



BACHELOR OF BUSINESS ADMINISTRATION

Students in Northern's Business Administration program develop competency in applying technology to business strategy, management and decision-making through case studies, team projects, Internet use, as well as computer applications and systems integration.

Matriculation into one of these three majors requires that you: 1) have already completed at least 45 credit hours of college-level work, including the 35 credit hours of General Education Common Core; 2) have at least a 2.50 cumulative GPA in all college-level courses, especially business courses; and 3) submitted a letter of intent to the program director, showing evidence of written communication skills, leadership skills, community activities, and the promise of achievement in a business or professional career. Your application to the program director must be on file at least two weeks before the beginning of the term for which you seek acceptance.

GENERAL EDUCATION (35 crs)	COMPLETED	Planned Timeline (By Semester)
<u>Communications (9 crs)</u>		
ENG 111 English Composition I (3) <i>Pre-requisite: ENG 109 or adequate score on the Course Placement Evaluation</i>	_____	_____
SPCH 130 Public Speaking (3) <i>Pre-requisite: ENG 109 or adequate score on the Course Placement Evaluation</i>	_____	_____
Choose one of the following:		
ENG 112 English Composition II (3) <i>Pre-requisite: ENG 111</i>	_____	_____
ENG 116 Technical Writing (3) <i>Pre-requisite: ENG 111</i>	_____	_____
<u>Mathematics (3 crs)</u>		
MATH 150 College Algebra (3) <i>Pre-requisite: MATH 130 or adequate score on the Course Placement Evaluation</i>	_____	_____
<u>Laboratory Science (8 crs)</u>		
Choose two survey courses (with labs) from the following list:		
ASTR 110/L Introduction to Astronomy w/lab (4) <i>Pre-requisites: ENG 109 and MATH 100</i>	_____	_____
BIOL 110/L Current Topics in Biology w/lab (4)	_____	_____
ES 112/L Environmental Science w/Lab (4)	_____	_____
CHEM 110/L Introduction to Chemistry w/lab (4) <i>Pre-requisite: MATH 102 or adequate score on the Course Placement Evaluation</i>	_____	_____
GEOL 101/L Physical Geology w/Lab (4) <i>Co-requisite: GEOL 101L</i>	_____	_____
GEOL 102/L Historical Geology w/Lab (4) <i>Pre-requisite: GEOL 101</i>	_____	_____
PHYS 110/L Introduction to Physics w/Lab (4)	_____	_____
<u>Social/Behavioral Sciences (6-9 crs)*</u>		
<i>Pre-requisite: ENG 109 or adequate score on the Course Placement Evaluation</i>		
You must select survey courses from at least two different discipline areas from the following list:		
ANTH 101/L Physical Anthropology w/Lab (4)	_____	_____
ANTH 102 Intro. to Social and Cultural Anthropology (3)	_____	_____
ANTH 110 Indian Culture of the Southwest (3)	_____	_____
ANTH 207 Cultures of New Mexico (3)	_____	_____
ECON 200 Macroeconomics (3)	_____	_____
ECON 201 Microeconomics (3)	_____	_____
GEOG 111 World Geography (3)	_____	_____
PSCI 110 The Political World (3)	_____	_____
PSCI 120 Contemporary Political Issues (3)	_____	_____
PSCI 200 American Politics (3)	_____	_____
PSCI 210 State and Local Government (3)	_____	_____
PSCI 212 The American Presidency (3)	_____	_____

PSY	105	General Psychology (3)	_____	_____
PSY	210	Theories of Personality (3)	_____	_____
PSY	229	Adolescent Psychology (3)	_____	_____
PSY	230	Psychology of Adjustment (3)	_____	_____
PSY	232	Abnormal Behavior (3)	_____	_____
PSY	270	Social Psychology (3)	_____	_____
PSY	290	Developmental Psychology (3)	_____	_____
<i>Pre-requisite: PSY 105</i>				
SOC	101	Introduction to Sociology (3)	_____	_____
SOC	213	Deviant Behavior (3)	_____	_____
SOC	216	Ethnic and Intercultural Relations (3)	_____	_____
SOC	220	Social Problems (3)	_____	_____
SOC	225	Marriage and the Family (3)	_____	_____
Plus, topic courses with advisor's approval				

* You must complete at least 15 hrs between these two areas, maintaining at least two disciplines in each area.

