Management Core 1 courses must be completed or in concurrent process of being completed before a student enrolls in the Integrated Management Core.

Complete the following Integrated Management Core courses:
- Bus M 341 Marketing Management
- Bus M 361 Intro to Supply Chain & Operations
- Bus M 390 Ethics for Management
- Org B 321 Organizational Effectiveness

Complete the following additional course:
- Acc 241 Business Law in the Environment

Complete two courses from the following:
- ManEc 301 Macroeconomics for Business Decisions
- ManEc 453 Money, Banking, and Business

This is a limited enrollment program requiring departmental admissions approval. Please see the college advisement center for information regarding requirements for admission to this emphasis.

The entrepreneurship emphasis is designed to acquaint students with the problems commonly encountered when starting, growing, and harvesting business ventures. Emphasis is on the entrepreneurial career and perspective, not on one-shot ventures.

Note: Management Core 1 courses must be completed or in concurrent process of being completed before a student enrols in the Integrated Management Core.

Complete the following Premanagement Core courses:
- Acc 200 Principles of Accounting
- Econ 110* Economic Principles and Problems
- Math 116 Essentials of Calculus
- Math 118* Finite Mathematics
- Stat 121* Principles of Statistics

Note 1: Pre-management Core courses must be completed or in concurrent process of being completed before a student enrols in Management Core 1 courses.

Note 2: Based on student performance to date, permission may be granted to take some restricted major-only Management Core 1 courses.

Apply and be formally accepted into the program. The pre-management core must be completed with at least a 3.0 GPA (no grade lower than a C-), with no more than one repeat for each class. Not every student meeting the minimum requirement is guaranteed acceptance into the undergraduate program.

Complete the following Management Core 1 courses:
- Bus M 301 Financial Management
- Bus M 320 Career Orientation and Preparation
- Bus M 321 Mentor Program
- I Sys 201* Intro to Management Information Systems
- M Com 320* Communication in Organizational Settings

Note: Bus M 472 should be completed before taking 473 and 474.

Complete two courses from the following:
- Bus M 454 Professional Selling and Sales Mgt.
- Bus M 462 Services Management
- Bus M 475 Financing New Ventures
- Bus M 493 Entrepreneurial Projects
- Bus M 538 Managing Entrepreneurial Firms and Family Businesses

Complete Marriott School exit survey online.
**Suggested Sequence of Courses**

### FRESHMAN YEAR

#### Semester 1 (Fall)
- First-year Writing or A Htg 100: 3.0
- Bus M 171R: 1.0
- I Sys 100: 0.5
- I Sys 101: 0.5
- Math 110, if needed (FWSpSu): 3.0
- Rel A 121 (FWSpSu): 2.0
- General Education: 5.0

**Total Hours:** 15.0

#### Semester 2 (Winter)
- First-Year Writing or A Htg 100: 3.0
- Econ 110 (FWSpSu): 3.0
- Math 116 (FWSpSu): 1.0
- Math 118 (FWSpSu): 3.0
- Stat 121 (FWSpSu): 3.0
- General Education: 5.0

**Total Hours:** 15.0

### SOPHOMORE YEAR

#### Semester 3 (Fall)
- Acc 200 (FWSpSu): 3.0
- Rel A 211 or 212 (FWSpSu): 2.0
- General Education: 9.0

**Total Hours:** 14.0

#### Apply to the Management Program after 3rd Semester

#### Semester 4 (Winter)
- I Sys 201 (FWSpSu): 3.0
- Total Hours: 15.0

### JUNIOR YEAR

#### Semester 5 (Fall)
- Bus M 301 (FW): 3.0
- Bus M 320 (FWSp): 0.5
- Bus M 321 (FWSp): 0.5
- M Com 320 (FWSpSu): 3.0
- Religion Elective: 2.0
- General Elective: 6.0

**Total Hours:** 15.0

#### Semester 6 (Winter)
- Bus M 341 (FW): 3.0
- Bus M 361 (FW): 3.0
- Bus M 390: 3.0
- ManEc 300, 358, or 387: 3.0
- Org B 321 (FW): 3.0

**Total Hours:** 15.0

**SENIOR YEAR**

#### Semester 7 (Fall)
- Bus M 371R, 380, or 382: 1.0
- Bus M 472 (FW): 3.0
- ManEc 301 or 453: 3.0
- Entrepreneurship Emphasis Elective: 3.0
- Religion Elective: 2.0
- General Elective: 3.0

**Total Hours:** 15.0

#### Semester 8 (Winter)
- Acc 241 (FWSpSu): 3.0
- Bus M 473 (FW): 3.0
- Bus M 474: 3.0
- Bus M 498 (FWSpSu): 3.0
- Entrepreneurship Emphasis Elective: 2.0
- Religion Elective: 2.0

**Total Hours:** 16.0

### REQUIREMENTS FOR APPLICATION:

- 1. Cumulative GPA must be at least 3.0 in the pre-management courses, with no more than one repeat for each class. No grade lower than a C- will be acceptable. Not every student meeting the minimum requirements is guaranteed acceptance into the undergraduate program.

- 2. Demonstrate a knowledge of computer skills, including PowerPoint and spreadsheet analysis. Students may demonstrate PowerPoint and spreadsheet skills with either a minimum grade of B in an equivalent transfer course or a P grade in I Sys 100 and 101.

### GENERAL INFORMATION:

Students are encouraged to apply to the Marriott School of Management during their sophomore year, as soon as they have completed the pre-management core courses. Because of controlled enrollments in management programs, the competition for acceptance is keen. Those choosing to enter this major should decide early, plan their schedules carefully, be aware of all the requirements, and stay informed about any changes by checking often with the Marriott School of Management Advisement Center.

### THE DISCIPLINE:

Courses are designed to create opportunities for students to develop and apply their analytical and decision-making abilities. For this reason, the Marriott School programs make extensive use of faculty expertise, case studies, student projects, and internships.

### CAREER OPPORTUNITIES:

Specific job descriptions are many and varied. Some examples are: banker, consultant, financial analyst, credit analyst, real estate developer, financial planner, human resource specialist, employee benefit specialist, personnel officer, business systems consultant / analyst, sales representative, account executive, research specialist, marketing analyst, management trainee, buyer, merchandiser, production manager, technical sales person, inventory manager, logistics manager, materials supervisor.

For more information on careers in your major, please refer to *From Major to Career*, a publication which is located in all college advisement centers.

### MARRIOTT SCHOOL OF MANAGEMENT

Tanner Building
Brigham Young University Provo, UT 84602

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**Note:** The sequence of courses suggested may not fit the circumstances of every student. Students should contact their advisement center for help in outlining an efficient schedule.

**Note:** Students are encouraged to complete an average of 15–16 credit hours each semester or 30–32 credit hours each year, which could include spring and/or summer terms. Taking fewer credits substantially increases the cost and the number of semesters to graduate.