

BUSINESS

School of BUSINESS

Mission Statement

The School of Business is committed to graduating a growing number of committed Christian students in career-ready programs and majors, who have acquired exceptional professional skills and a solid biblical worldview. Our goal is for alumni to excel in their careers, becoming leaders and advancing Christ's Kingdom in the business community and beyond.

University of Northwestern seriously considers the Lord's charge to equip the saints. To that end, the School of Business is dedicated to providing the necessary tools for our alumni to function within a business climate and prepare for graduate programs, while devoting their lives to serving the Lord. In a unique position, Northwestern offers courses in all facets of business and the application and meaning of legal aspects, including Sarbanes-Oxley, defining a Christian perspective. Moral and ethical considerations are integrated within all courses. Scripture demands that we serve as good stewards of the resources and talents with which the Lord entrusts us. A fully integrated business curriculum provides a graduate with the abilities and skills to apply within a secular or church-related field.

The School of Business offers the following degree programs: Bachelor of Science in Accounting, Business Administration, Engineering Management, Finance, or Marketing; Bachelor of Arts in International Business.

Bachelor/MBA Dual Degree Program

Dual Degree Programs: Undergraduate students in the School of Business may apply to take courses at a graduate level which fulfill requirements of the Master of Business Administration (MBA). There are currently three courses (8 credits) designated as Dual Degree courses. Students taking these courses will register for the 5000-level version of the courses, ensuring they are credited toward both undergraduate and graduate degrees. The three courses eligible for Dual Degree credit are Finance II, Human Resource Management, and Business Ethics.

Dual Degree Eligibility: Students must apply for acceptance to the Dual Degree program. Students must send a letter of interest to the Assistant Dean of the School of Business, accompanied by a résumé and writing sample. The Assistant Dean will evaluate the student's letter of interest, résumé, and writing sample, as well as the student's GPA and performance in all business-related coursework. Students must have a cumulative GPA of 3.0 or above to be eligible. In addition, students must have received a C or above in all business-related courses. Once admitted to the Dual Degree program, students will have registration access to 5000-level Dual Degree courses.

Important Note: Admittance to the Dual Degree program does not guarantee admittance to UNW's Master of Business Administration (MBA) program.

Accounting Major Bachelor of Science

The Accounting major is designed to prepare students for careers as professional certified public accountants, corporate controllers, financial officers, internal auditors, governmental accountants, or accountants in charitable organizations. The degree is granted upon completion of credits specified on pages 48–49 (40 credits must be in 3000- or 4000-level courses).

Accounting Major – 150 Credit Rule

Effective July 1, 2006, the State of Minnesota requires the completion of 150 credits to sit for the Minnesota CPA exam. A 150-credit major is not required. One option would be to complete additional credits at UNW.

- **Natural World** mathematics course in core curriculum: C- or better in MAT2035 or MAT2121.
- **Social Science** course in core curriculum: ECO2211 and ECO2212.
- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUS4435 [OCE] [WCE].
- **Students must receive** a grade of C or better in all Business Core courses. Courses with grades below C must be repeated.

Business Core	25 cr	Accounting Requirements	33 cr
ACC2101 Principles of Financial Accounting	4	ACC3201 Intermediate Accounting I	4
ACC2102 Principles of Managerial Accounting	4	ACC3202 Intermediate Accounting II	4
BUS1115 Introduction to Spreadsheets	2	ACC3206 Cost Accounting	4
BUS2011 Introduction to Business Analysis	2	ACC4305 Auditing	4
BUS3331 Business Law - Contract and Agency	3	ACC4306 Income Taxation	4
BUS3835 Professional Skills Seminar	2	ACC4307 Advanced Accounting	4
BUS4435 Business Ethics [OCE] [WCE]		ACC4995 Accounting Internship	1
(SEE SPIRITUAL FORMATION AND INTEGRATION SELECTIVES REQUIREMENT ABOVE)		FIN3222 Finance II	
ECO2211 Introduction to Economics		MAT2055 Statistics	4
(SEE SOCIAL SCIENCE REQUIREMENT ABOVE)		MGT3255 Human Resource Management	
ECO2212 Principles of Macroeconomics			
(SEE SOCIAL SCIENCE REQUIREMENT ABOVE)		Accounting Electives	8 cr
MGT2271 Management	4	Selected from upper-level courses with ACC, BUS, COM, DAL, FIN, MGT, MKT prefix or ECO2213.	
MKT1085 Principles of Marketing	4		

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 SEE PAGE 50 FOR EXPLANATION AND PREREQUISITES.