Humanities and Fine Arts (6-9 crs)*

Pre-requisite: ENG 109 or adequate score on the Course Placement Evaluation

You must select survey courses from at least **two** different discipline areas from the following list:

ART	105	Introduction to Art (3)	_____	_____
ART	107	History of Art I (3)	_____	_____
ART	211	History of Art II (3)	_____	_____
DANC	240	Dance Appreciation	_____	_____
ENG	262	Southwest Literature (3)	_____	_____
<i>Pre-requisite: ENG 112</i>				
ENG	265	Native American Literature I (3)	_____	_____
<i>Pre-requisite: ENG 111</i>				
ENG	266	Native American Literature II (3)	_____	_____
<i>Pre-requisite: ENG 111</i>				
ENG	270	Children's Literature (3)	_____	_____
<i>Pre-requisite: ENG 111</i>				
ENG	280	Readings in Literature (3)	_____	_____
<i>Pre-requisite: ENG 111</i>				
ENG	290	Study of Literature (3)	_____	_____
<i>Pre-requisite: ENG 111</i>				
ENG	294	Mythology (3)	_____	_____
<i>Pre-requisite: ENG 111</i>				
HIST	101	Western Civilization I (3)	_____	_____
HIST	102	Western Civilization II (3)	_____	_____
HIST	161	History of the U.S. to 1877 (3)	_____	_____
HIST	162	History of the U.S. from 1877 (3)	_____	_____
HIST	200	History of World Religions (3)	_____	_____
HIST	220	Southwestern Women's History (3)	_____	_____
HIST	230	Chicano Experience in the US (3)	_____	_____
HIST	250	American Indian History (3)	_____	_____
HIST	260	History of New Mexico (3)	_____	_____
HUM	105	Humanities and the Southwest (3)	_____	_____
HUM	311	Why the Social Sciences Matter (4)	_____	_____
<i>Pre-requisite: ENG 112</i>				
HUM	414	Humanity and Creativity (4)	_____	_____
<i>Pre-requisite: ENG 112</i>				
HUM	421	History, Literature, Art & Philosophy (4)	_____	_____
<i>Pre-requisite: ENG 112</i>				
MUS	102	Music Theory I (3)	_____	_____
MUS	105	Music Appreciation (3)	_____	_____
MUS	240	Music History (3)	_____	_____
PHIL	110	Introduction to Philosophical Problems (3)	_____	_____
PHIL	111	History of Philosophy (3)	_____	_____
PHIL	220	Ethics (3)	_____	_____
PIS	200	Introduction to Pueblo Indian Studies (3)	_____	_____
THE	120	Introduction to Theatre I (3)	_____	_____
Plus, topic courses with advisor's approval				

* You must complete at least 15 hrs between these two areas, maintaining at least two disciplines in each area.

HEALTH, PHYSICAL EDUCATION, AND RECREATION (1 crs)

Elective (1) _____

BUSINESS CORE REQUIREMENTS (33 crs)

- BA 200 Business Computer Applications I (3) _____
- BA 205 Business Statistics (3) _____
Pre-requisite: MATH 102 or adequate score on the Course Placement Evaluation
- BA 221 Accounting Principles I (3) _____
Pre-requisite: OA 135
- BA 222 Accounting Principles II (3) _____
Pre-requisite: BA 221
- BA 225 Excel (3) _____
- BA 240 Principles of Management (3) _____
Pre-requisite: ENG 109
- BA 242 Business Information Systems (3) _____
- BA 250 Business Communications (3) _____
Pre-requisite: ENG 111
- BA 251 Principles of Marketing (3) _____
- ECON 200 Macroeconomics (3) _____
- ECON 201 Microeconomics (3) _____

COMMON DEGREE REQUIREMENTS (18 crs)

- BA 300 Business Law (3) _____
Pre-requisite: ENG 109
- BA 310 Principles of Finance (3) _____
Pre-requisite: BA 205
- BA 313 Organizational Behavior (3) _____
Pre-requisite: BA 240
- BA 330 Principles of Project Management (3) _____
- BA 345 Cost Accounting (3) _____
Pre-requisite: BA 304 and BA 305
- BA 461 Ethical and Legal Issues in Business (3) _____
Pre-requisites: BA 300

MAJOR

The **Business Administration/Management** major covers the breadth of business-related disciplines as defined in the business core curriculum. The major does not provide specific specialization but rather exposes the student to various business functions. This major is ideally suited to the new or transfer upper-division business student or for the student interested in concurrently pursuing a business area of study.

Business Administration/Management (30 crs)

- BA 315 Organizational Theory & Design (3) _____
- BA 350 Entrepreneurship (3) _____
- BA 351 Advertising & Public Relations (3) _____
- BA 354 E-Commerce (3) _____
- BA 360 Human Resources Management (3) _____
Pre-requisite: BA 240
- BA 432 Strategic Management (3) _____
Pre-requisites: BA240
- BA 460 Labor Relations (3) _____
- BA 462 International Business & Management (3) _____
- BA 485 Internship (6) _____
Pre-requisite: You must petition to enroll in this course

Upper Division Business Electives (11 crs)

You may take any 300- or 400-level courses in Business Administration (BA) not required in your major to satisfy this elective requirement and bring your total credits 128.

