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 four 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)

Area I: Communications (9 crs)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENG 111</td>
<td>English Composition I (3)</td>
<td>______</td>
<td>Pre-requisites: ENG 109 or adequate score on the Course Placement Evaluation, and</td>
</tr>
<tr>
<td>SPCH 130</td>
<td>Public Speaking (3)</td>
<td>______</td>
<td>Pre-requisite: ENG 109 or adequate score on the Course Placement Evaluation</td>
</tr>
</tbody>
</table>

Choose one of the following two courses:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENG 112</td>
<td>English Composition II (3)</td>
<td>______</td>
<td>Pre-requisite: ENG 111</td>
</tr>
<tr>
<td>ENG 116</td>
<td>Technical Writing (3)</td>
<td>______</td>
<td>Pre-requisite: ENG 111</td>
</tr>
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</table>

Area II: Mathematics (3 crs)

Choose one course from the following list.

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>MATH 145</td>
<td>Introduction to Probability &amp; Statistics (3)</td>
<td>______</td>
<td>Pre-requisite: MATH 130</td>
</tr>
<tr>
<td>MATH 150</td>
<td>College Algebra (3)</td>
<td>______</td>
<td>Pre-requisite: MATH 130 or adequate score on the Course Placement Evaluation</td>
</tr>
</tbody>
</table>
| MATH 151   | Conceptual Mathematics*      | ______  | Pre-requisite: MATH 150 or adequate score on the Course Placement Evaluation *
| MATH 155   | Trigonometry (3)             | ______  | Pre-requisite: MATH 150 or adequate score on the Course Placement Evaluation   |
| MATH 162   | Calculus I (4)               | ______  | Pre-requisite: MATH 150 or MATH 160                                          |
| MATH 163   | Calculus II (4)              | ______  | Pre-requisite: MATH 162 or adequate score on the Course Placement Evaluation |
| MATH 264   | Calculus III (4)             | ______  | Pre-requisite: MATH 163 or adequate score on the Course Placement Evaluation   |

* Conceptual mathematics will satisfy the mathematics requirement for all AA/BA/BBA/BM degrees

Area III: Laboratory Sciences (8 crs)*

Choose two courses (with their labs) from the following list:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASTR 110/L</td>
<td>Introduction to Astronomy w/Lab (4)</td>
<td>______</td>
<td>Pre-requisites: ENG 109 and MATH 100</td>
</tr>
<tr>
<td>BIOL 110/L</td>
<td>Current Topics in Biology w/Lab(4)</td>
<td>______</td>
<td></td>
</tr>
<tr>
<td>CHEM 110/L</td>
<td>Introduction to Chemistry w/Lab (4)</td>
<td>______</td>
<td>Pre-requisite: MATH 102</td>
</tr>
<tr>
<td>ES 112/L</td>
<td>Environmental Science w/Lab (4) (Fall)</td>
<td>______</td>
<td></td>
</tr>
<tr>
<td>GEOL 101/L</td>
<td>Physical Geology w/Lab (4)</td>
<td>______</td>
<td></td>
</tr>
<tr>
<td>GEOL 102/L</td>
<td>Historical Geology w/Lab (4)</td>
<td>______</td>
<td>Pre-requisite: GEOL 101</td>
</tr>
<tr>
<td>PHYS 110/L</td>
<td>Introduction to Physics w/Lab (4)</td>
<td>______</td>
<td></td>
</tr>
</tbody>
</table>

*This area can also include courses designed for students pursuing science majors: e.g. BIOL 210/L, CHEM 121/L.
Area IV: Social/Behavioral Sciences (6-9 crs)*

Pre-requisite: ENG 109 or adequate score on the Course Placement Evaluation
You must select 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 & Cultural Anthropology (3) (Fall)
ANTH 111 Language and Culture (3)
ANTH 207 Cultures of New Mexico (3)
ANTH 110 Indian Culture of the Southwest
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)
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 student advisor’s approval

