

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 marketplace.

The School of Business is dedicated to providing a fully integrated business curriculum for our alumni to function exceptionally within their business field and prepare for graduate programs. Northwestern offers courses in all facets of business, integrating moral and ethical considerations with practical, market-relevant application. This comprehensive education, taught from a Christian perspective, allows our alumni to fulfill the scriptural demand to steward the resources and talents which the Lord entrusted to them.

The School of Business offers the following degree programs: Bachelor of Science in Accounting, Business Administration, Finance, and Marketing, and a Bachelor of Arts in International Business.

Accelerated Bachelor/Graduate Degree Program

Undergraduate students in the School of Business may apply to take graduate-level courses to accelerate the completion of a graduate degree, saving time and money. Students approved to take these courses will register for the 5000-level version of the courses, ensuring they are credited toward both the undergraduate and graduate degree.

Eligibility: After achieving at least 45 undergraduate credits, students may apply to the accelerated program by sending a letter of interest to the Assistant Dean of the School of Business, accompanied by a resume and writing sample. The Assistant Dean will evaluate the student's letter of interest, resume, and writing sample, as well as the student's GPA and performance in all business-related coursework. To be eligible, students must have a cumulative GPA of 3.0 or above and have received a C or above in all business-related courses.

Important Note: All graduate-level courses taken as an undergraduate student must be completed with a grade of "C" or better to satisfy graduate degree requirements, and admittance to the accelerated program does not guarantee admittance to UNW's graduate program.

BUSINESS

Accounting Major Bachelor of Arts or 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 47–48 (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 with the addition of another major, minor, or elective credits.

- **Scientific & Quantitative Literacy** courses in core curriculum: social science course ECO2211 and 2212; C- or better in mathematics course MAT1035 or MAT2121.
- **Students must receive** a grade of C or better in all Business Core courses. Courses with grades below C must be repeated.
- **B.A. option** requires achieving 1002-level competency in an approved foreign language. See page 45.

Business Core29 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]	4
ECO2211	Introduction to Economics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)	
ECO2212	Principles of Macroeconomics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)	
MGT2271	Management	4
MKT1085	Principles of Marketing	4

Accounting Requirements33 cr

ACC3201	Intermediate Accounting I	4
ACC3202	Intermediate Accounting II	4
ACC3206	Cost Accounting	4
ACC4305	Auditing	4
ACC4306	Individual Income Taxation	4
ACC4307	Advanced Accounting	4
ACC4995	Accounting Internship*	1
FIN3222	Finance II	2
MAT2055	Statistics	4
MGT3255	Human Resource Management	2

Accounting Electives8 cr
 Selected from upper-level courses with ACC, BUS, COM, DAL, FIN, HCM, MGT, MKT prefix or ECO2213 or ICS3069.

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 OCE = ORAL COMMUNICATION EMPHASIS.
 SEE PAGE 48 FOR EXPLANATION AND PREREQUISITES.

* INTERNSHIP MUST BE A 240-HOUR MINIMUM, NON-UNW WORK EXPERIENCE.

Course Requirements for Accelerated Accounting/Graduate Degree Program

Students who are accepted into the accelerated graduate degree program can substitute the following graduate-level courses into the undergraduate degree to fulfill major or core curriculum requirements. Students may be able to apply up to 14 credits towards a graduate degree. See advisor for possible HCM course options.

Undergraduate Courses8 cr

BUS4435	Business Ethics [OCE, WCE]	4
FIN3222	Finance II	2
MGT3255	Human Resource Management	2

Graduate Courses8 cr

BUA5420U	Business Leadership Ethics [OCE, WCE]	4
BUA5720U	Managerial Finance	2
BUA5220U	Human Resource Leadership	2

Accounting Minor 20 cr

Required Courses: ACC2101, 2102, 3201, 3202. Select 4 credits with ACC prefix.

Business Administration Major Bachelor of Arts or 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. The degree is granted upon completion of credits specified on pages 47–48 (40 credits must be in 3000- or 4000-level courses).

- **Scientific & Quantitative Literacy** courses in core curriculum: social science course ECO2211 and 2212; C- or better in mathematics course MAT1035 or MAT2121.
- **Students must receive** a grade of C or better in all Business Core courses. Courses with grades below C must be repeated.
- **B.A. option** requires achieving 1002-level competency in an approved foreign language. See page 45.