TOTAL CREDITS 128

The **Accounting major** is designed to prepare students for employment opportunities that exist in public accounting practice and in business, government, and nonprofit organizations. It is also appropriate for those students who may choose to seek either a Master of Accountancy or Master of Business Administration after graduation.

Accounting (30 crs)

BA 304	Intermediate Accounting I (3)	_____	_____
<i>Pre-requisites: BA 222</i>			
BA 305	Intermediate Accounting II (3)	_____	_____
<i>Pre-requisite: BA 304</i>			
BA 324	Income Tax Accounting (3)	_____	_____
<i>Pre-requisites: BA 221</i>			
BA 352	Accounting Information Systems (3)	_____	_____
<i>Pre-requisite: BA 305</i>			
BA 405	Accounting for Not-For-Profit Organizations (3)	_____	_____
<i>Pre-requisite: BA 231</i>			
BA 411	Managerial Accounting (3)	_____	_____
<i>Pre-requisite: BA 345</i>			
BA 429	Advanced Accounting (3)	_____	_____
<i>Pre-requisite: BA 424</i>			
BA 446	Auditing Theory and Practice (3)	_____	_____
<i>Pre-requisite: BA 344</i>			
BA 485	Internship (6)	_____	_____
<i>Pre-requisite: You must petition to enroll in this course</i>			

Upper Division Business Electives (11 crs)

You may take any 300- or 400-level courses in Business Administration (BA) not required in your major to satisfy this elective requirement and bring your total credits 128.

TOTAL CREDITS 128

Project Management (24 crs)

This major is designed to meet the professional development needs of individual program and project responsibilities. Project management is applicable in a wide range of business activities as it involves the application of knowledge, skills, tools and techniques shaped by the specifications and requirements of particular projects. While project management skills have long since been recognized as important in engineering and development organizations, now many new industries are also realizing that the planning and action skills fundamental to project management are applicable and of great value.

Based on this trend, Northern's degree is designed as an interdisciplinary program and is developed to meet the needs of project/program managers interested in professional training and certification. The program offers two completion options:

1. A professional certificate in project management after completion of 24 hours (See catalog for specific courses). Students are considered ready to take the PMI (Project Management Institute), PMP (Project Management Professional) certification exam.
2. A Bachelor of Arts in Business Administration -- Project Management after completion of an additional 19 hours of course work. This will be available through Northern in Fall 2009

BA 330	Principles of Project Management (3)	_____	_____
BA 331	Project Management Planning Process (3)	_____	_____
<i>Pre-requisite: BA 330</i>			
BA 332	Project Mngmt Systems: Baseline Development (3)	_____	_____
<i>Pre-requisite: BA 331</i>			
BA 333	Project Planning and Execution (3)	_____	_____
<i>Pre-requisite: BA 332</i>			
BA 432	Strategic Management (3)	_____	_____
<i>Pre-requisites: BA 240</i>			
BA 434	Project Execution & Control: Strategic Mngmt & Analysis (3)	_____	_____
<i>Pre-requisite: BA 332</i>			
BA 436	Project Execution and Control: Systems Support (3)	_____	_____
<i>Pre-requisite: BA 434</i>			
BA 486	Advanced Project Management Simulation (3)	_____	_____

Upper Division Business Electives (17 crs)

You may take any 300- or 400-level courses in Business Administration (BA) not required in your major to satisfy this elective requirement and bring your total credits 128.

TOTAL CREDITS 128

Management Information Systems (36crs)

Pre-requisites courses for MIS major are: CS 152, IT130, IT 210 and IT 250

IT	330	Networking (3)	_____	_____
		<i>Pre-requisite: IT 130</i>		
IT	342	Wireless and Mobile Computing (3)	_____	_____
		<i>Pre-requisite: IT 330 and IT 350</i>		
IT	350	Database Management (3)	_____	_____
		<i>Pre-requisite: CS 241/L</i>		
BA	354	E-Commerce (3)	_____	_____
IT	410	Information Assurance & Security (3)	_____	_____
		<i>Pre-requisites: IT 330 and IT 350</i>		
IT	447	Routing and Switching (3)	_____	_____
		<i>Pre-requisite: IT 330</i>		
BA	485	Internship (6)	_____	_____
		<i>Pre-requisite: You must petition to enroll in this course</i>		

Upper Division Business Electives (12crs)

You may take any 300- or 400-level courses in Business Administration (BA) not required in your major to satisfy this elective requirement and bring your total credits 128.

TOTAL CREDITS 128

Educational Planning Form (Semester)

Name _____ Date _____

Major _____ Student ID _____

Fall Semester	Spring Semester	Summer
Total Units	Total Units	Total Units
Fall Semester	Spring Semester	Summer
Total Units	Total Units	Total Units
Fall Semester	Spring Semester	Summer
Total Units	Total Units	Total Units

Advisor's Signature _____

Student Signature _____