

**CURRICULAR EMPHASIS IN INDUSTRIAL DISTRIBUTION PROGRAMS
AND PROGRAMS OF SIMILAR THEME**

A Dissertation

by

JOHN EDWARD MILLER

Submitted to the Office of Graduate Studies of
Texas A&M University
in partial fulfillment of the requirements for the degree of

DOCTOR OF PHILOSOPHY

August 2003

Major Subject: Educational Human Resource Development

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August 2003

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ABSTRACT

Curricular Emphasis in Industrial Distribution Programs
and Programs of Similar Theme. (August 2003)

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Thirteen state-sponsored colleges and universities within the United States offer a bachelor level degree in Industrial Distribution. The first of these emerged in the 1950s in response to industry demands for unique educational preparation of entry-level professionals. Since the 1980s, increased sophistication in the field has accelerated the demand for educational preparation of Industrial Distribution professionals.

The problem facing educators is to determine the mix of courses that will provide the appropriate curricular focus when developing or refining the programs at their individual institutions. In the first phase of this study, the curricular focus of the current bachelor level programs in Industrial Distribution is identified in the form of eight curricular groupings representing the required courses in those programs.

The second phase of this study investigates the curricula of programs that contain a similar theme of focus at state-sponsored colleges and universities. The purpose is to identify programs other than formal Industrial Distribution programs, which have similar curricular focus, and may therefore provide graduates of similar educational preparation. In addition to providing educators with insight into the relationship between formal

Industrial Distribution programs and those of similar theme, this portion of the study provides managers in the field with information to consider when evaluating schools as potential sources of new hires.

State-sponsored schools in the study were identified from the membership of the American Association of State-Sponsored Colleges and Universities (AASCU).

Findings included ninety-six institutions from the six most populous and six least populous states, as of the 2000 U.S. Census. These institutions provided a representative sample of the 387 colleges and universities currently members of AASCU.

The identified schools offer over four hundred programs of similar theme to the thirteen formal Industrial Distribution programs. The overwhelming majority of those programs are in colleges of Business and Technology, and are generally marketed as supporting general or governmental business, with infrequent reference in catalogs, and departmental literature or Internet websites as supporting fields directly identifiable with Industrial Distribution.

DEDICATION

Dedicating this work to my wife is the most natural and satisfying decision possible. Completing the coursework, research, and preparation of this dissertation was possible because of her encouragement, support, and understanding as we took several sharp turns and detours on the road to this destination. Therefore, I dedicate this work to Ellie, with complete love and appreciation.

ACKNOWLEDGEMENTS

A project of this magnitude is possible only with the help of many individuals, all of whom have my personal gratitude.

First, the members of the Advisory Committee: Dr. Walter Stenning, Committee Co-Chair, has been my mentor for five years, and a gentleman worthy of emulating as I continue my career in academia. Dr. Clayton Allen, Committee Co-Chair, provided early and continuing encouragement, but primarily he has been a friend, advising me in professional matters for over eight years. Dr. Kenneth Paprock has my gratitude for graciously joining the committee when the program was already underway, becoming fully involved in evaluation of my progress. Dr. James Kracht has been consistently willing to expend time and effort in attention to details that added not only to this specific work, but also to the overall value of my experience in the doctoral program.

Technically an Academic Adviser in the Department of Educational Administration and Human Resource Development, Ms. Clarice Fulton is more accurately a concerned friend of the doctoral candidates. Without her over watch, many deadlines and program requirements would go unmet. She makes the overall experience much more pleasant than if we had to navigate the administrative path on our own.

With pleasure, I thank the Research Librarians of the University of Texas at Tyler, for their consistent and thorough assistance in guiding and helping me to find much of the relevant background literature that set the stage for this exploratory research.

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CHAPTER I

INTRODUCTION

Graduates with degrees in Industrial Distribution support United States' industries "with knowledge and analytic skill in such industrially relevant disciplines as marketing, logistics, procurement, transportation, and quality" (University of Houston, 2002, para. 3). Many colleges and universities make similar declarations in their catalogs, brochures and Internet websites; and their claims of opportunities for graduates are at least partially justified by the 1992 Census of Wholesale Trade in the United States, which identified "245,000 firms operating 313,000 establishments and employing 3.3 million people" (Cort, 1999, para. 4).

Manufacturers, distributors, suppliers, and consulting firms routinely seek graduates with a bachelor degree in Industrial Distribution in technical sales, logistics, distribution, and materials/warehouse management. The median annual compensation for personnel in these positions in 2000 is estimated to have been \$65,000, up from \$62,000 in the previous year (Fraza, 2001, para. 1).

Though there had been efforts on the part of American colleges and universities to offer bachelor degree programs to support the distribution industry as early as the 1950s, much of the promulgation of bachelor degree programs in Industrial Distribution in the United States came as a result of the growth in opportunities for Industrial Distribution graduates during the 1980s (Anderson & Weitz, 1987). At that time,

The style and format of this study follow that of the *American Educational Research Journal*.

industry encouraged development and/or refinement of Industrial Distribution programs, and their variations, and began working in partnership with colleges and universities across the nation to support improvement in career preparation. It was a difficult and urgent task to coordinate industry's needs with academic counterparts (Eliashberg & Michie, 1984).

A considerable portion of the urgency for development or modification of programs was fueled by four specific factors:

- “Development of new and integrated manufacturing and inventory systems
- Increasing acceptance of the concept of logistics, which combines the inbound and outbound flow of materials and goods
- Major structural changes in the transportation industry as a result of deregulation
- Greater emphasis on strategic planning and application of systems in business”

(Eddy, 1986, p. 42).

In addition, the growing impact of computer technology and trends toward globalization of industry have arisen as factors encouraging and impacting the development or modification of bachelor degree programs in Industrial Distribution. Concurrently, the growth of industrial distribution channels for computers and related high technology products was itself an added growth factor in the significance of the field of Industrial Distribution (Goodman II, 1998). Also during the 1980s, changes in the distribution industry were brought on by greater international competition, as well as new sales and manufacturing techniques (Berkwitt, 1986).

Statement of the Problem

As American colleges and universities have responded to the needs of industry in the area of industrial distribution, they have focused attention on a wide range of strengths within their individual bachelor degree programs. Consequently, there is little uniformity to the curricula of the schools formally offering degrees in Industrial Distribution (Luter, 1974); “they are as diverse as the colleges and universities teaching them” (Turner, 1989, p. 1). Representative areas in which attention has been focused by various schools include, but are not limited to, advanced mathematics, communications and presentations, economics, finance, cost analysis, inventory management, marketing, technology, transportation, logistics and purchasing. In addition, schools without formal Industrial Distribution programs have other programs highlighting similar themes, such as marketing, logistic systems, supply chain management, physical distribution, warehousing, purchasing, etc.

There is a problem that arises from the wide range of focus within both bachelor level Industrial Distribution programs and programs with similar themes at other schools. College and university administrators, deans and department chairs must struggle with selecting the curriculum characteristics for their institution’s individual program. As recently as 1998, industry analysts observed “the forces propelling logistics into becoming a mature field of study, instead of the occasional odd course in materials management, are causing educators to reconsider how they should teach it” (Saccomano, 1998, para. 5). To assist these personnel in making decisions on program characteristics,

an exploratory descriptive study was in order to describe the curricular characteristics of existing programs.

Purpose of the Study

The purpose of this exploratory descriptive study is to provide information concerning curricular emphasis of Industrial Distribution and similar programs in order to assist administrators, deans, and department chairs in developing or refining their institution's bachelor level programs.

The study focuses on the curricular characteristics of bachelor level Industrial Distribution programs at state-sponsored colleges and universities in the United States. In addition, the study focuses on state-sponsored colleges and universities in the United States without formal Industrial Distribution programs, but with other programs highlighting similar themes.

The curricular information is reported in a series of tables permitting school personnel to consider the combination of curricula characteristics desired for their institutions. Reported curricular information consists of the listing of required courses that categorize the program of each school as being one of, or similar in theme to the programs of the schools formally offering Industrial Distribution degrees.

Significance of the Study

Formally introduced to United States colleges and universities during the 1950s, development of the bachelor degree programs in Industrial Distribution has been

continually encouraged by industry's demand for graduates. Though some expansion to other schools occurred during the next two decades (Turner, 1989), the 1980s marked an acceleration in that growth. Since then, significant developments in industry have increased demand for Industrial Distribution graduates and have centered attention on changes in curricular focus. Representative of those developments are integrated manufacturing and inventory systems, implementation of sophisticated logistic systems, and "greater emphasis on strategic planning and application of systems in business" (Eddy, 1986, p.42).

More recently, the growing sophistication of computerized business systems and the escalating trend toward globalization of markets have also impacted the necessity for curricular changes to satisfy the demands of industry in the area of career preparation for graduates with bachelor degrees in Industrial Distribution.

As college and university administrators, deans and department chairs endeavor to provide students with appropriate career preparation, they are faced with the question of what characteristics to strive for in developing or refining curricula to support the growing industrial distribution industry. The information developed in this study provides those personnel with measures of selected characteristics currently existing at state-sponsored colleges and universities, both in formal Industrial Distribution programs and those of similar theme. The study provides information to assist those personnel in developing and refining formal bachelor degree programs in Industrial Distribution or programs of similar theme at their individual institutions. The principal significance of this is that "well educated industrial distribution people are going to be

the stable force for the future of the industrial distribution industry” (Turner, 1989, p.1).

Research Question

The study focused on the following research question:

At state-sponsored colleges and universities in the United States, what types of courses represent the areas in which curricular attention has been focused in bachelor level Industrial Distribution degree programs, as well as in programs highlighting similar themes?

Assumptions

The following assumptions apply to the study:

1. Member institutions of the American Association of State-Sponsored Colleges and Universities (AASCU) constitute an appropriate population from which to compile data relevant to characteristics with which to compare degree programs.
2. The concept of “Shadow Controls,” as described by Rossi, Freeman, and Lipsey (1999) is applicable for use by administrators, deans, and department chairs in comparing the characteristics of degree programs at numerous institutions. This is the process of utilizing existing documentation (usually routine administrative files or publications) to analyze an operation or organization, rather than developing and recording data specifically for the study.

3. The Industrial Distribution Association (IDA) is an appropriate source from which to identify the institutions with formal Industrial Distribution programs, for the purpose of the pilot study.

Limitations

As defined by Isaac and Michaels in their text, *Handbook in Research and Evaluation*, the following limitations to the study were recognized as impacting the areas to which the conclusions must be confined (Isaac & Michaels, 1971):

1. The study was limited to the member institutions of the American Association of State-Sponsored Colleges and Universities (AASCU).
2. The study was limited to the state sponsored colleges and universities of the six most populous states, and the six least populous states of the United States.
3. The study was limited to colleges and universities offering bachelor degrees specifically titled, "Industrial Distribution," and those colleges and universities with programs of similar theme, as determined by the criteria developed during the pilot study, as detailed in Appendix A.

Delimitations

As defined by Isaacs and Michaels, the following delimitations to the study were recognized as factors self-imposed by the researcher and limiting the scope of the study:

1. No private colleges and universities were included in the study.
2. No institutions outside the United States were included in the study.

3. No Associate, Masters or Doctorate programs were included in the study.
4. Neither the District of Columbia, nor territories of the United States were included in the study.
5. Neither individual course syllabi, nor content beyond that presented in the study population's catalogs, brochures, and Internet web pages was utilized to evaluate programs.

Organization of the Dissertation

This dissertation is presented in five chapters and four supporting appendices. It reports the rationale behind, the implementation of, and the results of an exploratory descriptive research study designed to assist college and university administrators, deans, and department chairs in selecting curricular characteristics to consider when developing or refining their institution's bachelor degree programs in Industrial Distribution, or programs of a similar theme.

Chapter I addresses the background of the study, including the statement of the problem, the specific purpose of the study, its significance, and the research question involved. In addition, Chapter I addresses the assumptions, limitations and delimitations of the study.

Chapter II addresses the review of the literature relevant to the study, and has six purposes: 1) to review economic factors relevant to the emergence of the field of Industrial Distribution; 2) to review legal and policy factors relevant to the emergence of the field of Industrial Distribution; 3) to review early responses of professional

organizations relevant to the emergence of the field of Industrial Distribution; 4) to review early responses of American colleges and universities relevant to the emergence of the field of Industrial Distribution; 5) to review the expanding involvement of professional organizations in the field of Industrial Distribution; and 6) to review the expanding educational involvement of American colleges and universities in the field of Industrial Distribution.

Chapter III addresses the methodology employed in conducting the study, specifically for collecting, tabulating and analyzing the data. In addition, reference is made to the pilot study conducted to determine the population of the full study. Details of the pilot study are in Appendix A.

Chapter IV presents the collected data, and addresses its analysis, while Chapter V presents the summary of the study, as well as the conclusions and recommendations for further study.

CHAPTER II

REVIEW OF THE LITERATURE

The literature review serves six purposes: 1) to review economic factors relevant to the emergence of the field of Industrial Distribution, 2) to review legal and policy factors relevant to the emergence of the field of Industrial Distribution, 3) to review early responses of professional organizations relevant to the emergence of the field of Industrial Distribution, 4) to review early responses of American colleges and universities relevant to the emergence of the field of Industrial Distribution, 5) to review the expanding involvement of professional organizations in the field of Industrial Distribution, and 6) to review the expanding educational involvement of American colleges and universities in the field of Industrial Distribution.

