Strategic Management – GL</td>
<td>3</td>
</tr>
<tr>
<td>MAR 3023</td>
<td>Introduction to Marketing – GL</td>
<td>3</td>
</tr>
<tr>
<td>QMB 3200</td>
<td>Applications of Quantitative Methods in Business</td>
<td>3</td>
</tr>
</tbody>
</table>

*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.