# School of **BUSINESS**

#### **Mission Statement**

The School of Business is committed to graduating Christian students in career-ready programs and majors, who have acquired exceptional professional and technical 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 has entrusted to them.

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

### **Bachelor/Accelerated Graduate Business Degree Program**

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

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. Admittance to the accelerated program does not guarantee admittance to UNW's graduate program. See College of Graduate, Online, & Adult Learning catalog for graduate program admission requirements and process.

## Accounting Major Bachelor of Arts or Bachelor of Science

The Accounting major is designed to prepare students for careers as corporate accountants, financial officers, internal auditors, governmental accountants, non-profit accountants, fraud examiners, or financial analysts. The analytics and reporting concentration is designed to equip students to successfully complete the CPA exam. The degree is granted upon completion of credits specified on pages 48-49 (40 credits must be successfully completed in 3000- or 4000-level courses).

#### Accounting Major - 150-Credit Rule

The State of Minnesota requires the completion of 150 credits to obtain CPA certification. The analytics and reporting concentration will provide students the necessary credits for this requirement. Students should speak with their advisor if they have questions about exam eligibility.

- Scientific & Quantitative Literacy courses in core curriculum: C- or better in social science courses ECO2201, 2211, 2212 and mathematics course MAT1035 or in approved substitutions.
- 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 47.

<b>Business Core</b>	e	Concentration
ACC2101	Principles of Financial Accounting 4	Select a concentration. Requirements are listed below.
ACC2102	Principles of Managerial Accounting 4	
BUS1115	Introduction to Spreadsheets	Business Accounting (10 cr)
BUS2011	Introduction to Business Analysis2	ACC3235 Accounting Information Systems 4
BUS3331	Business Law - Contract and Agency 3	ACC4205 Corporate and Partnership Income Taxation or
BUS3835	Professional Skills Seminar	ACC4308 Governmental and Non-Profit Accounting 2
BUS4435	Business Ethics [OCE, WCE]4	Select from upper-level courses with ACC, BUS, DAL, FIN, HCM,
EC02211	Introduction to Economics	MGT, or MKT prefix
EC02212	(SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE) Principles of Macroeconomics	
LC02212	(SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)	Analytics & Reporting (35 cr)
MGT2271	Management	ACC3235 Accounting Information Systems 4
MKT1085	Principles of Marketing	ACC4205 Corporate and Partnership Income Taxation 2
	,	ACC4308 Governmental and Non-Profit Accounting 2
Accounting Requirements29 cr		DAL2235 Principles of Data Analytics4
ACC3201	Intermediate Accounting I	DAL3025 Data Visualization2
ACC3202	Intermediate Accounting II	MAT2055 Statistics4
ACC3206	Cost Accounting4	Select from upper-level courses with ACC, BUS, DAL, FIN, HCM,
ACC4305	Auditing	MGT, or MKT prefix
ACC4306	Individual Income Taxation 4	General Electives
ACC4307	Advanced Accounting	WCE = WRITTEN COMMUNICATION EMPHASIS
ACC4995	Accounting Internship*1	OCE = ORAL COMMUNICATION EMPHASIS.
FIN3222	Finance II	SEE PAGE 50 FOR EXPLANATION AND PREREQUISITES.
MGT3255	Human Resource Management 2	* INTERNSHIP MUST BE A 240-HOUR MINIMUM, NON-UNW WORK EXPERIENCE, PAID, AND APPROVED BY ADVISOR IN ADVANCE.

### Course Requirements for Accounting/Accelerated Graduate Business Degree Program

Students who are accepted into the accelerated graduate degree program can substitute the following graduate-level courses into the undergraduate degree, in place of the equivalent undergraduate courses, to fulfill major or core curriculum requirements. See advisor for questions regarding course options. Refer to the College of Graduate, Online, & Adult Learning catalog for graduate program requirements.

Undergradu	uate Courses	Graduate Courses
BUS4435	Business Ethics [OCE, WCE] 4	BUA5420U Business Leadership Ethics [OCE, WCE] 4
FIN3222	Finance II	BUA5720U Managerial Finance2
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 Healthcare4
HCM4087	Healthcare Law and Ethics 2	HCM5087 Law and Ethics in Healthcare
HCM4089	Finance Systems in Healthcare 4	HCM5089 Healthcare Financial Systems
Accountin	g Minor	

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 management 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 follow a well-balanced program in business administration and customize business electives to pursue particular areas of interest. The degree is granted upon completion of credits specified on pages 48-49 (40 credits must be successfully completed in 3000- or 4000-level courses).