Economic Factors in the Emergence of Industrial Distribution

It is no revelation that the economy of a considerable portion of Europe was in shambles at the close of World War II, and it may seem natural to immediately envision that the destruction of factories would lead to the need for American productivity to fill the void in European supply channels. Certainly the common view of “the great industrial complex of the Ruhr being reduced to canyons of rubble” (Knapp, 1974 p. 2049) is true. However, Wilfred Knapp, in *Purnell’s History of the 20th Century*, expanded the view. Over 20% of homes were destroyed in Poland and Greece alone, and between 6% and 10% in each of Belgium, Great Britain, France, and the Netherlands.

Major cities, such as Warsaw, Stalingrad, Minsk, Kiev, and Smolensk had been systematically ravaged, and over 39,000 miles of railway track were destroyed in just the Soviet Union. Europe's economic recovery depended on "a trading relationship founded on efficient communication... and the confidence necessary for investment" (p. 2052), while most of Europe had neither. Consequently, the soon to be realized conversion of America's wartime production to post war consumer production would coincide with major demands in European markets. The European demand for industrial production by the United States in the years following the war would contribute to the emergence of Industrial Distribution as a distinct field.

The 1940s through 1960s

The remarkable conversion of the American economy following World War II was accomplished with speed and relatively little difficulty (Higgs, 1999). In fact, President Truman addressed this issue in *Economic Report*: "At the end of 1946, less than a year and a half after VJ-day, more than 10 million demobilized veterans and other millions of wartime workers have found employment in the swiftest and most gigantic change-over that any nation has ever made from war to peace" (Truman, 1947, 1). This conversion, primarily between 1945 and 1947, set the stage for the prosperity of the next several years (Higgs, 1999). As the market oriented economy continued to grow, it contributed to setting the stage for the need to formalize and enhance the education of industrial distribution practitioners.

Specific examples of growth in the field of distribution in America's post war economy are illustrated by Alexander, Cross, and Hill in their 1967 text, *Industrial Marketing*. Evaluating the strengths of six significant industrial markets between 1939 and 1948 revealed these pre- and post-war comparisons:

1. Distributors of industrial chemicals grew from under 750 to over 1,000 establishments, with corresponding growth in dollar sales per establishment of 236%.
2. Distributors of electrical wiring materials grew from under 1,200 to over 2,100 establishments, with corresponding growth in dollar sales per establishment of 303%.
3. Distributors of construction materials grew from under 1,650 to over 2,150 establishments, with corresponding growth in dollar sales per establishment of 237%.
4. Distributors of general industrial machinery grew from under 120 to just under 240 establishments, with corresponding growth in dollar sales of 228%.
5. Distributors of transportation equipment grew from under 250 to over 600 establishments, with corresponding growth in dollar sales of 155%
6. Distributors of construction equipment grew from just over 400 to just over 900 establishments, with corresponding growth in dollar sales of 360% (Alexander, 1967).

Interestingly, the average days of stock held in inventory by each of the six categories of distributor was reduced markedly from pre-war to post-war levels. The reductions ranged from 11% in construction equipment, to well over 40% in industrial chemicals. While post-war demand most certainly contributed to keeping the inventories moving, it is noted that postwar improvements in the areas of marketing, logistics and transportation were being implemented, and could just as certainly be credited with contributing to improved efficiencies... a precursor to the emergence and recognition of the field of Industrial Distribution.

Gerald Celente, founder of the Trends Research Institute, refers to the period immediately following that conversion of the economy as the “Reign of Quantity” (1997, p. 16). During that period the economy was consumer driven, and distribution consisted of transporting as many cars, electronic products, and numerous other consumer goods as possible; goods that the previously war-restricted market demanded. The goods were produced on assembly lines, and Celente implied that the distribution systems of the day operated on similar principles: programmed approaches and programmed response times. However, he pointed out that quality and service soon became issues when the demand started shifting to provision of food, beverages, medicine and other items affecting the quality of life rather than just possessions. At this point, the expectations of delivery systems became more sophisticated (flexibility, dependability, predictability, service, economic operation, etc), reinforcing the need for education to prepare the future distribution professionals (Celente, 1997).

During the Cold War, combat readiness was crucial, particularly with respect to the Air Force, because of the United States' reliance on that service's preparedness to deliver a nuclear weapon on target with little notice. The Air Force represented the need within governmental and military organizations for personnel educated to deal with distribution problems of a newly emerging degree of complexity. With respect to the newly developed weapons systems, the complexity of allocating physical and fiscal resources to these programs grew dramatically and "could no longer be handled by simple routines or the magic of command" (Mendershausen, 1958, p. 632).

Bowersox, Smykay, and LaLonde, writing for the Graduate School of Business at Michigan State University, noted the irony of tremendous advances in multiple segments of the American and world-wide economies by the early 1960s, while industry was only partly aware of the need to integrate physical distribution, marketing, warehousing and other aspects of strategic operations into one concept - Industrial Distribution. (Bowersox et al., 1968) With respect to need for education and training in what was emerging as the field of Industrial Distribution, Peter Drucker wrote in *The Economy's Dark Continent*, "We know little more about distribution today than Napoleon's contemporaries knew about the interior of Africa. We know it is there, and we know it is big; and that's about all" (Drucker, 1962, 265).

By the early 1960s, it was recognized by marketing professionals that the efficiency gains attributable to new marketing techniques were not being matched in the economics of distribution. Addressing this issue in their review of an article by Donald Parker, Chairman of the Division of Business Administration at Portland State College,

and member of the Board of Directors for a chapter of the American Marketing Association, Marks and Taylor paraphrased Parker as saying, “One of the major reasons set forth is that distribution is treated as a separate and unique function that is not directly related to the other areas of marketing. When this idea is removed and physical distribution is integrated into the marketing concept, then progress in efficiency will begin” (Marks and Taylor, 1966, p. 2).

In 1963, Clarence Martin, Jr., was Undersecretary of Commerce for Transportation under President Kennedy when he delivered the keynote address to the Second Annual Business Logistics Forum in Stanford California. His address is contained in Karl Ruppenthal’s edited collection of presentations at that forum. Central to many of Martin’s points was the “comprehensive program developed by the Kennedy Administration to improve transportation and to make it a more dynamic part of our economy – to make possible greater economic growth, productivity, and progress” (Ruppenthal, 1964, p.1). The program was wide ranging, with many facets relevant to the transportation and distribution industries. It encompassed innovations in the development of highways, elimination of certain rate regulations for carriers, and considerable assistance in developing urban public transportation systems. Quoting President Kennedy, Martin told the audience, “Taking advantage of new techniques that would provide convenience and efficiency, we must consider the impact of different forms of transportation investment on economic development; we must combine and integrate systems to take advantage of the maximum benefits of each mode of travel; we must now consider the Nation’s transportation network as an articulated and closely

linked system rather than an uncoordinated set of independent entities” (Ruppenthal, 1964, p. 3). Continuing to refer to the specific words of the President, Martin emphasized that the research necessary to accomplish and take advantage of this new approach to transportation and distribution “can consider the handling of freight as a system beginning in the shipper’s plant and ending with the delivery of goods to the very doors of his customers – using new packaging, containerization and cargo handling methods” (Ruppenthal, 1964, p. 3). What Martin described as sounding like a distant but reachable dream was to eventually become the industry standard, further setting the stage for the development of the field of Industrial Distribution.

Karl Ruppenthal was Director of the Transportation and Management Program at the Stanford University Graduate School of Business in 1964, and included Undersecretary Martin’s comments in his compilation of significant presentations at that forum. He also wrote of the dynamic changes already taken place, and predicted that new equipment, methods and management techniques, in conjunction with the innovations of the President’s program, would have continuing profound effects in the fields of transportation and distribution. He suggested that it would be “possible for a progressive company to invade new markets, to reduce the amount of capital necessary to maintain adequate inventories, to improve its service to its customers, and to reduce its total distribution costs” (Ruppenthal, 1964, Foreword). There were two significant missing ingredients: development of appropriate educational programs to equip practitioners capable of performing to these new standards, and emergence of the field in which they would perform – Industrial Distribution.

Addressing this general issue in the mid-1960s, James Heskett responded to Clarence Martin's promotion of the Kennedy Administration's transportation program, by encouraging industry and academia to put forth the same effort in study and research concerning distribution channels as was being put into the manufacturing arena. His concern was that the continued improvement in the tools of economic analysis needed to be taken advantage of in the area of distribution (Heskett, 1965).

The 1970s through 1990s

In the early 1970s, Louis Boone and James Johnson, of the University of Tulsa, addressed the significance of the study of marketing channels, as an important component of the growing field of Industrial Distribution. Their comments on a series of 49 articles dealing with the economy of the time reveal that changes in retail marketing strategies were being influenced by consumer preferences for shopping malls, catalog showrooms, in-home selling (e.g.: Avon, Tupperware, Stanley, Amway), and the resurgence of mail-order catalogs (most notably, JC Penney). Their theme was that emphasis on multiple point-of sale retail strategies requires distribution mechanisms to become more flexible, innovative, and responsive in contributing to the financial goals of a firm (Boone et al., 1973). William Davidson's article was particularly strong in emphasizing the economics behind the need for changes to distribution systems. He predicted over 2 billion dollars in only the in-home portion of the market during that decade (Davidson, 1973). Such financial opportunities were surely incentive for the recognition of the significance of the emerging field of Industrial Distribution.

By the mid-1980s, major concerns within the industrial distribution industry were driven by four significant factors within the United States:

1. “Development of new and integrated manufacturing and inventory systems
2. Increasing acceptance of the concept of logistics, which combines the inbound and outbound flow of materials and goods
3. Major structural changes in the transportation industry as a result of deregulation
4. Greater emphasis on strategic planning and application of systems in business” (Eddy, 1986, p. 42).

A 1985 study done by Paul Zinzer at Syracuse University found that “the supply of logistics graduates is half the industry demand, and is expected to continue as such within the foreseeable future” (p. 40). Industry was calling for highly trained professionals, armed with Bachelor degrees, to deal with increased global competition and the impact of computers in the changing environment. According to Art Eddy, Executive Director of Handling and Shipping Management Magazine, who reported on Zinzer’s study in 1986, corporate executives were calling for an end to reliance on learning through experience on-the-job, and calling for “higher and on-going (formal) education for individuals with career aspirations” (p.40).

By the early 1990s, there was considerable concern with growing global competition. In 1994, Abelson pointed out that the United States had “recaptured the lead from Japan in the global semiconductor market” (Abelson, 1994, p. 1623). He also pointed out that the United States was also then ahead in chip-making equipment.

However, advances made by the application of improving management, manufacturing, and decision-making techniques were not being matched in the field of physical distribution, therefore highlighting the need for education and research in the field (Abelson, 1994).

Legal and Policy Factors, and the Emergence of Industrial Distribution

Jennifer Adams, in a paper presented to the Association for the Study of Higher Education (ASHE) in 1981, noted that the Servicemen's Readjustment Act of 1944 was arguably the most significant legislation concerning higher education in the twentieth century. Commonly referred to as the G.I. Bill, or Public Law 346, this federal initiative had a profound effect on public and private institutions, as they faced the challenge of servicing the influx of World War II veterans financially enabled to attend the school of their choice. Though the magnitude of the impact of the legislation may have initially alarmed some who were concerned with the influence of federal initiatives on state policies, Adams agreed with H.P. Allen that such initiatives in the area of education are "historically viewed as a positive measure" (Adams, 1981, p.5). Allen discussed this concept as early as 1950, in his writing for the Hoover Commission Task Force on Public Welfare (Allen, 1950).

Adams built on Allen's line of thought, and implied that the strong relationship between education and economic growth was a particularly strong factor in the overwhelming acceptance of the G.I. Bill (Adams, 1981). The virtual flood of student veterans entering American colleges and universities following World War II

encouraged revision of existing programs and development of new ones in the competition between schools to attract these customers. In the years to follow, program changes and innovations would eventually lead to the emergence of Industrial Distribution Programs.

In an article for the *Smithsonian*, Edwin Kiester referred to the huge pool of professionals made available to the nation's economy through the G.I. Bill, "enabling over two million men and women to better themselves" (1994, Abstract). In fact, several years later, Adams stated in her presentation to the Association for the Study of Higher Education that with respect to federal legislation and policy concerning education "the dissemination of educational opportunity, therefore, can be linked with both democracy and economic growth" (2000, p. 5). That conclusion coincides with the opinion of Veysey, in the much earlier 1965 text, *The Emergence of the American University*.

Jumping forward to 2001, the Secretary of Veterans Affairs addressed certain aspects of the impact of the G.I. Bill. Speaking to the Director's Forum of The Woodrow Wilson International Center for Scholars, Secretary Principi made these points: 1) it would have been unwise to have lost the productive civilian service of the veterans returning from World War II, 2) veterans have attended colleges and universities who would have otherwise remained outside the collegiate world of the wealthy and well connected, and 3) the result of the educational opportunities "unleashed a generation of men and women and transformed both America—and American's expectations" (2001, p. 3). There was apparently no doubt in the Secretary's mind that the G.I. Bill had been

successful in transforming the lives of veterans, but also in affecting America in general, and the higher education system in particular.