Business Core29 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]	4
ECO2211	Introduction to Economics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)	
ECO2212	Principles of Macroeconomics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)	
MGT2271	Management	4
MKT1085	Principles of Marketing.	4

Business Requirements15 cr

BUS3235	International Business	4
BUS4995	Business Administration Internship*	1
FIN2221	Finance I.	2
FIN3222	Finance II	2
MGT3276	Operations Management	2
MGT4855	Corporate Strategies and Policies.	4

Business Electives4–8 cr

Selected from upper-level courses with ACC, BUS, COM, DAL, FIN, HCM, MGT, MIS, MKT prefix or ECO2213 or ICS3069.

Concentration 8–14 cr

Select a concentration. Requirements are listed below.

Construction/Property Management (10 cr)

ACC3206	Cost Accounting.	4
MGT3275	Small Business Management.	2
MGT3376	Supply Chain Management	2
MGT4267	Project Management.	2

Digital Branding Strategies (10 cr)

MGT4267	Project Management.	2
MKT3165	Digital Marketing	4
MKT3188	Advertising and Promotion.	4

Entrepreneurship/Family Business (8 cr)

BUS4332	Business Law – Partnerships & Corporations	2
MGT3075	Entrepreneurship	2
MGT3255	Human Resource Management.	2
MGT3275	Small Business Management.	2

Healthcare Management (14 cr)

HCM4080	Strategic Management in Healthcare	4
HCM4085	Healthcare Leadership	4
HCM4087	Healthcare Law and Ethics	2
HCM4089	Finance Systems in Healthcare	4

Leadership (10 cr)

BUS3005	Principles and Practices of Leadership	4
BUS4615	Practicum and Seminar in Leadership	4
MGT3255	Human Resource Management.	2

Logistics/Operations (8 cr)

BUS4332	Business Law – Partnerships & Corporations	2
MGT3275	Small Business Management.	2
MGT3376	Supply Chain Management	2
MGT4267	Project Management.	2

QSR/Hospitality (10 cr)

MGT3075	Entrepreneurship	2
MGT3255	Human Resource Management.	2
MGT3275	Small Business Management.	2
MGT3376	Supply Chain Management	2
MGT4267	Project Management.	2

Strategic Management (10 cr)

FIN3226	Money and Banking	4
MGT3255	Human Resource Management.	2
MGT3275	Small Business Management.	2
MGT4267	Project Management.	2

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*INTERNSHIP MUST BE A 240-HOUR MINIMUM, NON-UNW WORK EXPERIENCE.

BUSINESS**Course Requirements for Accelerated Business Administration/Graduate Degree Program**

Students who are accepted into the accelerated graduate degree program can substitute the following graduate-level courses into the undergraduate degree to fulfill major or core curriculum requirements. Students may be able to apply up to 14 credits towards a graduate degree.

Undergraduate Courses Select up to 14 cr	Graduate Courses Select up to 14 cr
BUS4435 Business Ethics [OCE, WCE] 4	BUA5420U Business Leadership Ethics [OCE, WCE]. 4
FIN3222 Finance II 2	BUA5720U Managerial Finance 2
MGT3255 Human Resource Management. 2	BUA5220U Human Resource Leadership 2
HCM4080 Strategic Management in Healthcare 4	HCM5080 Healthcare Policy and Management 4
HCM4085 Healthcare Leadership 4	HCM5085 Leadership in Healthcare. 4
HCM4087 Healthcare Law and Ethics 2	HCM5087 Law and Ethics in Healthcare 2
HCM4089 Finance Systems in Healthcare 4	HCM5089 Healthcare Financial Systems 4

Business Administration Minor 19–21 cr

Required Courses: ACC2101, BUS3331, FIN2221, MGT2271, MKT1085; ECO2201 or 2211.

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

Entrepreneurship Minor (for majors outside of the School of Business). 20 cr

Required Courses: ACC2101, MGT2271, 3075, 3255, 3275, 3276, MKT1085.

Entrepreneurship Minor (for School of Business majors) 18 cr

Required Courses: BUS3005, 4332, MGT3075, 3255, 3275, 3276, 3376, 4267.

Finance Major Bachelor of Arts or 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 47–48 (40 credits must be in 3000- or 4000-level courses).

- **Scientific & Quantitative Literacy** courses in core curriculum: social science course ECO2211 and 2212; C- or better in mathematics course MAT1035 or MAT2121.
- **Students must receive** a grade of C or better in all Business Core courses. Courses with grades below C must be repeated.
- **B.A. option** requires achieving 1002-level competency in an approved foreign language. See page 45.

Business Core	29 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]	4
ECO2211 Introduction to Economics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)	
ECO2212 Principles of Macroeconomics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)	
MGT2271 Management	4
MKT1085 Principles of Marketing	4

Finance Requirements	15 cr
FIN2221 Finance I	2
FIN3222 Finance II	2
FIN3225 Investments	4
FIN4855 Portfolio Research	2
FIN4856 Portfolio Management	2
FIN4995 Finance Internship*	1
Select one of the following:	
MGT3276 Operations Management	2
MGT4245 Business Strategy	2

Concentration	16 cr
Select a concentration. Requirements are listed below.	

