

## Programs of Study for September Admission

(For all students who entered in September 2003 or later)

**12 Month Program** (48 credits required to graduate. All students take 40 cr. hours of required courses plus 8 cr. hours of electives.)

*One credit will be added during the academic year.*

### **Fall Term (18 credits)**

Foundations of Business  
Economics (3 cr.)  
Leading Individuals & Groups (3 cr.)  
Financial Reporting & Analysis (3 cr.)  
Marketing Management (3 cr.)  
Technology & Operations Mgmt. (3 cr.)  
Communication Strategies (1 cr.)  
Quantitative Analysis (2 cr.)

### **Spring Term (14 credits)**

Finance (3 cr.)  
Managerial Accounting (3 cr.)  
Negotiation (2 cr.)  
Career Strategies (1 cr.)  
Orgs & their Environment (2 cr.)  
Business, Government & the  
Global Economy (3 cr.)

### **Summer Term (15 credits)**

Strategy & Leadership (3 cr.)  
Leadership, Governance & Accountability (2 cr.)  
Strategic Decision Making (2 cr.)  
Elective (2 cr.)  
Elective (2 cr.)  
Elective (2 cr.)  
Elective (2 cr.)

*N.B. Fulltime students in the 1-year track who entered in September 2003 and graduated in 2004 need 47 required credits to graduate.*

**24 Month Program** (48 credits required to graduate. All students take 40 cr. hours of required courses plus 8 cr. hours of electives.)

*One credit will be added during the academic year.*

### YEAR ONE

#### **Fall Term (9 credits)**

Foundations of Business  
Economics (3 cr.)  
Financial Reporting & Analysis (3 cr.)  
Leading Individuals & Groups (3 cr.)

#### **Spring Term (8 credits)**

Managerial Accounting (3 cr.)  
Marketing Management (3 cr.)  
Quantitative Analysis (2 cr.)

#### **Summer Term (8 credits)**

Technology & Operations Mgmt. (3 cr.)  
Business, Government & the  
Global Economy (3 cr.)  
Elective (2 cr.)

### YEAR TWO

#### **Fall Term (8 credits)**

Finance (3 cr.)  
Orgs & their Environment (2 cr.)  
Communication Strategies (1 cr.)  
Strategic Decision Making (2 cr.)

#### **Spring Term (6 credits)**

Leadership, Governance & Accountability (2 cr.)  
Negotiation (2 cr.)  
Elective (2 cr.)

#### **Summer Term (8 credits)**

Strategy & Leadership (3 cr.)  
Career Strategies (1 cr.)  
Elective (2 cr.)  
Elective (2 cr.)

**36 Month Program** (48 credits required to graduate. All students take 40 cr. hours of required courses plus 8 cr. hours of electives.)

*One credit will be added during the academic year.*

### YEAR ONE

#### **Fall Term (6 credits)**

Foundations of Business  
Economics (3 cr.)  
Leading Individuals & Groups (3 cr.)

#### **Spring Term (3 credits)**

Communication Strategies (1 cr.)  
Quantitative Analysis (2 cr.)

#### **Summer Term (3 credits)**

Business, Government & the  
Global Economy (3 cr.)

### YEAR TWO

#### **Fall Term (5 credits)**

Orgs & their Environment (2 cr.)  
Financial Reporting & Analysis (3 cr.)

#### **Spring Term (6 credits)**

Marketing Management (3 cr.)  
Managerial Accounting (3 cr.)

#### **Summer Term (5 credits)**

Technology & Operations Mgmt. (3 cr.)  
Elective (2 cr.)

### YEAR THREE

#### **Fall Term (5 credits)**

Finance (3 cr.)  
Strategic Decision Making (2 cr.)

#### **Spring Term (6 credits)**

Leadership, Governance & Accountability (2 cr.)  
Negotiation (2 cr.)  
Elective (2 cr.)

#### **Summer Term (8 credits)**

Strategy & Leadership (3 cr.)  
Career Strategies (1 cr.)  
Elective (2 cr.)  
Elective (2 cr.)

\* As of September, 2003 GSM 435 Finance changed to 3 credits.

\*\* As of September, 2003 GSM 426 Marketing Strategy changed to 2 credits. This course was moved to the fall term for evening students in 2002. Also, this course was renamed GSM 426 Strategic Decision Making in September, 2004.

\*\*\* As of September, 2003 GSM 441 Leadership, Governance and Accountability was added to the curriculum. For students in progress before September, 2003, this course can be taken as an elective. If a student has taken GSM 435 Finance for 3 credits and GSM 426 Marketing Strategy for 1 credit, they are required to take GSM 441 for one credit. This course will be offered in the spring term for evening students starting in January, 2004.

\*\*\*\* As of September 2005, GSM 450 Career Strategies will only be offered in summer evening or spring day.