Moving the focus from veterans to another aspect of federal legislation and policy, encouraging high school students to move on to challenging college programs that will impact the nation's economy, the U.S. Secretary of Transportation announced funding in 2000 for transportation curriculum in nine secondary and postsecondary pilot school sites, located in eight states and the District of Columbia. The program reflects Secretary Slater's support of "education as a means to ensure that America's transportation workforce is skilled and knowledgeable" (PR Newswire, 2000, p. 1). In elaboration, the Secretary reported that President Clinton viewed education as more important than ever as the nation's need grows for technologically literate transportation workers (PR Newswire, 2000). Part of the "Career Cluster" project, this initiative, starting at nine high schools, community colleges and technical institutes, was intended to assist in the transition of students to college and industry through partnerships between educational institutions and industry. With respect to the particular field of Industrial Distribution, there is a logical progression for a certain number of students initiated into the technology of modern transportation through this program, to continue into the bachelor level programs at the nation's colleges and universities. (The particular project announced by Secretary Slater focused on the Transportation, Distribution and Logistics Cluster which complements fifteen other clusters involving career paths ranging across a wide portion of the nation's economy. They include: manufacturing, information technology services, arts and communications services, agriculture and

natural resources, construction, wholesale/retail sales and services, financial services, hospitality and tourism, business and administrative services, human services, legal and protective services, scientific research, engineering and technical services, education and training services, and public administration/government services)

The program announced by Secretary Slater, of the Department of Labor, was modeled after a program in the Chicago area (Bierdman, 2000). That local program was a collaborative effort by Target Group (a management consulting firm), the Retail and Education Alliance for the Development of Youth (READY), the Chicago Public Schools, and Jewel Foods (a Chicago-area food chain). High school students were given actual transportation and logistics problems to investigate and solve, and were mentored by industry professionals. This researcher interpreted the goals of this program, like the federal program modeled after it, to be threefold: 1) to encourage success of individual students, 2) to introduce them to a particular career field, and 3) to eventually impact the economy of the nation by starting some students on a pathway to higher education that will provide the personnel necessary in evolving fields such as Industrial Distribution.

There is much additional federal legislation affecting and indicating the policy environment of public higher education in the United States. With that in mind, Nick Place, of the University of Florida, discussed some of the more notable legislation in a chronological format (2003). In doing so, he relied heavily on the work of Seevers, Graham, Gamon and Conklin in their text, *Education through Cooperative Extension* (1997). With Place's permission, this researcher edited and manipulated the list, and developed four synoptic tables (Table 1 through Table 4) to illustrate the extent of the

federal government's involvement in providing citizens the opportunity for higher education. To maintain the focus on legislation affecting the general climate of educational policies, the tables has been pared of many programs focused on specific occupational fields (such as agriculture) or specific minorities (such as Native American Indians).

Table 1
Illustrative Legislation Promoting Establishment and Continued Financial Support of Public Colleges and Universities

Date	Legislation	Accomplished
1787	<i>Northwest Ordinance</i>	Established land-grant principle, authorizing sale of public land to support education
1862	<i>First Morrill Act</i>	Extended land-grant program for endowment, support and maintenance of colleges focusing on both liberal and practical education... origin of many Agricultural and Mechanical (A&M) Colleges and Universities
1890	<i>The Second Morrill Act*</i>	Extended land-grant endowments, including those that led to creation of seventeen historically black colleges.
1862 1890 1907	<i>Nelson Amendments to the Morrill Acts</i>	Increased appropriations to land-grant institutions.
1914	<i>The Smith-Lever Act*</i>	Increased support to land-grant institutions for education to enhance application of useful/practical information beyond campuses; origin of cooperative extension services
1929	<i>Alaska Act*</i>	Extended benefits of land-grant system and Smith-Lever Act to Territory of Alaska
1935	<i>Bankhead-Jones Act</i>	Increased annual appropriations for land-grant institutions, and further endowment for A&M and historically black colleges
1950	<i>Land-Grant Endowment Funds Bill</i>	Protected federal and private endowments from unilateral federal action to divert them from intended purposes
1960	<i>Land-grant Status for the University of Hawaii*</i>	Established precedent of allocating funds when federal lands are unavailable for a land-grant endowment
1963	<i>Higher Education Act</i>	Provided construction grants and loans for academic facilities at colleges and universities

Source: Adapted from work by Place, University of Florida, 2003.

* Indicates item is present in another of the accompanying tables

Table 2
**Illustrative Legislation Promoting Establishment and Continued Financial Support
of Programs to Encourage and Enable Veterans to
Obtain Postsecondary Education**

Date	Legislation	Accomplished
1942	<i>Military Evaluations Programs and General Equivalency Diploma (GED) Program</i>	Authorized high school credit for veterans who left school to serve in World War II, permitting them to continue into college level education
1944	<i>Servicemen's Readjustment Act (G.I. Bill of Rights)</i>	Provided benefits in six areas, including: education and training; loan guarantees for homes, farms and businesses; and federally funded unemployment pay for up to one year
1952	<i>Veterans' Readjustment Assistance Act (Korean G.I. Bill of Rights)</i>	Similar benefits to those of 1944 Act, with responsibility for the unemployment pay benefit shifted to the individual states.
1966	<i>Veterans Readjustment Benefits Act</i>	Provided G.I. Bill benefits to post-Korean War and Vietnam Era veterans; first provision for active duty personnel
Current	<i>Post-Vietnam Era Veterans' Educational Assistance Program (VEAP)</i>	First to require monetary contributions by active duty personnel (matched two-for-one by government),
	<i>Montgomery G.I. Bill (MGIB)</i>	Directed at those entering active duty after mid-1985; also requires contribution by active duty personnel, with exclusion for those with Viet Nam era entitlements
	<i>Montgomery G.I. Bill – Selected Reserve Educational Assistance Program (MGIB-SR)</i>	Provides financial assistance for postsecondary education for members of Active Reserve and National Guard units.

Source: Adapted from work by Place, University of Florida, 2003.

Table 3
**Illustrative Legislation Promoting Establishment and Continued Financial Support
of Programs to Extend and Expand the Role of Public Colleges and Universities**

Date	Legislation	Accomplished
1890	<i>The Second Morrill Act*</i>	Extended land-grant endowments, including those which led to creation of seventeen historically black colleges
1914	<i>The Smith-Lever Act*</i>	Increased support to land-grant institutions for education to enhance application of useful/practical information beyond campuses; origin of cooperative extension services
1929	<i>Alaska Act*</i>	Extended benefits of land-grant system and Smith-Lever Act to Territory of Alaska
1946	<i>Agricultural Marketing Act</i>	Authorized and funded, on a matching basis, extension programs in marketing, transportation and distribution of products outside the Smith-Lever formula
1960	<i>Land-grant Status for the University of Hawaii*</i>	Established precedent of allocating funds when federal lands are unavailable for a land-grant endowment, while extending support to another state
1966	<i>National Defense Education Act</i>	Coordinated federal and state roles in international education; later incorporated the Higher Education Act.
1978	<i>Tribally Controlled Community College Act</i>	Stimulated development of technical, two-year, four-year, and graduate colleges located on or near tribal reservations.

Source: Adapted from work by Place, University of Florida, 2003.

* Indicates item is present in another of the accompanying tables

Table 4
**Illustrative Legislation Promoting Establishment and Continued Support of
 Programs to Encourage and Enable the General Public to
 Obtain Postsecondary Education**

Date	Legislation	Accomplished
1934	<i>National Youth Administration Act</i>	Authorized students to earn money performing education-related tasks
1958	<i>National Defense Education Act (NDEA)</i>	Provided student loans, graduate fellowships and aid for improvement in teaching of science, mathematics and modern languages
1964	<i>National Defense Education Act Amendments</i>	Expanded graduate fellowship program and eliminated discriminatory institutional limitations on loan and grant funds
1965	<i>Higher Education Act</i>	Funded student aid programs; reauthorized in 1992.
1965	<i>Housing and Urban Development Act</i>	Mandated cap on interest rate for the student College Housing Loan Program
1973	<i>Federal Pell Grant Program</i>	Needs-based grant program, with no fixed income levels
1993	<i>National and Community Service Trust Act</i>	Established mechanism to coordinate programs through which students receive minimum wage stipends and tuition benefits in return for community service.
1993	<i>Direct Lending Program</i>	Mandated lower interest rates and origination fees for student loans; encouraged competition, “forcing long-time lenders to reevaluate and improve their practices” (U.S. Department of Education, 2000, para. 5)
1997	<i>Taxpayer Relief Act</i>	Several provisions to encourage and assist citizens in obtaining postsecondary education: <ul style="list-style-type: none"> • Hope Scholarship program - tax credit for tuition and fees for first two years of higher education • Lifetime Learning Credit - similar, but for beyond the first two years of postsecondary education, or taking part-time classes to improve or upgrade job skills. (U.S. Department of Education, 2001, para.1)

Source: Adapted from work by Place, University of Florida, 2003.

To complement the data contained in the four preceding tables, the following examples address the extent of the impact of particularly significant legislation.

- The Servicemen's Readjustment Act (G.I. Bill of Rights) of 1944 passed by votes of fifty to zero in the Senate, and 387 to zero in the House of Representatives.

When participation peaked in 1947, student veterans accounted for 49% of the

nation's college enrollment. By its close in 1956, the program had contributed to the education and/or training of 7.8 million of the 15.4 million veteran population. Over 2.2 million were educated in colleges or universities, over 3.4 million in other schools, and the remainder in on-the-job or on-farm training.

Harry Barnard and John Best, both of the Rutgers University School of Education, wrote in *Current History*, that the G.I. Bill of 1944, combined with the Vocational Rehabilitation Act of 1943 (Public Law 16), provided a level of support to the nation's educational programs that had been unprecedented prior to that time (Barnard & Best, 1961).

- The Veterans' Readjustment Assistance Act of 1952 (Korean G.I. Bill of Rights) had served almost 2.4 million of 5.5 million eligible veterans when it ended in 1965. Over 1.2 million had studied or received training in postsecondary institutions, over .8 million in other schools, and the remainder received on-the-job or on-farm training.
- The Veterans Readjustment Benefits Act of 1966 served over 8 million persons before ending in 1989, more than 5 million of them in colleges and universities.
- The Montgomery G.I. Bill (MGIB) has been the most popular veteran's education program to date, with over 75% of eligible enlistees participating since its inception, and a high of over 94% for the enlistees of Fiscal Year 1996.
- The Federal Pell Grant Program "is the largest source of grant aid for undergraduate postsecondary education attendance funded by the federal government" (Congressional Research Service, 2002, Summary). This program

served more than 4.5 million students in fiscal year 2002, with more than \$11 million dollars. It is estimated that the program now reaches more than 20% of postsecondary undergraduate students each year. (Congressional Research Service, 2002)

Early Response of Professional Organizations

The American Society of Transportation and Logistics (ASTL) was founded in 1946 by industry leaders concerned with professionalism and promoting education programs to stimulate that professionalism. The organization strives “to insure a high level of professionalism and promote continuing education in the field of transportation and logistics” (ASTL, 2002a, para. 1). With membership including shippers, carriers and educators, the core of the organization’s efforts to enhance professionalism and education is the ASTL Certification Program. Consisting of several modules, the “Certified in Transportation and Logistics” (CTL) program is designed to recognize members who “demonstrate their understanding of the fundamentals of the profession” (ASTL, 2003a, para. 1) through a series of examinations. The modules include the following:

1. General Management Principles and Techniques - addressing overall understanding of the logistics function and its management.
2. Transportation Economics and Management - addressing the principles of cost and pricing, the characteristics of finance and operations with respect to

various modes of transportation, and specific topics concerning transportation management.

3. Logistics Systems Management - addressing the design and management of integrated systems controlling the inbound and outbound flow of goods and related information.
4. Public Policy and Legal Issues in Transportation and Logistics - while not requiring substantial familiarity with business law, this module does require the candidate to become substantially “familiar with current issues, as well as the historical trends that led to them” (ASTL, 2003b, Public Policy & Legal Issues, para. 4).
5. International Transport and Logistics – addressing the procedures, modes, and issues involved “in moving goods and people across international boundaries” (ASTL, 2003c, International Transport & Logistics, para. 1).

The American Production and Inventory Control Society (APICS), founded in 1957, has grown to over 60,000 members worldwide, in over 20,000 companies.

Claiming to be “The Educational Society for Resource Managers” (APICS, 2002a, About APICS, para. 2), the society focuses on providing education at both the individual and organizational level. Beyond opportunities for professionals to network within local chapters, and to learn at frequent symposia and workshops, the organization provides three internationally recognized certification programs related to the industrial distribution industry. The three programs are recognized by both the American Council

on Education (ACE) and The New York State Board of Regents, and are recommended by both for the awarding of college credits (APICS, Certification, 2002b).

1. At the basic level, the *Certified in Integrated Resource Management* (CIRM) program focuses on five specific aspects of industrial distribution: the integrated organizational functions of the value-driven enterprise, techniques of identifying and creating customer demand, converting demand into a process or service, product and service delivery, and integrated enterprise management. Certification is awarded upon successful completion of a series of examinations approved by teams of college faculty engaged by APICS.
2. More advanced, the *Certified in Production and Inventory Management* (CPIM) program also focuses on five specific areas: supply chain management, resource planning, material and capacity scheduling, operations execution and control, and strategic management of resources. As with the previous certification, practitioners are tested through a series of examinations approved for their relevancy and college-level equivalency by college faculty review teams.
3. The most advanced level of certification in the APICS series is the *Certified Fellow in Production and Inventory Management* (CFPIM) program. “This designation is awarded to an elite group of professionals who share their knowledge with others through presenting, publishing, teaching, and participation in other professional development activities” (APICS, CFPIM, 2002c, para 1).