- Scientific & Quantitative Literacy courses in core curriculum: C- or better in social science courses ECO2201, 2211, 2212 and mathematics course MAT1035 or in approved substitutions.
- 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 47.

Business Core	Business Requirements
ACC2101 Principles of Financial Accounting 4	BUS3235 Global Business
ACC2102 Principles of Managerial Accounting4	BUS4995 Business Administration Internship*
BUS1115 Introduction to Spreadsheets2	FIN2221 Finance I
BUS2011 Introduction to Business Analysis2	FIN3222 Finance II
BUS3331 Business Law - Contract and Agency	MGT3276 Operations Management
BUS3835 Professional Skills Seminar	MGT4855 Corporate Strategies and Policies 4
BUS4435 Business Ethics [OCE, WCE]	
ECO2211 Introduction to Economics	Business Electives4–8 cr
(SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE) ECO2212 Principles of Macroeconomics	Select from upper-level courses with ACC, BUS, COM, DAL, FIN,
(SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)	HCM, MGT, MIS, MKT prefix or EC02213 or ICS3069.
MGT2271 Management	
MKT1085 Principles of Marketing	
Concentration	
Select a concentration. Requirements are listed below.	
Analytics (12 cr)	Logistics/Operations (8 cr)
DAL2235 Principles of Data Analytics4	BUS4332 Business Law – Partnerships & Corporations 2
MAT2055 Statistics4	MGT3275 Small Business Management2
Select one of the following:	MGT3376 Supply Chain Management
DAL4235 Big Data Analytics and Applications	MGT4267 Project Management2
DAL4275 Business and Economic Forcasting 4	Nonprofit Leadership (10 cr)
Construction/Property Management (10 cr)	ICS3069 Business as Mission
ACC3206 Cost Accounting4	LDR3060 Foundations of Nonprofit Leadership
MGT3275 Small Business Management	MGT3255/BUA5220U Human Resource Management/Human
MGT3376 Supply Chain Management 2	Resource Leadsership
MGT4267 Project Management	Select from upper-level courses with ACC, BUS, FIN, HCM, ICS,
Divital Dranding Chrotogics (10 or)	LDR, MGT, or MKT prefix
Digital Branding Strategies (10 cr)	OSD/Hagnitality (10 or)
MGT4267 Project Management	QSR/Hospitality (10 cr) MGT3075 Entrepreneurship
MKT3188 Advertising and Promotion4	MGT3255 Human Resource Management
WINTS 100 Advertising and Fromotion	MGT3275 Small Business Management
Entrepreneurship/Family Business (8 cr)	MGT3376 Supply Chain Management
BUS4332 Business Law – Partnerships & Corporations 2	MGT4267 Project Management2
MGT3075 Entrepreneurship	
MGT3255 Human Resource Management2	Sports Management (8 cr)
MGT3275 Small Business Management	KIN1065 Principles of Sports Management2
Healthcare Management (14 cr)	KIN3035 Sports Marketing
HCM4080 Strategic Management in Healthcare	PRL3187 Sport Public Relations
HCM4085 Healthcare Leadership4	Strategic Management (10 cr)
HCM4087 Healthcare Law and Ethics	FIN3226 Money and Banking
HCM4089 Finance Systems in Healthcare	MGT3255 Human Resource Management
	MGT3275 Small Business Management
Leadership (10 cr)	MGT4267 Project Management2
BUS3005 Principles and Practices of Leadership 4	WCE = WRITTEN COMMUNICATION EMPHASIS
BUS4615 Practicum and Seminar in Leadership 4	OCE = ORAL COMMUNICATION EMPHASIS.
MGT3255 Human Resource Management2	SEE PAGE 50 FOR EXPLANATION AND PREREQUISITES.
	*INTERNSHIP MUST BE A 240-HOUR MINIMUM, NON-UNW WORK EXPERIENCE, PAID, AND
	APPROVED BY ADVISOR IN ADVANCE.