Course Requirements for Accounting/MBA Dual Degree

Students who are accepted into the Dual Degree program will substitute the following graduate-level courses into the undergraduate degree to fulfill major or core curriculum requirements.

- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUA5420U [OCE] [WCE].

Undergraduate Courses	8 cr	Graduate Courses	8 cr
BUS4435 Business Ethics	4	BUA5420U Business Leadership Ethics	4
FIN3222 Finance II	2	BUA5720U Managerial Finance	2
MGT3255 Human Resource Management	2	BUA5220U Human Resource Leadership	2

Accounting Minor 20 cr

Required Courses: ACC2101, 2102, 3201, 3202, 3206.

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Business Administration Major Bachelor of Science

The Business Administration major is designed to prepare students for a variety of careers in for-profit firms or nonprofit organizations. Graduates with Business Administration majors frequently join small companies or return to manage family businesses. This program is the most flexible of our business majors. Students may follow a well-balanced program in business administration, or they may customize business electives to pursue particular areas of interest. Previously, students have studied agribusiness, supply chain management, and human resource management. The degree is granted upon completion of credits specified on pages 48–49 (40 credits must be in 3000- or 4000-level courses).

- **Natural World** mathematics course in core curriculum: C- or better in MAT2035 or MAT2121.
- **Social Science** course in core curriculum: ECO2211 and ECO2212.
- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUS4435 [OCE] [WCE].
- **Students must receive** a grade of C or better in all Business Core courses. Courses with grades below C must be repeated.

Business Core	25 cr
ACC2101 Principles of Financial Accounting	4
ACC2102 Principles of Managerial Accounting	4
BUS1115 Introduction to Spreadsheets	2
BUS2011 Introduction to Business Analysis	2
BUS3331 Business Law - Contract and Agency	3
BUS3835 Professional Skills Seminar	2
BUS4435 Business Ethics [OCE] [WCE]	
<small>(SEE SPIRITUAL FORMATION AND INTEGRATION SELECTIVES REQUIREMENT ABOVE)</small>	
ECO2211 Introduction to Economics	
<small>(SEE SOCIAL SCIENCE REQUIREMENT ABOVE)</small>	
ECO2212 Principles of Macroeconomics	
<small>(SEE SOCIAL SCIENCE REQUIREMENT ABOVE)</small>	
MGT2271 Management	4
MKT1085 Principles of Marketing	4

Business Requirements	23 cr
BUS3235 International Business	4
BUS4995 Business Administration Internship	1
FIN2221 Finance I	2
FIN3222 Finance II	
MGT3255 Human Resource Management	
MGT3275 Entrepreneurship and Small Business Management ...	4
MGT3276 Operations Management	2
MGT3376 Supply Chain Management	2
MGT4855 Corporate Strategies and Policies	4

Business Electives	10 cr
Selected from upper-level courses with ACC, BUS, FIN, LDR, MGT, MIS, MKT prefix or ECO2213.	

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Course Requirements for Business Administration/MBA Dual Degree

Students who are accepted into the Dual Degree program will substitute the following graduate-level courses into the undergraduate degree to fulfill major or core curriculum requirements.

- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUA5420U [OCE] [WCE].

Undergraduate Courses	8 cr	Graduate Courses	8 cr
BUS4435 Business Ethics	4	BUA5420U Business Leadership Ethics	4
FIN3222 Finance II	2	BUA5720U Managerial Finance	2
MGT3255 Human Resource Management	2	BUA5220U Human Resource Leadership	2

Business Administration Minor 19–21 cr

Required Courses: ACC2101, BUS3331, FIN2221, MGT2271, MKT1085; ECO2201 or ECO2211.

NOTE: THIS MINOR IS NOT AVAILABLE TO STUDENTS PURSUING ANY BUSINESS MAJOR.

Entrepreneurship Minor 20–22 cr

Required Courses: ACC2101, ACC2102, MGT2271, MGT3075, MKT1085; ECO2201 or ECO2211.

NOTE: THIS MINOR IS NOT AVAILABLE TO STUDENTS PURSUING ANY BUSINESS MAJOR.