In addition, APICS sponsors the following eight Specific Industry/Interest Groups (SIGs) to provide up-to-date information in fields related to resource management:

1. “Constraints Management (CM) SIG appropriate for those interested in becoming theory of constraints experts.
2. Engineered Products, Aerospace, and Defense (EPAD) SIG for professionals in high-technology project manufacturing industries such as aerospace, defense, communications, and medical equipment.
3. LEAN (LEAN) SIG for those who produce discrete units, planned and executed according to a schedule, through process assembly or custom manufacturing.
4. Process Industries (PI) SIG designed to assist professionals and organizations working with chemicals, food, pharmaceuticals, plastics, glass, rubber, paper, and biotechnology.
5. Remanufacturing and Service Parts (REMANSPP) SIG to enhance the success of those who work in remanufacturing, repair, reprocessing, overhaul services, and asset recovery in automotive, electronics, commercial aviation, and defense industries.
6. Service (SVC) SIG for professional involved with product development, logistics, customer support, and other service activities in manufacturing

as well as sectors such as health care, retail, utilities, banking, government, and professional firms.

7. Small Manufacturing (SM) SIG for professionals whose companies make less than \$50 million in annual sales for that have fewer than 200 employees, especially supplier and original equipment manufacturers (OEMs) or assembly facilities.
8. Textile and Apparel (TA) SIG for resource management professionals and organizations working in soft goods such as clothing, footwear, upholstery, and industrial textiles” (American Production and Inventory Control Society, SIGs, 2002d, para. 3-10).

The Warehousing Education and Research Council (WERC) was founded in 1977, and currently boasts of over 4,000 individual members in “the professional association for those in warehousing and distribution” (WERC, 2002, Welcome). With membership including over 3,000 corporate directors, unit directors and managers, the more than 2400 bachelor, masters and doctorate degrees are evidence of the organization’s focus on professionalism and education. (para. 3) Key components of WERC’s Long Range Strategic Plan (revised in June 2002) include publishing research and management information, providing education relevant to warehousing and distribution, and enhancing the image and public awareness of the field of distribution.

The Distribution Business Management Association (DBMA) boasts, among other contributions to the field of distribution, that it hosts the annual Conference on

Innovative Technologies on Distribution, Logistics, and Supply Chain Strategies. This conference unites “the world’s universities in the study of global logistics and supply chain strategies... in showcasing future technologies and facilitating strategic business alliances in distribution” (DBMA, 2002a, Mission Statement, para. 2). In addition, the association publishes the Distribution Business Management (DBM) Journal, unique in that it is “written and edited for executives and managers responsible for defining, creating, implementing and integrating supply chain strategies” (DBMA, 2002b, Journal at a Glance, para. 1). The DBM Journal contains a refereed section with articles submitted and reviewed by members of the academic community in order to assist members of the association in identifying trends, growth, and developments in the field of distribution.

Originally founded in 1963, as the National Council of Physical Distribution Management, today’s Council of Logistics Management (CLM) has the specific vision of being “the preeminent worldwide professional association of logistics personnel” (CLM, 2003a, Vision). CLM emphasizes the professional aspect of its membership, in a concerted effort to avoid the image of a trade association. Rather, it concentrates on providing “opportunities for logistics professionals to communicate in order to develop and improve their logistics management skills” (CLM, 2003b, Do’s & Don’ts). In fact, the stated mission of CLM is “to lead the evolving profession by developing, advancing, and disseminating logistics knowledge” (CLM, 2003c, Mission). To this end, the organization offers a wide range of educational material in the logistics field, annual symposia for students majoring in logistics and related fields, and graduate scholarship

program. In addition, “the Doctoral Dissertation Award is awarded to encourage research leading to the advancement of the theory and practice of logistics management” (CLM, 2003, Doctoral Dissertation).

Early Response of State-sponsored American Colleges and Universities

Initially, American colleges and universities responded slowly to the industry’s need for graduates, and began developing curricula by combining engineering and business courses in the early 1950s. Though the study focused on state-sponsored schools, it is interesting to note that the first private school also responded in the early 1950s, Clarkson University (then Clarkson College of Technology) in northern New York.

In the south-central portion of the country, Texas A&M University (then the Agricultural and Mechanical College of Texas) introduced the first bachelor level program at a state sponsored school. Initially in the Department of Industrial Education, within the College of Engineering, the program was included in the newly created Engineering Technology Department, approximately ten years later.

In the northeast, Pennsylvania State University had offered individual Transportation courses since the 1930’s, and continued to upgrade the offerings throughout the 1950s, though they would not be supplemented with significant offerings in related areas until almost three decades later (Eddy, 1986).

This slow rate of recognition and reaction by academia to the needs of industry continued for approximately thirty years, despite admonitions by fellow academics such

as Donald Parker from Portland State College and Washington University. He stated in the *Journal of Marketing* that the failure to apply appropriate standards of efficiency to physical distribution would significantly hamper progress in many fields of industry (Parker, 1962). Regardless of that growing recognition, progress in the area of academically preparing practitioners for the field continued at a slow pace for several years.

By the late 1970s, the University of Georgia in Athens had begun a program in the southeast. Transportation and Physical Distribution Management emphasized management strategy and decision-making, with the long-term goal of providing industry with graduates who had “the background, skills and attitudes to become corporate leaders” (Eddy, 1986, p. 42).

Western Carolina University provided a major breakthrough in the southeast region when a member of the board of trustees represented regional distributors in supporting the establishment of a program at the school. Working with the Southern Industrial Distribution Association (SIDA) and the American Supply & Machinery Manufacturers Association (ASMMA), Dean Thomas and Dale Pounds represented the school in the development of the curricula for the new program. Significantly, Professors Don Rice and Mike Workman of Texas A&M assisted their colleagues at Western Carolina in developing the curriculum. (Pounds, 2000)

Expanding Involvement of Professional Organizations

Established in 1915, The National Association of Purchasing Management (NAPM) changed its name in 2001, to The Institute for Supply Management (ISM). The change was made “to reflect the increasing strategic and global significance of supply management” (ISM, 2003a, para. 1). The institute endeavors to function as a communication channel among 45,000 purchasing and supply management professionals, and prides itself on the array of educational opportunities in which its members participate. For instance, the organization initiated the *Certified Purchasing Manager* program in 1974, which focuses on educating purchasing personnel in preparation to become key members of a firm’s management team. More recently, and on the other end of the spectrum, the *Accredited Purchasing Practitioner* program began in 1996, preparing entry-level buyers and personnel “outside of the formal purchasing/materials management department, but with definite purchasing responsibilities” (ISM, 2003b, para. 2). For over seventy years, the organization has been demonstrating its continued commitment to professionalism by producing the annual *Report on Business*, “used by leading private and public economists to track and predict the country’s manufacturing economic environment” (ISM, 2003c, para 4).

Founded in 1988, The Industrial Distribution Association (IDA) represents over 450 firms, with more than 1800 locations in the United States, Canada, Mexico, Europe, and Asia. The association focuses on several critical functions of a successful distribution organization: “operations, sales and marketing, human resources, quality, technology, finance and customer service” (IDA, 2000, para. 1). In response to

industry's need for well-informed professionals in those critical functions, the association makes over 160 educational publications available to its membership. These publications are from federal, academic, and industrial sources, and are integral to IDA's strategic vision of assisting "distributors in training their employees, marketing their products and services, improving the efficiency and profitability of their operations... and achieving their goals of total quality" (IDA, 2000, para. 2). The emphasis on providing its membership with current information from practical, strategic and operational viewpoints indicates the importance members of the industrial distribution profession place on specialized education that is focused in their field.

Further evidence of its concern with focused education, The IDA is in its tenth year of promoting the University of Industrial Distribution (UID), a cooperative effort between several American universities and several United States based manufacturing, distribution and trade associations, such as the Association for High Technology Distribution (AHTD). Through a combination of customized educational programs at annual conferences around the nation, and courses taken at schools such as the University of Alabama at Birmingham and Purdue University, professionals in Industrial Distribution and related fields are able to earn the *Professional Certificate of Industrial Distribution*. The conferences and the certification program are aimed at chief executive officers, as well as sales, marketing, operations and purchasing managers. This focus by several associations on education at the professional level further indicates the need of industry for specialization in the educational preparation of individuals pursuing careers in the field of industrial distribution (AHTD, 2002).

The Supply-Chain Council (SCC) was organized in 1996. Beginning with 69 member companies, it now serves over 650 companies internationally, in a cross-section of industries including manufacturing, service, distribution, and retail. The SCC has coordinated with more than 150 educational institutions around the world to develop and promote the use of a multi-component model of “next generation supply-chain management” (The Supply-Chain Council, 2002, Mission), which addresses the processes of planning, sourcing, making, and delivering.

The Institute of Logistics and Transport (ILT) is another international society, formed from the 1999 merger of the Institute of Logistics and the Chartered Institute of Transport in the UK. ILT links professionals within industrial distribution and related fields. A review of institute newsletters and reports of conference proceedings indicates the scope of job responsibilities within those fields and the importance industry attaches to the education and training of those professionals. That importance is demonstrated by the institute’s offering of 36 certifications related to logistics and transport. Those certifications cover a wide range of specialties; a sampling includes airlines and airports, import and export, production control and warehousing, purchasing and supply. This range of certifications pursued by active professionals indicates a need for a diverse array of focused educational programs in industrial distribution and its related fields (Institute of Logistics and Transport, 2002).

The Industrial Supply Manufacturers Association (ISMA), formerly the American Supply & Machinery Manufacturers Association (ASMMA), represents over 500 member companies. This membership deals with a complete range of maintenance,

repair, operating and production supplies, and “ISMA’s role is to make the marketing partnership more productive for everyone – manufacturer, distributor, and industrial end-user” (Industrial Supply Manufacturers Association, 2002, para. 2). The membership’s concern for the educational preparation of professionals has resulted in ISMA’s leadership joining forces with the IDA in producing directories of information concerning the educational programs at American colleges and universities, in an effort to encourage potential students to seek education and a career in the field of industrial distribution. (Industrial Supply Manufacturers Association, 2002)

Expanding Involvement of State-sponsored Colleges and Universities

Though some degree programs had evolved since the 1950s, such as at Texas A&M University (then the Agricultural and Mechanical College of Texas) and Western Carolina University, the major growth of Industrial Distribution and related degree programs began in the 1980s. According to Art Eddy, Executive Director of Handling and Shipping Management Magazine, who reported on Zinzer’s study in 1986, corporate executives were calling for an end to reliance on learning through experience on-the-job, and calling for “higher and on-going (formal) education for individuals with career aspirations” (Eddy, 1986. p.40).

In response, a number of American colleges and universities developed or refined existing programs in several related fields. The newly developed/refined programs highlighted technical skills related to logistics, but also focused on problem solving, communications, management, analytical abilities and knowledge of regulatory

restrictions. Some schools utilized the term Industrial Distribution, while others used degree titles that were new or modifications of earlier degree programs at their particular locations.

Pennsylvania State University had offered transportation courses since the 1930's, had upgraded them in the 1950s, and by the mid-1980s, had added significant undergraduate requirements in business, logistics, transportation, traffic management, warehouse and terminal management, and logistic systems analysis, as well as electives in purchasing management, international transportation and logistics, transportation systems analysis, carrier management and transportation policy. Also in the 1980s, the University of Wisconsin introduced Industrial Distribution, coordinating input from more than 600 companies. Eddy cited the statement of Dr. Jack Sampson of the university, recognizing industrial distribution "as a functional area of industry that we were neglecting, and therefore needed our attention" (Eddy, 1986, p. 41).

Ohio State University at Columbus had an active program by the mid-1980s, granting bachelor degrees in business logistics, but responded to industry needs by revising the curriculum of its undergraduate logistics program and initiating a joint masters level program with operations management. In 1985, California State University-Fresno introduced a Logistics/Operation Management Program resulting from the integration of three functional business areas: transportation and physical distribution management; production and operations management; and purchasing and materials management. Eastern Michigan University had initiated a concentration in logistics in 1980, and, by 1985, had expanded courses into international aspects of

logistics and computer simulations, anticipating the incorporation of purchasing management courses in response to freight forwarding and exporting firms that were actively recruiting on campus. In the 1960s, the University of Colorado in Denver had initiated a Transportation and Distribution program in response to the airline, trucking and rail firms active in the regional transportation hub of Denver, and revised the program in the early 1980s in response to industry changes fed by regulatory reform (Eddy, 1986, pgs 40-44).

In the 1950s, Texas A&M University (then the Agricultural and Mechanical College of Texas) introduced the first bachelor level program in Industrial Distribution at a state-sponsored U.S. college or university. This was in the Department of Industrial Education within the College of Engineering. Approximately 10 years later, the program was included in the newly created Engineering Technology Department. In the early 1980s, as did many other schools, the university responded to the needs of industry, and strengthened its program, promoting it to a manufacturing specialty within the Engineering Technology Department (Texas A&M University, 2000a).

Additional Industrial Distribution programs have been developed with variations in the hosting departments and colleges within their universities. These programs are introduced below, with short overviews of the relevant organizational structure and the focus of the program.

- Purdue University has developed its Industrial Distribution Bachelor of Science degree program within the Industrial Technology Department of the School of Technology. Its graduates typically enter the workforces as “industrial sales

engineers, purchasing agents, logistic analysts, warehouse managers, and assistant managers of supply chain/distribution” (Purdue University, 2002, Plan of Study, p.1).

- Eastern Michigan University developed its Industrial Distribution Bachelor of Science degree program within the Department of Interdisciplinary Technology, in the College of Technology. The program seeks to prepare graduates for “career opportunities in industrial and technical sales, sales management, materials planning, quality assurance, inventory control and branch/operations management” (Eastern Michigan University, 2003, Interdisciplinary Technology).
- Minnesota State University Moorhead (MSUM) developed an 85 credit hour option within the Industrial Technology degree, in the Technology Department of the College of Business and Industry. This program is described as a hybrid program that “includes courses in technology, operations, distribution, and marketing focusing on knowledge based decision making which is critical to business profitability and productivity” (Minnesota State University Moorhead, 2003, Industrial Distribution, para. 1).
- Southern Polytechnic State University (SPSU) in Marietta, Georgia, has developed a 122 credit hour Bachelor of Science degree program in the School of Technology and Management. The focus has been in the areas of “management, industrial engineering, communications, data processing, and marketing” (Southern Polytechnic State University, 2001, Industrial Distribution, para. 1).