_____________________________  ______  ___________
_____________________________  ______  ___________

Area V: Humanities and Fine Arts (6-9 crs)*

Pre-requisite: ENG 109 or adequate score on the Course Placement Evaluation
You must select 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 208 History of NM Art & Architecture (3)
ART 211 History of Art II (3)
DANC 240 Dance Appreciation (3)
ENG 270 Children’s Literature (3)
  Pre-requisite ENG 111
ENG 262 Literature of the Southwest (3)
  Pre-requisite ENG 112
ENG 265 Native American Literature I (3)
  Pre-requisite ENG 111
ENG 266 Native American Literature II (3)
  Pre-requisite ENG 111
ENG 280 Readings in Literature (3)
  Pre-requisite ENG 111
ENG 290 Study of Literature
  Pre-requisite ENG 111
ENG 294 Mythology (3)
  Pre-requisite ENG 111
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 the World Religions (3)
HIST 220 Southwestern Women’s History (3)
HIST 230 Chicano Experience in the US (3)
HIST 250 American Indian History (3)
The Business Administration/Management major spans 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)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA 315</td>
<td>Organizational Theory &amp; Design</td>
<td>3</td>
</tr>
<tr>
<td>BA 350</td>
<td>Entrepreneurship</td>
<td>3</td>
</tr>
<tr>
<td>BA 351</td>
<td>Advertising &amp; Public Relations</td>
<td>3</td>
</tr>
<tr>
<td>Pre-requisite: BA 251</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BA 354</td>
<td>E-Commerce</td>
<td>3</td>
</tr>
<tr>
<td>Pre-requisite: BA 240</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BA 360</td>
<td>Human Resources Management</td>
<td>3</td>
</tr>
<tr>
<td>Pre-requisite: BA 240</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BA 432</td>
<td>Strategic Management</td>
<td>3</td>
</tr>
<tr>
<td>Pre-requisites: BA 240</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BA 460</td>
<td>Labor Relations</td>
<td>3</td>
</tr>
<tr>
<td>Pre-requisite: BA 305</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BA 462</td>
<td>International Business &amp; Management</td>
<td>3</td>
</tr>
<tr>
<td>Pre-requisite: BA 231</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BA 485</td>
<td>Internship</td>
<td>6</td>
</tr>
<tr>
<td>Pre-requisite: You must petition to enroll in this course</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**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)**

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

**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 **Project Management 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.
**Project Management (24 crs)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA 331</td>
<td>Project Management Planning Process (3)</td>
<td>______</td>
<td></td>
</tr>
<tr>
<td>BA 332</td>
<td>Project Mgmt Systems: Baseline Development (3)</td>
<td>______</td>
<td>BA 331</td>
</tr>
<tr>
<td>BA 333</td>
<td>Project Planning and Execution (3)</td>
<td>______</td>
<td>BA 332</td>
</tr>
<tr>
<td>BA 432</td>
<td>Strategic Management (3)</td>
<td>______</td>
<td>BA 240</td>
</tr>
<tr>
<td>BA 434</td>
<td>Project Execution &amp; Control: Strategic Mgmt &amp; Analysis (3)</td>
<td>______</td>
<td>BA 332</td>
</tr>
<tr>
<td>BA 436</td>
<td>Project Execution and Control: Systems Support (3)</td>
<td>______</td>
<td>BA 434</td>
</tr>
<tr>
<td>BA 485</td>
<td>Internship (6)</td>
<td>______</td>
<td></td>
</tr>
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</table>

**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.

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA 354</td>
<td>E-Commerce (3)</td>
<td>______</td>
<td></td>
</tr>
<tr>
<td>IT 410</td>
<td>Information Assurance &amp; Security (3)</td>
<td>______</td>
<td>IT 350 BA 330</td>
</tr>
<tr>
<td>BA 485</td>
<td>Internship (6)</td>
<td>______</td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL CREDITS** 128

The Management Information Systems assists you to develop competencies in applying technology to business strategy, management and decision making through case studies, team projects, and Internet use, as well as through computer applications and systems integration.

**Management Information Systems (37 crs)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>EECE 132</td>
<td>Networking Fundamentals (3)</td>
<td>______</td>
<td>EECE 152L</td>
</tr>
<tr>
<td>EECE 152L</td>
<td>Computer Programming I (4)</td>
<td>______</td>
<td>CS 102</td>
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<tr>
<td>EECE 330</td>
<td>Computer Networks II (3)</td>
<td>______</td>
<td>EECE 132</td>
</tr>
<tr>
<td>EECE 342</td>
<td>Wireless and Mobile Computing (3)</td>
<td>______</td>
<td>EECE 330, IT 350</td>
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<tr>
<td>EECE 447</td>
<td>Routing and Switching (3)</td>
<td>______</td>
<td>EECE 330</td>
</tr>
<tr>
<td>IT 210</td>
<td>IT Systems (3)</td>
<td>______</td>
<td>EECE 152</td>
</tr>
<tr>
<td>IT 250</td>
<td>Introduction to Databases (3)</td>
<td>______</td>
<td>CS 102</td>
</tr>
<tr>
<td>BA 354</td>
<td>E-Commerce (3)</td>
<td>______</td>
<td></td>
</tr>
<tr>
<td>IT 410</td>
<td>Information Assurance &amp; Security (3)</td>
<td>______</td>
<td>IT 350 BA 330</td>
</tr>
</tbody>
</table>

**Upper Division Business Electives (4 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.

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA 354</td>
<td>E-Commerce (3)</td>
<td>______</td>
<td></td>
</tr>
<tr>
<td>BA 485</td>
<td>Internship (6)</td>
<td>______</td>
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</table>

**TOTAL CREDITS** 128
# Educational Planning Form (Semester)

Name __________________________  Date ___________________

Major ___________________________  Student ID ________________

<table>
<thead>
<tr>
<th>Fall Semester</th>
<th>Spring Semester</th>
<th>Summer</th>
</tr>
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<tbody>
<tr>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Units</th>
<th>Total Units</th>
<th>Total Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall Semester</td>
<td>Spring Semester</td>
<td>Summer</td>
</tr>
<tr>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>Total Units</th>
<th>Total Units</th>
<th>Total Units</th>
</tr>
</thead>
</table>

Advisors Signature  ___________________________

Student Signature  ___________________________