Corporate Finance (16 cr)	
ACC3206 Cost Accounting	4
ACC4205 Corporate and Partnership Income Taxation	2
BUS4332 Business Law Partnerships and Corporations	2
FIN3226 Money and Banking	4
Select from upper-level business electives (ACC, BUS, COM, DAL, ECO, FIN, MGT, OR MKT PREFIXES OR ECO2213)	
	4

Wealth Management (16 cr)	
ACC4306 Individual Income Taxation	4
FIN2025 Personal Money Management	2
FIN3227 Trusts, Wills and Estates	2
FIN4325 Wealth Management	4
Select from upper-level business electives (ACC, BUS, COM, DAL, ECO, FIN, MGT, OR MKT PREFIXES OR ECO2213)	
	4

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Course Requirements for Accelerated Finance/Graduate Degree Program

Students who are accepted into the accelerated graduate degree program can substitute the following graduate-level courses into the undergraduate degree to fulfill major or core curriculum requirements. Students may be able to apply up to 14 credits towards a graduate degree. See advisor for possible HCM course options.

Undergraduate Courses	6 cr	Graduate Courses	6 cr
BUS4435 Business Ethics [OCE, WCE]	4	BUA5420U Business Leadership Ethics [OCE, WCE].	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: FIN2221, 3222, 3225; select 8 credits from the following: ACC3206, 4205, 4306, BUS4332, MGT3276, 4245, any course with a FIN prefix.

BUSINESS

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 47–48 (40 credits must be in 3000- or 4000-level courses).

- **Scientific & Quantitative Literacy** courses in core curriculum: social science course ECO2211 and 2212; C- or better in mathematics course MAT1035 or MAT2121.
- **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	29 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]	4
ECO2211 Introduction to Economics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)	
ECO2212 Principles of Macroeconomics (SEE SCIENTIFIC & QUANTITATIVE LITERACY 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	2
HISXXXX History Course**	4
MGT3075 Entrepreneurship	2
MGT3255 Human Resource Management	2
MGT3275 Small Business Management	2
MGT3276 Operations Management	2
MGT4855 Corporate Strategies and Policies	4

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** 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 Accelerated International Business/Graduate Degree Program

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

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

Marketing Major Bachelor of Arts or Bachelor of Science

The Marketing major is designed to prepare students for careers in marketing management, product or brand management, public relations, advertising, promotion, and marketing research. The degree is granted upon completion of credits specified on pages 47–48 (40 credits must be in 3000- or 4000-level courses).

- **Scientific & Quantitative Literacy** courses in core curriculum: social science course ECO2211 and 2212; C- or better in mathematics course MAT1035 or MAT2121.
- **Students must receive** a grade of C or better in all Business Core courses. Courses with grades below C must be repeated.
- **B.A. option** requires achieving 1002-level competency in an approved foreign language. See page 45.

Business Core	29 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]	4
ECO2211 Introduction to Economics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)	
ECO2212 Principles of Macroeconomics (SEE SCIENTIFIC & QUANTITATIVE LITERACY 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 Entrepreneurship	2
MGT4267 Project Management	2
MGT4855 Corporate Strategies and Policies	4

Concentration	8–10 cr
Select 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)	
COM3135 Business Communication	2
COM3355 Advanced Organizational Communication	2
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 Accelerated Marketing/Graduate Degree Program

Students who are accepted into the accelerated graduate degree program can substitute the following graduate-level courses into the undergraduate degree to fulfill major or core curriculum requirements. Students may be able to apply up to 14 credits towards a graduate degree. See advisor for possible HCM course options.

Undergraduate Course	4 cr	Graduate Course	4 cr
BUS4435 Business Ethics [OCE, WCE]	4	BUA5420U Business Leadership Ethics [OCE, WCE]	4

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

Marketing Minor

18 cr

Required Courses: MKT1085, 3165, 3188, MGT2271, 4267.

BUSINESS

Environmental Science and Business Major Bachelor of Science

Full details are given under Department of Biology & Biochemistry. See page 84.

Nonprofit Leadership Major Bachelor of Arts or Bachelor of Science

Full details are given under Department of Christian Ministries. See page 137.

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: BUS3005, 4615; select 8 credits from the following: BUS4435, FIN2025, ICS3015, LDR2625, MGT2271, MIN3216, PHI2016, GST Topics in Leadership, other courses by approval.