However, there is a change in approach planned for the fall of 2003, when the program will be divided into four certificate programs that may be taken individually, and applied toward the Bachelor of Science degree in the Industrial Engineering Technology program. The certificates range from twenty to twenty-two credit hours, and are in Logistics, Production Design, Engineering Sales, and Quality Principles in Industrial Engineering Technology. (Southern Polytechnic State University, 2001).

- At the University of Alabama at Birmingham (UAB), the Industrial Distribution program is in the Department of Management, Marketing, and Industrial Distribution, within the School of Business (University of Alabama at Birmingham, 2003a, Programs, para. 1). The program is designed to prepare graduates for careers in technical sales, operations management, quality assurance, materials management, and branch management. As an indicator of the program's success, UAB points out that "during the Winter and Summer Quarters of 1998, 45 percent of all firms conducting on campus interviews at UAB were interested in ID graduates" (University of Alabama at Birmingham, 1998, ID Major, para. 3).
- At the University of Houston, the Industrial Distribution program is housed in the Industrial Technology Department of the College of Technology. Priding itself on its efforts to match course work to industry's needs, the department boasts that "over 90% of program majors find employment before graduation" (University of Houston, 2003, Career Opportunities para. 2).

- The University of Illinois Urbana-Champaign (UIUC) provides an Industrial Distribution Management concentration within its Bachelor of Science in Business Administration program. Consisting of twelve courses beyond the Business Core, the program attracts such quality students that they “typically have ACT scores above 26, have a 3.0 grade point average or better (4.0 scale) and place in the upper 5% of their high school graduating class” (University of Illinois Urbana-Champaign, 2002, Concentration Requirements, para. 1).
- At the University of Nebraska at Kearney (UNK), the Industrial Distribution program is in the Industrial Technology Department of the College of Business and Technology. Focusing almost exclusively on preparing graduates for entry-level positions in industrial sales, this program has the most extensive internship requirement the researcher encountered during the literature review – twelve semester hours (University of Nebraska at Kearney, 2002).
- Rather than a degree formally titled Industrial Distribution, the School of Business of the University of Wisconsin Madison offers a Bachelor of Business Administration with a concentration in supply chain management, through affiliation with the Grainger Center for Supply Chain Management. Though focused primarily on graduate programs, the center does admit “a select group of quality students into the program as a result of a rigorous admissions process” (University of Wisconsin Madison, 2003, Grainger Center for Supply Chain Management, para. 3).

Summary

This review of the literature addressed writings in areas related to the emergence of the field of Industrial Distribution. In preparation to investigate the curricular emphasis and administrative characteristics of current bachelor level degree programs in that field, the review had six purposes: 1) to review economic factors relevant to the emergence of the field of Industrial Distribution, 2) to review legal and policy factors relevant to the emergence of the field of Industrial Distribution, 3) to review early responses of professional organizations relevant to the emergence of the field of Industrial Distribution, 4) to review early responses of American colleges and universities relevant to the emergence of the field of Industrial Distribution, 5) to review the expanding involvement of professional organizations in the field of Industrial Distribution, and 6) to review the expanding educational involvement of American colleges and universities in the field of Industrial Distribution.

Economic Factors

The economic conditions throughout Europe at the close of World War II were significant in setting the stage for the emergence of the field of Industrial Distribution. There was not only the demand for supplies and finished goods that would eventually come from the United States because of prolonged interruption of commerce, but the industrial and marketing infrastructures within Europe was sufficiently damaged to prevent resumption of distribution functions for a considerable time period. On the other hand, the production and distribution infrastructures in the United States immediately

following World War II did not require reconstruction, though growth was to be significant. Instead, the emphasis was on the refocusing of already strong manufacturing and distribution infrastructures away from wartime products to consumer products. This refocusing was accomplished in response to the demands of European consumers, as well as the demands of American consumers celebrating the return to a peacetime economy with significant improvements in the quality and quantity of products available. The combination of strong production and distribution systems in the United States, and the previously unprecedented demand for products in Europe contributed to the need for increased education for the personnel to supervise and manage the changes soon to rapidly develop in both manufacturing and distribution.

The American economy during the 1950s and 1960s was greatly influenced by the military spending related to the Cold War. The growing complexity of quality and delivery issues encouraged the development of more sophisticated management systems and the educational programs to prepare people for their roles in those systems.

From the 1970s through 1990s, the distribution systems began to mature and to be recognized in many industries as full partners in efforts to achieve efficiency and fiscal success. With the advent of new marketing techniques (shopping malls, catalog showrooms, in-home selling), the significance of the distribution channel became more apparent. Industry leaders incorporated those channels into corporate strategies with concurrent emphasis on the necessity for professionals to receive specialized education as production, marketing, distribution and service sectors meshed at an increasing rate.

Legal and Policy Factors

Significant legal and policy factors were relevant to the emergence of the field of Industrial Distribution. In four specific areas, the national political leadership demonstrated the desire to encourage and enable the education of the nation's citizens at the postsecondary level:

- The establishment and support of public colleges and universities,
- The encouragement and enabling of military veterans to attend colleges and universities,
- The establishment and financial support of programs to extend and expand the role of public colleges and universities,
- The encouragement and enabling of the general public to attend colleges and universities.

Public colleges and universities have been supported by land-grant endowments since the late 1700s. By the early 1990s, the support had extended the system with increased yearly appropriations and additional land endowments. By the mid-1990s, endowments and appropriations had continued to increase, with legislation protecting those assets from being diverted by unilateral federal action. In the 1960s, specific funds were made available as construction grants to expand academic facilities at existing colleges and universities to accommodate the dramatic increase in students. In addition, during that decade, the precedent was established of allocating funds when federal lands are unavailable for further land grants.

Specific legislation has focused on the encouragement and enabling of military

veterans to obtain postsecondary education. Particularly during the period following World War II, there was a series of legislative programs resulting in millions of veterans attending colleges and universities, as well as training institutions. The original bill in the 1940s established the precedent of financial support to veteran's seeking higher education, and also began the GED program, originally developed to give veterans high school credit in recognition of many having left high school to serve in the war. Subsequent legislation extended the education assistance to Korean War and Viet Nam era veterans, and now includes military members serving in the National Guard and Reserves.

In addition to establishing and continuing the financial support of public colleges and universities, specific legislation expanded the role of those schools. In the 1890s, land-grant endowments enabled the creation of what would become known as the seventeen historically black colleges. In the early 1990s, the system of A&M colleges and universities was established to expand the role of the original land-grant schools to include education in agricultural and mechanical professions. In the 1940s, matching federal funds supported the expansion of the role to include programs in marketing, transportation, and distribution of agricultural products.

Within the same general time frame that the country was supporting the education of millions of veterans, federal programs evolved to encourage and enable the general public to also obtain postsecondary education. Since the late 1950s, there has been continuous legislation to assist students with grants, loans, fellowship programs, and student work programs. In addition, the Direct Lending Program mandates low

interest rates for students, and has infused between lending institutions in their bid for student loan business. Of particular significance are the Hope Scholarship and Lifetime Learning Credit Programs that provide substantial tax credits for postsecondary education and training.

Early Response of Professional Organizations

While the post World War II economic, legal and policy environment of the nation was supportive of innovations and growth in higher education, professional organizations were responding to the evolution of Industrial Distribution. Several organizations developed training and certification programs to support the professional development needs of their members. These organizations included the American Society of Transportation and Logistics, the American Production and Inventory Control Society, the Warehousing Education and Research Council, and the National Council of Physical Distribution. Each of these organizations conducted or supported training and education programs within industry, and some became involved with individual colleges and universities at later dates, as the schools responded to the needs of the emerging field of Industrial Distribution.

Early Response of Colleges and Universities

Initially, only one public university responded with a specific curriculum to support the needs of industry in the field of Industrial Distribution. Texas A&M University (then the Agricultural and Mechanical College of Texas) initiated their

bachelor level program in the early 1950s. The University of Pennsylvania offered transportation courses upgraded in the 1950s from earlier offerings in the 1930s, but did not initiate a totally renovated program for several more years. Western Carolina University was the second public school to offer a formal bachelor Degree in Industrial Distribution. This was significant because of the active involvement of industry advisors, and professional supply and distribution associations. It is also interesting that Western Carolina University received the active support of professors at Texas A& M University in developing this new program. In the 1970s, the University of Georgia at Athens initiated a program in Transportation and Physical Distribution Management, a major contribution to the field, even if the title was not perfectly aligned with the direction other schools would go in the expanded response of schools soon to occur in the 1980s.

Expanding Involvement of Professional Organizations

In the 1980s, professional organizations began a second round of response to the emerging field of Industrial Distribution. The Industrial Distribution Association expended considerable effort in educational endeavors, including the support of courses and certifications through the collaboration of several universities and other professional and trade organizations. The Supply Chain Council has developed affiliations with over 150 educational institutions world wide, promoting the use of current and future technologies and management techniques. Similarly, the Institute of Logistics and Transport (resulting from a 1999 merger of two international organizations) focuses on education, offering 36 certifications related to logistics and transportation. Another

example is the Industrial Supply Manufacturers Association, which is one of many organizations working in conjunction with universities and other distribution-related professional organizations to encourage students to consider a career in Industrial Distribution and to apply themselves to the necessary studies.

Expanding Involvement of Colleges and Universities

State-sponsored colleges and universities began in the 1980s to increase the pace of development of curricula to support Industrial Distribution at the bachelor level. Pennsylvania State University formalized its program, which had been evolving since the 1950s, but had roots to courses in the 1930s. Ohio State University revamped its logistics program, and California State University-Fresno integrated three existing and related programs. Eastern Michigan University expanded courses of an already evolving program in anticipation of demand from firms recruiting on campus.

Other schools began offering bachelor level programs in Industrial Distribution, resulting in the following thirteen state-sponsored colleges and universities utilizing that specific title at the bachelor level:

- Central Washington University
- East Carolina University
- Eastern Michigan University
- Minnesota State University-Moorhead
- Ohio State University
- Purdue University
- Southern Polytechnic State University
- Texas A&M University
- University of Alabama at Birmingham
- University of Houston
- University of Illinois Urbana-Champaign

- University of Nebraska at Kearney
- Western Carolina University

The combined effect of economic, legal and policy factors, along with the influence of professional organizations has impacted America's state-sponsored colleges and universities in their response to the emerging field of Industrial Distribution. These facts set the stage for the exploratory descriptive study of curricular emphasis and administrative characteristics of Industrial Distribution and similar programs.

CHAPTER III

METHODOLOGY

The purpose of this exploratory descriptive study is to provide information relevant to the research question:

At state-sponsored colleges and universities in the United States, what types of courses represent the areas in which curricular attention has been focused in bachelor level Industrial Distribution degree programs, as well as in programs highlighting similar themes?”

The results of this study are intended to assist administrators, deans, and department chairs when developing or refining their institution’s bachelor level Industrial Distribution programs or programs of similar theme.

To describe the methodology utilized to accomplish this study, this chapter is organized in three sections. The first describes the population that was studied. The second describes the methodology employed to collect data. The third section describes the procedures of data collection, and the final section describes the design and analysis techniques utilized to examine the data.

Population

Targeted in the study was the population of American state-sponsored colleges and universities offering bachelor level degrees in Industrial Distribution or programs of a similar theme in the six most and least populous states. These schools were identified

from the membership of the American Association of State-sponsored Colleges and Universities (AASCU). At the time of the study, there were 387 members (not counting those in the District of Columbia, the Territory of Guam, Puerto Rico, the U.S. Virgin Islands, or members who were actually the Boards of Regents, Boards of Education, Systems Offices or similar administrative bodies within a state). Of the total 387 AASCU members considered, ninety-six were identified as actually being members of the targeted population. These were the schools offering bachelor level degrees in programs of a similar theme to Industrial Distribution. Development of the criteria for identification of those schools is detailed in the description of the pilot study at Appendix A.

Selection of the Methodology

Examining a program using administrative records is known as the use of “shadow controls,” a technique discussed by Rossi, Freeman, and Lipsey, in, *Evaluation: A Systematic Approach* (6th ed., 1999). In short, the concept is to use administrative, readily available records as a source of tabulated data, providing experts with information relevant to the evaluation of a process or program. With this study, the experts (deans, directors, and program chairs) have been provided with shadow controls in the form of tabulated course requirements for consideration when developing or refining their own bachelor level Industrial Distribution programs, or programs of similar theme.

Data Collection Procedures

Data was collected concerning the curricular features of the thirteen Industrial Distribution degree programs, as well as the 442 additional programs identified using the criteria developed during the pilot study detailed in Appendix A. The data was extracted by the researcher from brochures, catalogs and Internet web sites of the individual colleges and universities, and recorded in tables. Carnegie Research Classifications of the respective institutions were extracted from the Carnegie Classification of Institutions of Higher Education (2001), and was also recorded in tables.

Design and Analysis Techniques

Descriptive statistics were deemed appropriate for this exploratory descriptive study, and were utilized to summarize the collected data. Gall, Borg and Gall discussed the use of descriptive statistics as one appropriate method of organizing and reporting numerical data (1996).