Engineering Management Major Bachelor of Science

The Engineering Management major is a four-and-one-half-year program designed to provide students with the knowledge and skills needed to excel in business fields which require a moderate level of technical skill. This program includes foundational and advanced engineering and business courses, plus upper-level electives in business and engineering, depending upon student career interest. Students completing this program are prepared to function effectively in areas such as factory supervision, manufacturing engineering, quality assurance, facilities management, project management, and technical sales/support. The degree is granted upon completion of credits specified on pages 48–49 (40 credits must be in 3000- or 4000-level courses).

- **Natural World** courses in core curriculum must include MAT2121 and PHY1201/1201L.
- **Social Science** course in core curriculum: ECO2211 and ECO2212.
- **Spiritual Formation and Integration Selectives requirement** in core curriculum: BUS4435 [OCE] [WCE].
- **Students must receive** a grade of C or better in all Business Core courses. Courses with grades below C must be repeated.

Engineering Core	26 cr	
COS2206	MATLAB	2
EGR1005	Introduction to Engineering	4
EGR2105	Statics and Dynamics	4
EGR2207	Thermodynamics	4
MAT2122	Calculus & Analytical Geom II	4
MAT3252	Calculus-based Statistics	4
PHY1202	Engineering Physics II.	4

Business Core	18 cr	
ACC2101	Principles of Financial Accounting	4
ACC2102	Principles of Managerial Accounting.	4
BUS3835	Professional Skills Seminar	2
BUS4435	Business Ethics [OCE] [WCE] (SEE SPIRITUAL FORMATION AND INTEGRATION SELECTIVES REQUIREMENT ABOVE)	
ECO2211	Introduction to Economics (SEE SOCIAL SCIENCE REQUIREMENT ABOVE)	
ECO2212	Principles of Macroeconomics (SEE SOCIAL SCIENCE REQUIREMENT ABOVE)	
MGT2271	Management	4
MKT1085	Principles of Marketing	4

Engineering & Management Requirements	9 cr	
BUS4995	Business Administration Internship or	
EGR4995	Engineering Internship	1
EGR4856	Engineering Capstone Design Project or	
MIS3265	Systems Analysis & Design	4
MGT3276	Operations Management	2
MGT4245	Business Strategy	2

Selectives **15–16 cr**

Select 8 credits from the following:

COS2071	Programming I – Java or	
COS3272	Programming II – Mobile Application Development ..	4
EGR2107	Intro to Electronics & Electrical Circuits	3
EGR2107L	Electronics and Electrical Circuits Lab	1
(EGR2107 AND EGR2107L MUST BE TAKEN TOGETHER)		
EGR2205	Mechanics of Materials	4
EGR3115	Materials Science and Engineering.	4
EGR3225	Fluid Mechanics.	4
EGR3327	Heat and Mass Transfer.	4

Select 7–8 credits from the following:

ACC3201	Intermediate Accounting I	4
ACC3206	Cost Accounting	4
BUS3331	Business Law - Contract & Agency	3
FIN3222	Finance II	
MGT3075	Intro to Entrepreneurship	2
MGT3255	Human Resource Management	
MGT3275	Entrepreneurship & Small Business Management .	4
MGT3376	Supply Chain Management	2
MGT4267	Project Management	2

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Course Requirements for Engineering Management/MBA Dual Degree

Students who are accepted into the Dual Degree program will substitute the following graduate-level courses into the undergraduate degree to fulfill major or core curriculum requirements.

- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUA5420U [OCE] [WCE].

Undergraduate Courses8 cr	
BUS4435	Business Ethics	4
FIN3222	Finance II	2
MGT3255	Human Resource Management.	2

Graduate Courses8 cr	
BUA5420U	Business Leadership Ethics	4
BUA5720U	Managerial Finance	2
BUA5220U	Human Resource Leadership	2

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Finance Major Bachelor of Science

The Finance major is designed to train undergraduate students to understand and utilize the concepts of business finance currently active in today's corporate and investment communities. Examples of these are risk analysis, taxation, corporate and personal financial planning, investments, cost accounting, and financial analysis. The purpose of the program is to prepare students to perform in either personal or corporate finance. The degree is granted upon completion of credits specified on pages 48–49 (40 credits must be in 3000- or 4000-level courses.)

- **Natural World** mathematics course in core curriculum: C- or better in MAT2035 or MAT2121.
- **Social Science** course in core curriculum: ECO2211 and ECO2212.
- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUS4435 [OCE] [WCE].
- **Students must receive** a grade of C or better in all Business Core courses. Courses with grades below C must be repeated.