#### Course Requirements for Business Administration/Accelerated Graduate Business Degree Program

Students who are accepted into the accelerated graduate degree program can substitute the following graduate-level courses into the undergraduate degree, in place of the equivalent undergraduate courses, to fulfill major or core curriculum options. Refer to the College of Graduate, Online, & Adult Learning catalog for graduate program requirements.

Undergradu BUS4435	late Courses	Graduate Courses	4
FIN3222	Business Ethics [ <b>0CE</b> , <b>WCE</b> ]	BUA5420U Business Leadership Ethics [OCE, WCE] BUA5720U Managerial Finance	
MGT3255	Human Resource Management	BUA5220U Human Resource Leadership	
HCM4080	Strategic Management in Healthcare 4	HCM5080 Healthcare Policy and Management	
HCM4085	Healthcare Leadership 4	HCM5085 Leadership in Healthcare	
HCM4087	Healthcare Law and Ethics 2	HCM5087 Law and Ethics in Healthcare	
HCM4089	Finance Systems in Healthcare 4	HCM5089 Healthcare Financial Systems	4
Business I	Administration Minor (for non-School of Busines	s majors)18—	19 cr
Required Cou NOTE: THIS MINOR I	<b>rses:</b> ACC2101, 2102, MGT2271, MKT1085; select one f s NOT AVAILABLE TO STUDENTS PURSUING ANY BUSINESS MAJOR.	rom the following: BUS3331, ECO2211, FIN2221, MGT3255.	
Entrepren	eurship Minor (for non-School of Business majors)		20 cr
Required Cou	rses: ACC2101, MGT2271, 3075, 3255, 3275, 3276, MI	KT1085.	
Entrepren	eurship Minor (for School of Business majors)		18 cr
Required Cou	rses: BUS3005, 4332, MGT3075, 3255, 3275, 3276, 33	376, 4267.	
Healthcare	e Management Minor		18 cr
Required Cou	rses: HCM4080, 4085, 4087, 4089, MGT2271.		

## Certificate in Healthcare Management (16-20 cr)

The Healthcare Management certificate is designed to prepare students for careers in the expansive healthcare industry. Students will be equipped to be competent contributors in the healthcare industry by exploring the unique people, processes, and philosophies of healthcare settings. This learning is facilitated through practitioner-led coursework in healthcare-specific courses in management, leadership, law and ethics, and finance systems.

#### **Required Courses**

BUS3835	Professional Skills Seminar	LDR1015	Leadership for Transformation (or LDR1825 Honors) or
HCM4080	Strategic Management in Healthcare 4	LDR1011	Spiritual and Personal Formation for Leadership and
HCM4085	Healthcare Leadership 4	LDR2112	Relational and Cultural Awareness in Leadership or
HCM4087	Healthcare Law and Ethics	LDR3415	The Self-Aware Leader
HCM4089	Finance Systems in Healthcare 4		

## 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 commonly used 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 successfully completed in 3000- or

- Scientific & Quantitative Literacy courses in core curriculum: C- or better in social science courses ECO2201, 2211, 2212 and mathematics course MAT1035 or in approved substitutions.
- 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 47.

ACC2101 Principles of Financial Accounting
BUS1115 Introduction to Spreadsheets
BUS2011 Introduction to Business Analysis
BUS3331 Business Law - Contract and Agency 3 BUS3335 Professional Skills Seminar 2 BUS4435 Business Ethics [OCE, WCE] 4 ECO2211 Introduction to Economics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE) MGT2271 Management 4 MKT1085 Principles of Marketing 4  ACC4205 Corporate and Partnership Income Taxation 2 BUS4332 Business Law Parternships and Corporations 2 FIN3226 Money and Banking 4 Select from upper-level business electives (ACC, BUS, COM, DAL, ECO, FIN, HCM, MGT, OR MKT PREFIXES OR ECO2213) 4  Wealth Management (16 cr) ACC4306 Individual Income Taxation 4 FIN2025 Personal Money Management 2
BUS3835 Professional Skills Seminar
BUS4435 Business Ethics [OCE, WCE]
ECO2211 Introduction to Economics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)  Principles of Macroeconomics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)  MGT2271 Management
(SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE) Principles of Macroeconomics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE) MGT2271 Management
Principles of Macroeconomics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)  MGT2271 Management
(SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)  MGT2271 Management
MGT2271Management4ACC4306Individual Income TaxationMKT1085Principles of Marketing4FIN2025Personal Money Management
MKT1085 Principles of Marketing
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FIN32Z/ Irusts, Wills and Estates
TINAZOE Washin Managament
Finance Requirements
FIN2221 Finance I
FIN3222 Finance II
FIN3225 Investments4
FIN4855 Portfolio Research
FIN4856 Portfolio Management2 OCE = ORAL COMMUNICATION EMPHASIS.
FIN4995 Finance Internship*
Select one of the following:  * INTERNSHIP MUST BE A 240-HOUR MINIMUM, NON-UNW WORK EXPERIENCE, PAID, AND
MG13276 Operations Management
MGT4245 Business Strategy2