Data concerning the curricular features of degree programs is recorded in tables according to the number of semester credit hours required in each of eight curricular groupings. (The curricular groupings were developed during the pilot study, as detailed in Appendix A.) The data is summarized and reported in range of values (minimum, maximum), as well as mean. This was done for the 13 schools with formal Industrial Distribution programs and for the 96 schools with 442 programs with required curricula indicating a focus in three or more of the curricular groupings. It is from these tables that the descriptive statistics were calculated for the curricular features of the degree

programs.

Through the use of tables and descriptive statistics (frequency, range of values, and mean) data was analyzed to facilitate answering the research question addressed by this study. This approach resulted in descriptions of the curricular focus of the formal Industrial Distribution programs and other programs with similar focus.

CHAPTER IV

RESULTS OF THE STUDY

The purpose of the exploratory descriptive study is to provide information concerning curricular emphasis of Industrial Distribution and programs of similar theme in order to assist administrators, deans, and department chairs when developing or refining their institution's bachelor level programs. Specifically, the research was conducted to identify the types of courses representing each institution's programs that support training and education in the field of Industrial Distribution, regardless of whether those programs were formally titled, Industrial Distribution, or simply encompassed a similar theme:

Question: At state-sponsored colleges and universities in the United States, what types of courses represent the areas in which curricular attention has been focused in bachelor level Industrial Distribution degree programs, as well as in programs highlighting similar themes?

The purpose to this chapter is to present the research findings relevant to answering the research question. Demographic data is also presented in order to provide background information concerning the colleges and universities of the study population.

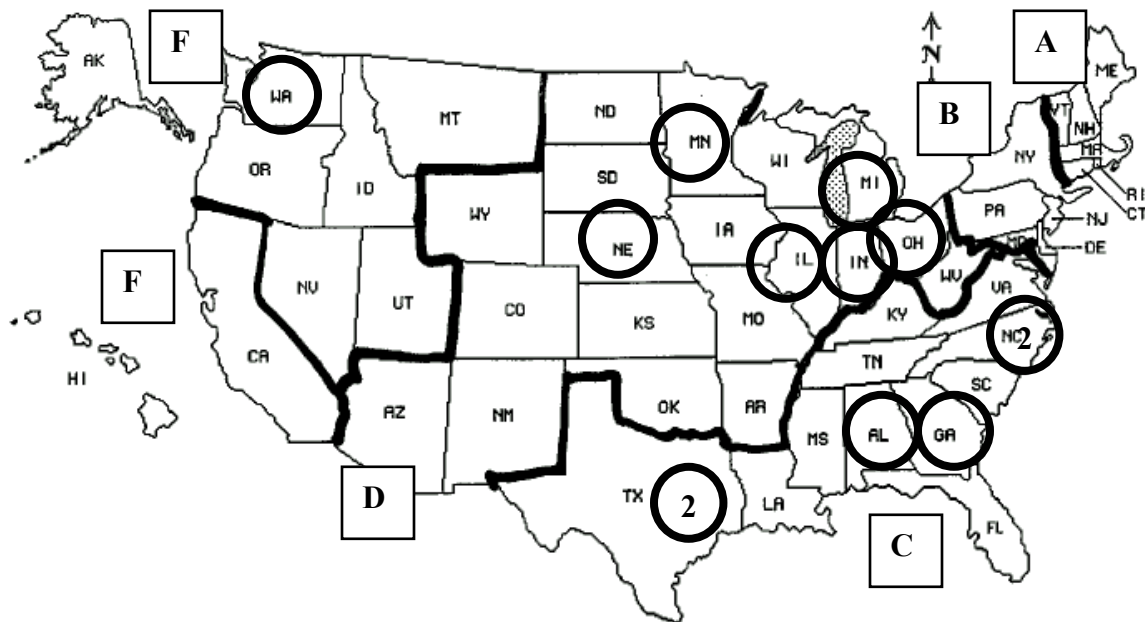
Table 5

Demographic Characteristics of the Thirteen Schools Offering Bachelor Level Industrial Distribution Degrees

Regional Accrediting Agency	College or University	Carnegie Classification
New England Association of Schools and Colleges (NEASC)	None	
Middle State Association Commission on Higher Education (MSA/CHE)	None	
Southern Association of Schools and Colleges (SACS)	Texas A&M University University of Alabama at Birmingham University of Houston East Carolina University Western Carolina University Southern Polytechnic State University	Doctoral/Research Universities: Extensive Doctoral/Research Universities: Extensive Doctoral/Research Universities: Extensive Doctoral/Research Universities: Intensive Master's Colleges & Universities: I Schools of Engineering & Technology
North Central Association of Colleges and Schools (NCACS)	Ohio State University Purdue University University of Illinois Urbana-Champaign Eastern Michigan University Minnesota State University-Moorhead University of Nebraska at Kearney	Doctoral/Research Universities: Extensive Doctoral/Research Universities: Extensive Doctoral/Research Universities: Extensive Master's Colleges & Universities: I Master's Colleges & Universities: I Master's Colleges & Universities: I
Northwest Association of Schools and of Colleges and Universities (NASCU)	Central Washington University	Master's Colleges & Universities: I
Western Association of Schools and Colleges (WASC)	None	

Table 5 contains data concerning the 13 schools offering bachelor level degree programs formally titled, Industrial Distribution, at state-sponsored institutions in the United States. All 13 schools are universities, with six designated as Doctoral/Research Universities: Extensive and one designated as Doctoral/Research Universities: Intensive, within the Carnegie Classification of Institutions of Higher Education. Five of the institutions are designated as Master's Colleges & Universities, Level I. The remaining institution is designated as a Special Institution: Schools of Engineering and Technology.

Each of these schools offering bachelor level Industrial Distribution degrees are accredited by regional accreditation organizations recognized by the Council for Higher Education. Figure 1 depicts the geographical dispersion of the institutions. The North Central Association of Schools, Colleges, and Universities provide accreditation service to six of the 13 schools. The Southern Association of Colleges and Schools accredits six, and the Northwest Association of Schools, Colleges and Universities accredits the final institution.



- A** 0 New England Association of Schools and Colleges (NEASC)
Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont
- B** 0 Middle States Association/Commission on Higher Education (MSA/CHE)
Delaware, District of Columbia (not in study), Maryland, New Jersey, New York, Pennsylvania
- C** 6 Southern Association of Colleges and Schools (SACS)
Alabama (1), Florida, Georgia (1), Kentucky (1), Louisiana, Mississippi, North Carolina (2), South Carolina, Tennessee, Texas (2), Virginia
- D** 6 North Central Association of Colleges and Schools (NCACS)
Arkansas, Arizona, Colorado, Iowa, Illinois (1), Indiana (1), Kansas, Michigan (1), Minnesota (1), Missouri, North Dakota, Nebraska (1), Ohio (1), Oklahoma, New Mexico, South Dakota, Wisconsin, West Virginia, Wyoming
- E** 1 Northwest Association of Schools and of Colleges and Universities (NASCU)
Alaska, Idaho, Montana, Nevada, Oregon, Utah, Washington (1)
- F** 0 Western Association of Schools and Colleges (WASC)
California, Hawaii

Figure 1. Number of Formal Industrial Distribution Programs within Accreditation Regions

While Appendix B contains a table analogous to Table 5, documenting demographic data concerning the 96 non-Industrial Distribution schools in the study, Figure 2 depicts the geographical dispersion of those schools within the respective areas of the six national accrediting agencies.

Eighty-eight of the schools are universities; eight are colleges. However, within the Carnegie Classification of Institutions of Higher Education, six are designated as Doctoral/Research Universities – Extensive, and eight are designated Doctoral/Research Universities - Intensive. The majority (66) are designated as Master’s Universities and Colleges I, while only two are designated as Master’s Universities and Colleges II. Of the remaining schools, 10 are Baccalaureate Colleges – General, two are Baccalaureate Colleges – Liberal Arts, and one is a Special Institution: Schools of Engineering and Technology. One institution is not classified within the Carnegie system.

Regionally, the schools are distributed in the following proportions among the six national regional accrediting agencies. (All but one of the schools is accredited by the appropriate regional accreditation agency.)

- 33% of the schools were located in the accrediting region of the Southern Association of Schools and Colleges
- 26% of the schools were located in the accrediting region of the Middle States Association Commission on Higher Education
- 18% of the schools were located in the accrediting region of the North Central Association of Colleges and Schools

- 16% of the schools were located in the accrediting region of the Western Association of Schools and Colleges
- 4% of the schools were located in the accrediting region of the New England Association of Schools and Colleges
- 2% of the schools were located in the accrediting region of the Northwest Association of Schools and of Colleges and Universities

(Due to rounding, the percentages presented above do not total one hundred.)

Analysis of Research Question

The focus of the exploratory descriptive study was on the research question dealing with the curricular focus of bachelor level Industrial Distribution degree programs, as well as programs highlighting similar themes. Following is an analysis of the study findings, corresponding with the research question.

Research Question

At state-sponsored colleges and universities in the United States, what types of courses represent the areas in which curricular attention has been focused in bachelor level Industrial Distribution Degree programs, as well as in non-Industrial Distribution programs encompassing a similar theme?

The Thirteen Industrial Distribution Programs

As a precursor to addressing this question, and as detailed in Appendix A, the researcher conducted a pilot study to categorize courses required in the 13 bachelor level Industrial Distribution programs into curricular groupings. The courses considered were exclusive of general academics or core courses as designated by the respective schools. Eight groupings were identified for use in the study as indicators of the theme of the curricular focus of the programs:

- Inventory/Distribution/Transportation/Wholesaling/Marketing/Logistics
- Science/Engineering/Technology
- Economics/Finance/Accounting/Cost Analysis
- Management/Operations/Leadership
- Manufacturing/Material Purchasing & Planning
- Statistics/Applied Mathematics/Operations Research
- Law/Policies/Human Relations
- Communications/Presentations

Table 6 contains summary data of the credit hours required by the 13 formal Industrial Distribution programs in each of the eight selected curricular groupings.

Table 6
**Credit Hours Required in Curricular Groupings in the Thirteen
 Bachelor Level Industrial Distribution Programs**

Curricular Groupings	Number of Programs	Credit Hours Required		
		Range	Mean	
Inventory/Distribution/Transportation/Wholesaling /Marketing/Logistics	12	8	27	14.7
Science/Engineering/Technology	11	3	52	11.8
Economics/Finance/Accounting/Cost Analysis	12	3	31	8.8
Management/Operations/Leadership	9	3	18	5.3
Manufacturing/Material Purchasing & Planning	11	2	16	5.4
Statistics/Applied	6	3	26	4.3
Mathematics/Operations Research				
Law/Policies/Human Relations	7	3	15	4.0
Communications/Presentations	9	3	15	3.9

Examination of Table 6 reveals several points concerning the focus of the Industrial Distribution programs. While the range of credit hours required for all but one grouping indicates that as little as one course may be acceptable, each grouping was required by at least six programs. In fact, the majority of the 13 programs required course work in seven of the eight curricular groupings.

- The minimum credit hour requirement in a curricular grouping was in Manufacturing/Material Purchasing & Planning, with one program requiring only two credit hours. However, 11 of the 13 programs did require work in this grouping, with a mean of 5.4 credit hours.
- The maximum requirement in a curricular grouping was in Science/Engineering /Technology, with 52 credit hours required by one program. Though 11 of the programs did require work in that area, they were not nearly as demanding as the one program requiring 52 credit hours. Removing that

program from the calculation reduces the mean to 7.8 credit hours, still significant relative to the other groupings, but hardly as significant as the 11.8 mean credit hours influenced so heavily by the one requirement of 52 hours.

- Focus by the 13 programs on the individual curricular groupings ranged from only six (46%) of the programs requiring coursework in the area of Statistics/Applied Mathematics/Operations Research, to as high as 12 (92%) requiring work in the curricular grouping of Inventory/Distribution/Transportation/Wholesaling/Marketing /Logistics.

The Programs of Similar Theme to the Thirteen Industrial Distribution Programs

Application of the criterion developed in the pilot study (Appendix A) resulted in 96 colleges and universities being selected for the non-Industrial Distribution program population of the study. The curricula of those schools were reviewed to identify courses related to the eight identified curricular groupings. Courses that permitted the qualification of individual schools for the study are detailed in the tables of Appendix C. This credit hour data for each curricular grouping is summarized in Appendix D, and categorized by accrediting region and program at each of the non-Industrial Distribution schools.

Table 7 contains a summary of data from the tables in Appendix D, focusing on the credit hours required at non-Industrial Distribution schools in each of the curricular groupings used as indicators of curricular focus.

Table 7
**Credit Hours Required in Curricular Groupings in the 442
 Programs of Similar Theme to Industrial Distribution Programs**

Curricular Groupings	Number of Programs	Credit Hours Required		
		Range	Mean*	
Inventory/Distribution/Transportation/Wholesaling /Marketing/Logistics	408	3	30	6.8
Science/Engineering/Technology	4	3	39	15.5
Economics/Finance/Accounting/Cost Analysis	440	6	39	17.3
Management/Operations/Leadership	432	3	30	9.9
Manufacturing/Material Purchasing & Planning	12	3	12	5.4
Statistics/Applied Mathematics/ Operations Research	346	9	18	4.7
Law/Policies/Human Relations	429	3	21	6.8
Communications/Presentations	255	3	12	4.3

* *Note:* Credit hours in Quarter Hour programs (nine) are not use in calculations

Table 7 contains summary data of the number of credit hours required in each of the eight curricular groupings in the 442 bachelor level programs of similar theme to Industrial Distribution. The most strongly represented curricular grouping was Economics/Finance/Accounting/Cost Analysis, with over 99% of the programs requiring coursework. The least strongly represented curricular groupings were Science/Engineering/Technology, and Manufacturing/Material Purchasing and Planning. Less than 1% of the programs focused on the former grouping, and less than 3% on the latter. Each of the remaining groupings is required in over 50% of the programs. (This is not to say that over 50% of the programs require coursework in each grouping.)

