Business Minor Checklist

MICHIGAN ROSS

This checklist is for course planning purposes only and does not replace a degree audit or transcript. This plan should be considered flexible: ***course offerings and schedules are subject to change*** . You are strongly encouraged to meet with your Ross Academic Advisor to verify progress toward minor requirements and to request a minor release prior to your last term.

Co-requisite Course	
Econ 101 Principles of Economics I (Micro)	Fall/Winter*

Core Courses*			
1. ACC 300/302 Financial Accounting ***	Fall*	3. MKT 302 Marketing Management***	Fall/Winter*
or ACC 471 Accounting Principles	Fall/Winter*	or MO 302 Positively Leading People and Organizations***	Fall/Winter*
2. FIN 302 Making Financial Decisions***	Fall/Winter*	4. STRATEGY 302 Business Strategy	Fall*
or TO 302 Managing Business Operations	Fall/Winter*	or an Action Based Learning Course (ABL)	varies - see below

Additional Course
5. Elective from approved list below or an additional core course

Total Requirements
15 credits of approved coursework | 2.000 GPA or better in minor coursework | All minor courses must be taken for a letter grade if possible

Approved Action-Based Learning (ABL) Courses:

BA 445/STRATEGY 445 Base of the Pyramid (3)	Fall*	MO 355 Magnify Immersion Program (6)	Spring*
BA 455/BA 456/ BA 457 (3)	Winter/Fall/Winter*	MO 463 Creativity at Work (3)	Winter*
ES 395 Entrepreneurial Management (3)	Fall/Winter*	TO 482 Projects in Operations, Purchasing and Supply Chain	Fall*
MKT 401 Marketing Management (3)	Winter*	Management (7.5)	

Approved Action-Based Learning Capstone Courses (Seniors Only):

BA 453 Capstone Multidisciplinary Action Projects (3)	Winter*	TO 465 Management Consulting (3)	Winter*

Approved Elective Courses:

ACC 301 Managerial Accounting (3)
ACC 312 Intermediate Financial Accounting (3)
ACC 315 Cost Accounting (3)
BCOM 329 Social Media and the Changing Nature of Business Comm. (3)
BCOM 369 Effective Business Presentations (3)
BL 305 Legal Environment (3)
BL 306 Law of Enterprise Organization (3)
BL 310 Negotiation and Dispute Resolution (1.5)
BL 411 Cross-Cultural Negotiation and Dispute Resolution (3)
BL 482 Real Estate Law (3)
BL 488 Business & Public Policy (Carson Scholars Program) (3)
BUSABRD** (3)
ES 250 Introduction to Entrepreneurship (3)
ES/FIN 329 Financing Research Commercialization (3)
ES/MKT 425 New Product Management (3)
ES 427 Family Business (1.5)
ES 444 Introduction to Microfinance (3)
FIN 317 Corporate Financing Decisions (3)
FIN 320 Real Estate Fundamentals (1.5)
FIN 321 Commercial Real Estate Finance (1.5)
FIN 408 Capital Markets and Investment Strategy (1.5)
FIN 409 Fixed Income Securities and Markets (1.5)
FIN/ES 329 Financing Research Commercialization (3)
FIN 415 Corporate Investment Decisions (3)
FIN 425 Entrepreneurial Finance (3)
FIN 440 Financial Trading (1.5)
FIN 480 Options and Futures in Financial Decisions (3)
MKT 310 Fundamentals of Sales Management (3)
MKT 312 Retail Marketing Management (3)
MKT 313 Consumer Behavior (3)
MKT 316 Sensory Marketing (1.5)
MKT 322 Digital Marketing (1.5)
MKT 403 Brand Management (1.5)
MKT 408 Pricing (3)
MKT 409 Social Media Marketing (3)
MKT 411 Advertising Management (1.5)
MKT 418 Marketing Analytics (3)
MKT/ES 425 New Product Management (3)
MO 321 Leadership in Organizations (3)
MO 324 Managing Professional Relationships (3)
MO 414 Managing Change (3)
MO 415 Introduction to Managing Human Capital (3)
MO 455 Foundations in POS (Positive Organizational Scholarship) (3)
STRATEGY 310 The World Economy (3)
STRATEGY 411 Corporation in Society (3)
STRATEGY 491 Business Model Innovation (3)
TO 411 Decision Support with Excel (3)
TO 414 Advanced Analytics for Management Consulting (3)

***Terms offered are based on recent history and are subject to change - confirm availability on Wolverine Access**

** All BUSABRD courses that are determined to be business courses will count as approved elective courses

For more information: http://www2.bus.umich.edu/MyiMpact/academics/businessminor/curriculum

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