Business Core25 cr	Finance Requirements33 cr
ACC2101 Principles of Financial Accounting	4	FIN2221 Finance I	2
ACC2102 Principles of Managerial Accounting	4	FIN3222 Finance II	2
BUS1115 Introduction to Spreadsheets	2	FIN3225 Investments	4
BUS2011 Introduction to Business Analysis	2	FIN3226 Money and Banking	4
BUS3331 Business Law - Contract and Agency	3	FIN3227 Trusts, Wills and Estates	2
BUS3835 Professional Skills Seminar	2	FIN4845 Senior Finance Project	2
BUS4435 Business Ethics [OCE] [WCE]		FIN4995 Finance Internship	1
<small>(SEE SPIRITUAL FORMATION AND INTEGRATION SELECTIVES REQUIREMENT ABOVE)</small>		ACC3206 Cost Accounting	4
ECO2211 Introduction to Economics		ACC4306 Income Taxation	4
<small>(SEE SOCIAL SCIENCE REQUIREMENT ABOVE)</small>		MGT4855 Corporate Strategies and Policies	4
ECO2212 Principles of Macroeconomics		Select from the following (4 cr):	
<small>(SEE SOCIAL SCIENCE REQUIREMENT ABOVE)</small>		ECO2213 Principles of Microeconomics	2
MGT2271 Management	4	FIN3025 Personal Money Management	2
MKT1085 Principles of Marketing	4	MGT3075 Introduction to Entrepreneurship	2
		MGT3275 Entrepreneurship & Small Business Management	4
		MGT3276 Operations Management	2

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Course Requirements for Finance/MBA Dual Degree

Students who are accepted into the Dual Degree program will substitute the following graduate-level courses into the undergraduate degree to fulfill major or core curriculum requirements.

- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUA5420U [OCE] [WCE].

Undergraduate Courses6 cr	Graduate Courses6 cr
BUS4435 Business Ethics	4	BUA5420U Business Leadership Ethics	4
FIN3222 Finance II	2	BUA5720U Managerial Finance	2

Students may take BUA5220U Human Resource Leadership as an elective.

Finance Minor 16 cr

Required Courses: BUS1115, FIN2221, FIN3222, FIN3225, FIN3227; four credits from FIN3226 or FIN3025 and MGT3075.

International Business Major Bachelor of Arts

The International Business major is designed to prepare students for careers in multinational corporations. Studies in business foundations and cross-cultural courses are the beginnings of preparation for international business. The degree is granted upon completion of credits specified on pages 48–49 (40 credits must be in 3000- or 4000-level courses).

- **Natural World** mathematics course in core curriculum: C- or better in MAT2035 or MAT2121.
- **Social Science** course in core curriculum: ECO2211 and ECO2212.
- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUS4435 [OCE] [WCE].
- **BUS4996** is an international work/travel/study experience of three to six months' duration.
- **Students must receive** a grade of C or better in all Business Core courses. Courses with grades below C must be repeated.

Business Core	25 cr
ACC2101 Principles of Financial Accounting	4
ACC2102 Principles of Managerial Accounting.	4
BUS1115 Introduction to Spreadsheets	2
BUS2011 Introduction to Business Analysis.	2
BUS3331 Business Law - Contract and Agency	3
BUS3835 Professional Skills Seminar	2
BUS4435 Business Ethics [OCE] [WCE] (SEE SPIRITUAL FORMATION AND INTEGRATION SELECTIVES REQUIREMENT ABOVE)	
ECO2211 Introduction to Economics (SEE SOCIAL SCIENCE REQUIREMENT ABOVE)	
ECO2212 Principles of Macroeconomics (SEE SOCIAL SCIENCE REQUIREMENT ABOVE)	
MGT2271 Management	4
MKT1085 Principles of Marketing	4

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International Business Requirements	29 cr
ACC3206 Cost Accounting	4
BUS3235 International Business	4
BUS4996 International Business Internship	1
FIN2221 Finance I	2
FIN3222 Finance II	
HISXXX History Course*	4
MGT3255 Human Resource Management	
MGT3275 Entrepreneurship & Small Business Management	4
MGT3276 Operations Management	2
MGT4855 Corporate Strategies and Policies	4

* HISTORY COURSE RELATED TO THE COUNTRY OF THE CHOSEN FOREIGN LANGUAGE.