- The minimum credit hour requirement was extremely consistent, at three credit hours in six of the curricular groupings. The only exceptions were Statistics /Applied Mathematics /Operations Research, which requires a minimum of nine

credit hours of course work, and Economics /Finance /Accounting /Cost Analysis, which requires a minimum of six credit hours.

- Science/Engineering/Technology, the grouping required by less than 1% of the programs, and Economics/Finance/Accounting/Cost Analysis, the grouping required by over 97% of the programs, shared the maximum requirement in a curricular grouping – 39 credit hours.

Table 8 contains data concerning curricular focus on a regional basis. There is one curricular grouping with the unique characteristic of being focused upon to almost the identical level across the nation. Economics/Finance/Accounting/Cost Analysis is required by virtually 100% of the 442 programs. On the other hand, Science/Engineering/Technology is virtually ignored beyond the general education or core requirements level in each of the six accrediting regions of the country.

Two other groupings are noticeably uniform in their rating across the accrediting regions. Law/Policies/Human Relations is in the mid-to-upper ninety percent range in every region, and with one exception, Management/Operation/Leadership in the extreme upper 90% range.

Table 8
**Percentage of Programs within Accrediting Regions Requiring
 Coursework in Individual Curricular Groupings**

	Accrediting Regions					
	N E A S C	M S A / C H E	S A C S	N C A S U	N A S C U	W A S C
Number of Programs in Region →	8	101	208	84	5	36
Curricular Groupings	Percent of Programs Requiring Work in Curricular Group (%)					
Inventory/Distribution/Transportation /Wholesaling/Marketing/Logistics	100	96	97	84	20	80
Science/Engineering/Technology	12	0	<1	1	0	0
Economics/Finance/Accounting/Cost Analysis	100	100	99	100	100	100
Management/Operations/Leadership	75	99	98	98	100	97
Manufacturing/Material Purchasing & Planning	12	2	3	1	0	6
Statistics/Applied Mathematics/ Operations Research	12	71	88	71	0	80
Law/Policies/Human Relations	100	94	99	96	100	94
Communications/Presentations	25	30	77	67	0	19

Notes:

NEASC –New England Association of Schools and Colleges

MSA/CHE – Middle States Association/Commission on Higher Education

SACS – Southern Association of Colleges and Schools

NCACS – North Central Association of Colleges and Schools

NASCU –Northwest Association of Schools and of Colleges & Universities

WASC – Western Association of Schools and Colleges

CHAPTER V

SUMMARY, CONCLUSIONS AND RECOMMENDATIONS

This chapter provides an overview of the exploratory descriptive study, and is organized into four sections. The first section, Summary, supplies an overview of the purpose, literature review, and design of the study. In the second section, Findings, a brief summary of the findings and analysis related to the two research questions is provided. The third section, Conclusions, presents the conclusions derived from the findings for each question. The final section, Recommendations, provides several suggestions relevant to the application of this research, possible improvements that could be incorporated into similar studies, and recommendations for future research.

Summary

The purpose of this exploratory descriptive study was to provide information concerning curricular emphasis and administrative indicators of Industrial Distribution and similar programs in order to assist administrators, deans, and department chairs when developing or refining their institution's bachelor level programs. To address this purpose, the research question was asked, "At state-sponsored colleges and universities in the United States, what courses represent the areas in which curricular attention has been focused in bachelor level Industrial Distribution Degree programs, as well as in programs highlighting similar themes?"

Literature Review

Review of the literature established that several forces have impacted the development of the field of Industrial Distribution, thereby validating the need for research into the efforts by institutions of higher education to meet the educational needs of professionals entering that field. The literature review focused on six areas:

- 1.) Economic factors relevant to the emergence of the field of Industrial Distribution.
- 2.) Legal and policy factors relevant to the emergence of the field.
- 3.) Early responses of professional organizations relevant to emergence of the field.
- 4.) Early responses of American colleges and universities.
- 5.) Expanding involvement of professional organizations in the field.
- 6.) Expanding educational involvement of American colleges and universities.

Literature concerning economic factors revealed that the conversion of the American economy from war-driven production to consumer-driven production, and the corresponding growth of international trade were crucial in stimulating the emergence of the field of Industrial Distribution. The virtually destroyed manufacturing base and infrastructure of post-World War II Europe, coupled with the conversely strong systems in the United States, and the trend toward quality control in consumer products provided the mechanisms of supply and demand necessary to sustain the growth for several decades.

Literature focused on legal and policy matters revealed significant factors supporting institutions of higher education, as well as supporting the opportunity for greatly increasing numbers of individuals to attend those institutions. Numerous pieces of

legislation implemented and continue the support of Land-Grant Colleges, the starting point of many of today's state-sponsored colleges and universities. A series of legislative actions established and continues programs targeted at encouraging and financially enabling military veterans to pursue higher education. A corresponding array of programs is targeted at the general public, with one, The Federal Pell Grant Program, reported in 2002, by the Congressional Research Service to reach an estimated one in five of undergraduate college and university students.

Literature concerning the early response of professional organizations to the emergence of the field of Industrial Distribution was focused on attempts to provide training and educational opportunities internally to the various memberships. When there was originally precious little provision from institutions of higher education, the organizations developed proprietary programs of education and numerous certification programs.

Searching the literature for the early responses of higher education revealed that one private and one public university responded with formal program in the early 1950s. Numerous other schools did, however, modify and update individual courses or groups of courses to reflect changes in equipment, procedures and processes. A few state-sponsored schools implemented formal programs during the next three decades, but it would not be until the 1980s that institutions of higher education would focus appreciable attention on formally responding to the needs of the growing field.

Considerable literature dealt with the expanding involvement of professional organizations within the field of Industrial Distribution. The 1980s began an intense

period of forming new organizations, merging combinations of existing organizations, changing focus and corresponding mission statements, and joining forces with colleges and universities. The joining of forces with institutions of higher education was significant in that the professionals behind the organizations were no longer content to rely primarily on internal or on-the-job training. They saw the need for highly trained and versatile entry-level professionals and made great efforts to encourage the development of those personnel for industry.

The final section of the literature review dealt with the expanding involvement of state-sponsored colleges and universities. From the 1980s until the present, more institutions have implemented formal bachelor level programs in Industrial Distribution. Currently, there are thirteen in the country, all at universities recognized by regional accrediting agencies. From another perspective, one is recognized in the Carnegie Classification of Institutions of Higher Education in the category of Special Institutions: Schools of Engineering and Technology. Five are categorized as Master's Colleges and Universities: I, and six are categorized as Doctoral/Research Universities: Extensive. In addition, 96 institutions were identified in this study as having programs of similar theme to the formally titled Industrial Distribution programs. Though they may focus in other areas, they certainly are capable of supplementing the supply to meet the demand for educated professionals in the field.

Of these institutions, 86 were universities, and eight were colleges. One was recognized in the Carnegie Classification of Institutions of Higher Education in the category of Special Institutions: Schools of Engineering and Technology. Sixty-four were

categorized as Master's Colleges and Universities: I. Six were categorized as Doctoral/Research Universities: Extensive, and eight were Doctoral/Research Universities: Intensive. Of the remaining, several were Baccalaureate General – General or Liberal Arts. One campus of a state university was not categorized within the Carnegie Classification System, nor accredited by the regional accreditation agency.

Research Design

Targeted in the study was the population of American state-sponsored colleges and universities offering bachelor level degrees in Industrial Distribution or programs of a similar theme. These schools were identified from the membership of the American Association of State-sponsored Colleges and Universities (AASCU). At the time of the study, there were 387 members (not counting those in the District of Columbia, The Territory of Guam, Puerto Rico, The U.S. Virgin Islands, or members who were actually the Boards of Regents, Boards of Education, Systems Offices or similar administrative bodies within a state). Of the total 387 AASCU members considered, 96 were identified as actually being members of the targeted population, those institutions in the six most populous states and the six least populous states. These were the schools offering bachelor level degrees in programs of a similar theme to the 13 official Industrial Distribution programs around the country.

To achieve the purpose of this research, an exploratory descriptive study was conducted utilizing administrative records in the technique known as “shadow controls,” as discussed by Rossi, Freeman and Lipsey, in, *Evaluation: A Systematic Approach* (6th

ed., 1999). In short, the concept is to use administrative, readily available records as a source of tabulated data, providing information relevant to the evaluation of a process or program.

Collection of the data concerning the curricular features of degree programs was extracted by the researcher from brochures, catalogs and Internet web sites of the individual colleges and universities, and recorded in tables. Carnegie Research Classifications of the respective institutions were simply extracted from the Carnegie Classification of Institutions of Higher Education (2002), and recorded in the same tables. The data was recorded in tables according to the number of semester credit hours required in each of several curricular groupings. (Development of the curricular groupings is described in the pilot study at Appendix A). To report this data, it was summarized in the standard measure of central tendency, mean, as well as the range of values. This was done for the 13 schools with formal Industrial Distribution programs, and for clusters of other schools, whose curricula indicated a focus on three or more of the curricular groupings.

Findings

This section concerns the types of courses representative of the areas in which curricular attention has been focused in bachelor level Industrial Distribution programs, as well as in programs highlighting similar themes. For the 13 formal Industrial Distribution programs, the maximum emphasis was 52 semester credit hours at one particular institution, in the curricular area of Science/Engineering/Technology. For that

particular curricular grouping, the 13 schools required an average of 11.8 semester hours. The highest average requirement for the 13 schools was 14.2 semester hours in the curricular grouping Inventory/Distribution/Transportation/Wholesaling/Marketing/Logistics. A concise summary of the findings concerning curricular focus of the thirteen Industrial Distribution programs is as follows

- The curricular grouping Inventory/Distribution/Transportation/Wholesaling/Marketing/Logistics ranged from 8 to 27 semester hours, with a mean of 14.2 required semester hours.
- The curricular grouping Science/Engineering/Technology ranged from 3 to 52 hours, with a mean of 11.8 required semester hours.
- The curricular grouping Economics/Finance/Accounting/Cost Analysis ranged from 3 to 31, with a mean of 9.3 required semester hours.
- Management/Operations/Leadership ranged from 3 to 18, with a mean of 5.5 required semester hours.
- Manufacturing/Material Purchasing & Planning ranged from 2 to 16, with a mean of 5.6 required semester hours
- The curricular grouping Statistics/Applied Mathematics/Operations Research ranged from 3 to 26, with a mean of 4.3 required semester hours.
- The curricular grouping Law/Policies/Human Relations ranged from 3 to 15, with a mean of 4.1 required semester hours.
- The curricular grouping Communications/Presentations ranged from 3 to 15, with a mean of 4.0 required semester hours.

There were a few ancillary findings that the researcher found interesting, though they certainly did not impact the study directly. First was that a few institutions have changed (or are in the process of changing) the name of their Industrial Distribution program. When the researcher questioned this action, the response was invariably that the change was to better reflect the broad scope of the evolving field.

Secondly, the programs that provided evidence of curricular focus that would support education in Industrial Distribution came almost exclusively from Business and Technology Departments, practically never from the department that the researcher had presumed would be primary in that area – Industrial Engineering.

Finally, it was surprising that certain well-known universities were not members of the American Association of State Colleges and Universities, the source of initial contact with almost 400 college and university members, from which the 96 institutions were identified as the study population. Their absence from that membership list precluded the researcher from incorporating into the study such schools as Texas A&M College Station, and The University of Texas at Austin.

Conclusions

Based on the findings relevant to the research question, several conclusions can be drawn from the research. First, there is no shortage of bachelor level programs that support most of the key requirements of an Industrial Distribution curriculum, as identified by the courses conducted in the thirteen existing programs.

A second conclusion that can be drawn from the research is that many Colleges of Business and Technology have programs that closely shadow a formal Industrial Distribution program in many key areas, whether or not that is intentional on the part of the faculty and administration at those schools. The curricular groupings identified during the pilot study proved to be appropriate for the purposes of the exploratory study, and are useful in any dialog centered on the research question, “At state-sponsored colleges and universities in the United States, what courses represent the areas in which curricular attention has been focused in bachelor level Industrial Distribution degree programs, as well as in programs highlighting similar themes?”

Recommendations

Faculty, staff, and administrators may apply the results from this research in developing or modifying programs to meet the need for education in the rapidly growing field of Industrial Distribution. In addition, managers working in the field of Industrial Distribution may apply the results of the study in evaluating colleges and universities as potential or continuing sources of educated entry-level professionals. Training and

development professionals within the field may use the results in designing in-house or contracted training courses for professional development of existing employees.

Future research possibilities that emerge from the study are numerous.

- There are opportunities to corroborate the findings of what is being focused on by the formal Industrial Distribution programs with the views of the professionals working in the field.
- Studies are possible into which components of the profession are best served by particular combinations of curricular focus. I.E.: what variations of curriculum are most beneficial to various components of the Industrial Distribution industry?
- The study could be widened to investigate the curricula of more institutions, both public and private.
- Parameters for selection of the study population could be adjusted in many ways: higher/lower standard for the number of courses required to make an institution eligible for study; more/fewer curricular groupings; more specific or more general terms in the titles of curricular groupings.
- The impact of business activity within a region or state could be studied in relation to the curricular focus that has developed within institutions of that region or state.
- The supply and demand related to Industrial Distribution graduates could be studied, as well as for graduates of programs of similar focus.