### Course Requirements for Finance/Accelerated Graduate Business Degree Program

Students who are accepted into the accelerated graduate degree program can substitute the following graduate-level courses into the undergraduate degree, in place of the equivalent undergraduate courses, to fulfill major or core curriculum requirements. See advisor for questions regarding course options. Refer to the College of Graduate, Online, & Adult Learning catalog for graduate program requirements.

Undergradu	iate Courses	Graduate Courses
	Business Ethics [OCE, WCE] 4	BUA5420U Business Leadership Ethics [OCE, WCE] 4
FIN3222	Finance II	BUA5720U Managerial Finance2
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 Healthcare4
HCM4087	Healthcare Law and Ethics 2	HCM5087 Law and Ethics in Healthcare2
HCM4089	Finance Systems in Healthcare 4	HCM5089 Healthcare Financial Systems
Finance M	inor	

Required Courses: FIN2221, 3222, 3225; select 8 credits from the following: ACC3206, 4205, 4306, BUS4332, MGT3276, 4245, any course with a FIN prefix.

# 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 48-49 (40 credits must be successfully completed in 3000- or 4000-level courses).

- Scientific & Quantitative Literacy courses in core curriculum: C- or better in social science courses EC02201, 2211, 2212 and mathematics course MAT1035 or in approved substitutions.
- 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 47.

ACC2101	Principles of Financial Accounting 4	<b>Concentration</b>
ACC2102 BUS1115 BUS2011 BUS3331 BUS3835 BUS4435 EC02211	Principles of Managerial Accounting	Analytics Concentration (12 cr)  DAL2235 Principles of Data Analytics
ECO2212 MGT2271 MKT1085	Principles of Macroeconomics (SEE SCIENTIFIC & QUANTITATIVE LITERACY REQUIREMENT ABOVE)  Management	Communication Concentration (10 cr) COM2107 Communication Theory
Marketing Re MKT3165 MKT3186 MKT3188 MKT4995 MGT3075 MGT4267 MGT4855	quirements21 crDigital Marketing4Consumer Behavior4Advertising and Promotion4Marketing Internship*1Entrepreneurship2Project Management2Corporate Strategies and Policies4	Graphic Design Concentration (9–10 cr)  DES1031 Introduction to Layout. 2  DES2111 Introduction to Graphic Design 2  DES2235 Digital Illustration. 2  Select 3–4 credits from the following:  ART2081 Photography I. 3  MEP1013 Video Production 4  MEP1016 Story Structure. 4  MEP3117 Media Business 4
		Media Production Concentration (11–12 cr)  MEP1012 Audio Production

### Course Requirements for Marketing/Accelerated Graduate Business Degree Program

Students who are accepted into the accelerated graduate degree program can substitute the following graduate-level courses into the undergraduate degree, in place of the equivalent undergraduate courses, to fulfill major or core curriculum requirements. See advisor for questions regarding course options. Refer to the College of Graduate, Online, & Adult Learning catalog for graduate program requirements.

	ate Courses	Graduate Courses
BUS4435	Business Ethics [OCE, WCE] 4	BUA5420U Business Leadership Ethics [OCE, WCE] 4
FIN3222	Finance II	BUA5720U Managerial Finance2
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 Healthcare4
HCM4087	Healthcare Law and Ethics 2	HCM5087 Law and Ethics in Healthcare
HCM4089	Finance Systems in Healthcare 4	HCM5089 Healthcare Financial Systems

Marketing Minor	18 cr
Required Courses: MKT1085, 3165, 3188, MGT2271, 4267.	
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.

## Nonprofit Leadership Major Bachelor of Arts or Bachelor of Science

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

#### Nonprofit Leadership Minor

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