Foreign Language 16 cr
Must achieve 2102-level competency in the foreign language native to the experience site (Chinese or Spanish recommended).

Course Requirements for International Business/MBA Dual Degree

Students who are accepted into the Dual Degree program will substitute the following graduate-level courses into the undergraduate degree to fulfill major or core curriculum requirements.

- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUA5420U [OCE] [WCE].

Undergraduate Courses	8 cr
BUS4435 Business Ethics	4
FIN3222 Finance II	2
MGT3255 Human Resource Management.	2

Graduate Courses	8 cr
BUA5420U Business Leadership Ethics	4
BUA5720U Managerial Finance	2
BUA5220U Human Resource Leadership	2

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Marketing Major Bachelor of Science

The Marketing major is designed to prepare students for careers in marketing management, product or brand management, sales and sales management, public relations, advertising, promotion, and marketing research. The degree is granted upon completion of credits specified on pages 48–49 (40 credits must be in 3000- or 4000-level courses).

- **Natural World** mathematics course in core curriculum: C- or better in MAT2035 or MAT2121.
- **Social Science** course in core curriculum: ECO2211 and ECO2212.
- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUS4435 [OCE] [WCE]
- **Students must receive** a grade of C or better in all Business Core courses. Courses with grades below C must be repeated.

Business Core	25 cr
ACC2101 Principles of Financial Accounting	4
ACC2102 Principles of Managerial Accounting	4
BUS1115 Introduction to Spreadsheets	2
BUS2011 Introduction to Business Analysis	2
BUS3331 Business Law - Contract and Agency	3
BUS3835 Professional Skills Seminar	2
BUS4435 Business Ethics [OCE] [WCE] (SEE SPIRITUAL FORMATION AND INTEGRATION SELECTIVES REQUIREMENT ABOVE)	
ECO2211 Introduction to Economics (SEE SOCIAL SCIENCE REQUIREMENT ABOVE)	
ECO2212 Principles of Macroeconomics (SEE SOCIAL SCIENCE REQUIREMENT ABOVE)	
MGT2271 Management	4
MKT1085 Principles of Marketing	4

Marketing Requirements	21 cr
MKT3165 Digital Marketing	4
MKT3186 Consumer Behavior and Research	4
MKT3188 Advertising and Promotion	4
MKT4995 Marketing Internship	1
MGT3075 Introduction to Entrepreneurship	2
MGT4267 Project Management	2
MGT4855 Corporate Strategies and Policies	4

Concentration	8–10 cr
Choose a concentration in Analytics, Communication, or Graphic Design. Requirements are listed below.	

Analytics Concentration (10 cr)

DAL2012 Introduction to Data Analysis	2
DAL2235 Principles of Data Analytics	4
DAL4275 Business and Economics Forecasting	4

Communication Concentration (8 cr)

COM4207 Global Communication and International Relations ..	4
WCM3056 Web Content Strategy	2
COM or PRL prefix course	2

Graphic Design Concentration (8 cr)

DES1031 Introduction to Layout	2
DES2111 Introduction to Graphic Design	2
DES prefix course(s)	4

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Course Requirements for Marketing/MBA Dual Degree

Students who are accepted into the Dual Degree program will substitute the following graduate-level courses into the undergraduate degree to fulfill major or core curriculum requirements.

- **Spiritual Formation and Integration Selectives** requirement in core curriculum: BUA5420U [OCE] [WCE].

Undergraduate Course	4 cr	Graduate Course	4 cr
BUS4435 Business Ethics	4	BUA5420U Business Leadership Ethics	4

Students may take BUA5220U Human Resource Leadership and/or BUA5720U Managerial Finance as electives.

Marketing Minor

18 cr

Required Courses: MKT1085, MKT3165, MKT3188, MGT2271, MGT4267.

Environmental Science and Business Major Bachelor of Science

Full details are given under Department of Biology & Biochemistry. See page 88.

Nonprofit Leadership Major Bachelor of Arts or Bachelor of Science

Full details are given under Department of Christian Ministries. See page 143.

Leadership Minor 16 cr

This minor introduces students to the principles, practices, and theories of leadership in today's world. It provides guided experience in leadership, utilizing an array of opportunities in workshops, internships, and campus leadership roles.

Required Courses: LDR3005, 4615; choose 8 credits from the following: BUS4435, FIN3025, ICS3015, LDR2625, MGT2271, MIN3216, PHI2016, GST Topics in Leadership, other courses by approval.