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APPENDIX A

THE PILOT STUDY

While only member schools of the American Association of State-supported Colleges and Universities (AASCU) were to be included in the full study, a pilot study was necessary to develop criterion of curricular characteristics to be used in selecting the specific schools to be included in the full study. The concept of the pilot study was to determine significant characteristics of the curricula offered by the only state sponsored colleges and universities offering Bachelor level programs in Industrial Distribution. These colleges and universities are all members of the Industrial Distribution Association (IDA), “the world's largest trade association of distributors to industry, representing more than 1800 locations in the U.S., Canada, Mexico, Europe and Asia” (IDA, 2003).

Table A-1
Member Colleges and Universities of the Industrial Distribution Association

Member Schools	
Central Washington University	Clarkson University
East Carolina University	Eastern Kentucky University
Eastern Michigan University	Jacksonville State University
Minnesota State University-Moorhead	Mountain Empire Community College
Ohio State University	Purdue University
Southern Polytechnic State University	Texas A&M University
University of Alabama at Birmingham	University of Houston
University of Illinois Urbana-Champaign	University of Nebraska at Kearney
University of Wisconsin/Madison	Western Carolina University

Procedure**1. Selection of schools for inclusion in the pilot study.**

Of the eighteen member schools, five were eliminated from the pilot study because they were not state-sponsored, or did not offer an Industrial Distribution Degree at the Bachelor of Science level. The thirteen schools selected for the pilot study were:

- Central Washington University
- East Carolina University
- Eastern Michigan University
- Minnesota State University-Moorhead
- Ohio State University
- Purdue University
- Southern Polytechnic State University
- Texas A&M University
- University of Alabama at Birmingham
- University of Houston
- University of Illinois Urbana-Champaign
- University of Nebraska at Kearney
- Western Carolina University

2. Developing the criterion of curricular characteristics.

The curricula of member colleges and universities of the Industrial Distribution Association were examined in current school catalogs and/or on the school web sites.

All required courses identified as being beyond general academic, or other core requirements were recorded in a table (Appendix D). The listed courses were examined by the researcher and found to cluster into the following thirteen curricular groupings:

- A. Inventory/Distribution/Transportation/Wholesaling/Marketing/Logistics
- B. Science/Engineering/Technology
- C. Economics/Finance/Accounting/Cost Analysis
- D. Management/Operations/Leadership
- E. Manufacturing/Material Purchasing & Planning
- F. Statistics/Applied Mathematics/Operations Research
- G. Law/Policies/Human Relations
- H. Communication/Presentations
- I. Safety/Ergonomics/Methods Engineering/Training
- J. Computer Applications
- K. Quality
- L. Computer Graphics/Design
- M. Cooperative Experience/Internship

Evaluation revealed that each of the schools in the pilot study chose to focus attention on a unique combination of curricular groupings. This resulted in the credit hours per curricular groupings depicted in Table A-2.

Table A-2
**Credit Hours Required by Pilot Schools in Bachelor Level
 Industrial Distribution Programs**

Curricular Grouping	Credit Hours		
	Minimum	Maximum	Mean
A	8	27	15.7
B	3	52	15.4
C	3	31	10.6
D	3	18	8.3
E	2	16	7.1
F	3	26	8.7
G	3	15	8.2
H	3	15	6.6
I	3	12	5.1
J	3	7	3.7
K	3	5	3.3
L	2	6	3.4
M	3	12	5.0

Consideration of the data in Table A-2 resulted in the determination that the criterion for selecting schools for participation in the full study would be requiring at least the minimum number of credit hours required by the pilot schools in at least three of the curricular groupings A-H. That criterion equated to the practical approach of selecting schools that required a minimum of two courses in at least three curricular groupings. This represents a focus of attention equal to that of the least focused of the schools in the pilot study. (Details of the individual courses of the curricula of the IDA schools are included in Table A-3 of this appendix. Summary sheets depicting the specific courses required by each school within each of the curricular groupings are provided in Tables A-4 through A-16 of this appendix.

Table A-3
Courses Required Beyond General Academics at Pilot Schools

School	Courses
Central Washington University	Basic Electricity Basic Electronics Electrical Power & Machinery Instrumentation Digital Circuits Vehicle Electrical Systems Introductory Physics/Laboratory Introduction to Chemistry/Laboratory or General Chemistry Industrial Design Mechanical Power Transmission Energy Sources & Power Hydraulics/Pneumatics Air Logic Engineering Project Cost Analysis Production Technology Metallurgy/Materials & Processes Machining Plastics & Composite Materials Technical Presentations Speech Communication Occupational Safety & Health Computer Applications Microprocessor Applications Quality Control Computer Aided Design
East Carolina University	Financial Accounting Legal Environment of Business Managerial Accounting Marketing Management Business & Organization Marketing Introduction to Computers Fundamentals of Management Electricity Introduction to Technology Materials Fluid Power Technical Writing Industrial Safety Industrial Distributor Introduction to Logistics Industrial Warehousing Distributor Sales Internship Technical Presentation Distribution Technology or Selling & Sales Management Manufacturing Processes

Table A-3 (Continued)

School	Courses
Eastern Michigan University	Profit Strategies in Distribution Relationships in Wholesaling Wholesale Account Development Inventory Strategies in Distribution Understanding Technology Principles of Economics I & II Fundamentals of Speech Quality Planning in Distribution Cooperative Education in Interdisciplinary Technology
Minnesota State University-Moorhead	Principles of Marketing Industrial Marketing Intro to Industrial Distribution Survey of Electrical Technology Electrical & Motor Technology Elementary Physics I Basic Principles of Chemistry Fluid Power Technology Principles of Accounting I Microeconomics Cost Analysis Principles of Management Distribution Management Industrial Distribution Operations Process Leadership Project Management Production & Inventory Management Manufacturing Processes Industrial Process Control Fundamentals of Applied Mathematics Intro to Probability & Statistics Computer Graphics communication Occupational Safety & Health Methods Improvement Computer Concepts & Applications Quality Planning & Improvement Engineering Graphics/CAD

Table A-3 (Continued)

School	Courses
Ohio State University	Promotional Strategy Marketing Accounting Principles of Microeconomics Principles of Macroeconomics Economics Business Finance Intro to Operations Management Business Skills & Environment Mathematical Analysis for Business Statistics Operations Research Legal Environment Intro to Organizational Behavior Business Policy Computer Assisted Problem Solving for Business
Purdue University	Introduction to Market Analysis Technical Sales in Distribution Warehouse Management Identification & Data Capture Elements of Distribution Logistics Electricity Fundamentals Total Productive Maintenance Fluid Power Systems Principles of Economics Accounting Principles Financial Transactions in Distribution Distribution Management Policy Applications of Automation in Manufacturing Problem Solving in Manufacturing Materials & Processes Manufacturing Processes Industrial Organization Human Behavior in Organizations Business Writing Public Speaking Industrial Safety Intro to Computer Technology Statistical Quality

Table A-3 (Continued)

School	Courses
Southern Polytechnic State University	Industrial & Consumer Marketing Fundamentals of Engineering Sales Production & Inventory Control Warehouse Operations Distribution Channels Logistics Planning & Control Principles of Chem. OR Physics (choice) Principles of Industrial Systems & Design Science, Technology, & Society Engineering Economy Engineering Product & Process Cost Estimating Principles of Team Dynamics Project Organization & Control Purchasing & Material Planning Production Processes Industrial Statistics Wage & Salary Administration Engineering Sales Law Technical Writing Communication Strategies for Merchandising & Industrial Distribution Plant Layout & Materials Handling Work Measurement & Analysis Industrial Loss Control C Programming Survey of Engineering Graphics
Texas A&M University	Manufacturer Distributor Relations Distributor Information & Control Systems Introduction to Industrial Distribution Distribution Logistics Distributor Customer Base Management Distributor Operations & Financial Management Purchasing Application in Distribution Computer Applications in Distribution The Quality Process for Distributors

Table A-3 (Continued)

School	Courses
University of Alabama at Birmingham	Marketing Research Professional Selling Techniques Business to Business Marketing Industrial Distribution Marketing Fundamentals of Electrical Engineering Introduction to Engineering Overview of Mechanical Engineering Industrial Distribution Management Industrial Distribution Policy & Problems Introduction to Materials Design, Measurement, & Enhancement of Work Systems Engineering Graphics Industrial Distribution Directed Studies/Practicum
University of Houston	Distribution Technology Industrial/Consumer Sales Industrial Direct Response Physical Distribution Inventory & Materials Handling Introduction to Industrial Distribution Transportation & Traffic Technology Global Distribution Applied Problems in Industrial Distribution Electrical-Electronic Circuits Industrial Fiscal Records Organizational Decisions in Technology Organizational Leadership & Supervision Entrepreneurship Procurement I Production & Service Operations Materials & Processes I Basic Technical Mathematics Applied Technical Statistics Business Law Technical Communications Communicating in Science, Engineering & Technology Issues & Trends w/in the Global Workplace Visual Communication Systems Business & Professional Communication Principles of Business Writing Introduction to Computer Applications in Technology Quality in Distribution

Table A-3 (Continued)

School	Courses
University of Illinois Urbana-Champaign	Marketing Research
	Marketing to Business & Government
	Principles of Marketing
	Channel & Supply Chain Management Research
	Logistics Management
	Practical Physics
	Pricing Policies
	Accounting Control Systems
	Microeconomic Principles
	Macroeconomic Principles
	Intermediate Microeconomic Theory
	Corporate Finance
	Case Studies in Corporate Finance
	Financing Emerging Businesses
	Accounting & Accountancy I & II
	Management & Organizational Behavior
	Management in Manufacturing
	Entrepreneurship: Small Bus. Formation
	Purchasing & Materials Management
	Production
	Economic Statistics I & II
	Legal Environment of Business
	Individual Behavior in Organizations
	Organizational Design & Environment
	Intro to Social Psychology
	Human Performance & Engineering Psych
	Principles of Effective Speaking
	Business Communications
	Intro to Computing: Non-Tech Majors
	Industrial Quality Control
	Engineering Graphics I
	Engineering Graphics & Design
	Practicum (ID Management or Manufacturing)

Table A-3 (Continued)

School	Courses
University of Nebraska at Kearney	Industrial Distribution Branch Operations Principles of Selling Manufacturing/Distribution Relationships Industrial Distribution Seminar Electricity/Electronics Applied Electronics Introduction to Technology Technology Today Industrial Products & Applications I & II Automated Devices & Systems Principles of Accounting I Industrial Management Leadership in Business & Technology Machine Tool Products & Applications Business Communication & Report Writing, or Technical Writing Training & Instructional Systems Occupation Safety/Health Engineering Design Graphics Internship
Western Carolina University	Principles of Marketing Professional Selling Marketing Management International Marketing Production Management & Inventory Control Intro to Industrial Distribution Industrial Distribution Seminar Electricity Electronics Physics Polymer Technology Fluid Systems Accounting Principles I Economics Manufacturing Processes & Materials Statistics Intro to Industrial Organization Legal Environment of Business Industrial Safety Intro to Computing Quality Control Engineering Graphics

Table A-4
**Curricular Grouping A – Inventory/Distribution/Transportation
 /Wholesaling/Marketing/Logistics**

		Credit Hours	
		Per	Per
		Course	School
East Carolina University			
	Marketing Management	3	
	Business and Organizational Marketing	3	
	Industrial Distributor	3	
	Introduction to Logistics	3	
	Industrial Warehousing	3	
	Distributor Sales	3	
	Distribution Technology		
	or Selling & Sales Management	3	21
Eastern Michigan University			
	Profit Strategies in Distribution	3	
	Relationships in Wholesaling	3	
	Wholesale Account Development	3	
	Inventory Strategies in Distribution	3	12
Minnesota State University-Moorhead			
	Principles of Marketing	3	
	Industrial Marketing	3	
	Introduction to Industrial Distribution	4	10
Ohio State University			
	Promotional Strategy	4	
	Marketing	4	8

Table A-4 (Continued)

		Credit Hours	
		Per	Per
		Course	School
Purdue University			
	Introduction to Market Analysis	3	
	Technical Sales in Distribution	3	
	Warehouse Management	3	
	Identification and Data Capture	3	
	Elements of Distribution	3	
	Logistics	3	18
Southern Polytechnic State University			
	Industrial & Consumer Marketing	3	
	Fundamentals of Engineering Sales	3	
	Production and Inventory Control	3	
	Warehouse Operations	3	
	Distribution Channels	3	
	Logistics Planning and Control	3	18
Texas A&M University			
	Manufacturer Distributor Relations	3	
	Distributor Information & Control Systems	3	
	Introduction to Industrial Distribution	2	
	Distribution Logistics	3	
	Distributor Customer Base Management	3	14
University of Alabama at Birmingham			
	Marketing Research	3	
	Professional Selling Techniques	3	
	Business to Business Marketing	3	
	Industrial Distribution Marketing	3	12

Table A-4 (Continued)

		Credit Hours	
		Per	Per
		Course	School
University of Houston			
	Distribution Technology	3	
	Industrial/Consumer Sales	3	
	Industrial Direct Response	3	
	Physical Distribution	3	
	Inventory & Materials Handling	3	
	Introduction to Industrial Distribution	3	
	Transportation & Traffic Technology	3	
	Global Distribution	3	
	Applied Problems in Industrial. Distribution.	3	27
University of Illinois Urbana-Champaign			
	Marketing Research	3	
	Marketing to Business & Government	3	
	Principles of Marketing	3	
	Channel & Supply Chain Mgt Research	6	
	Logistics Management	3	18
University of Nebraska at Kearney			
	Industrial Distribution Branch Operations	3	
	Principles of Selling	3	
	Manufacturing/Distribution Relationships	3	
	Industrial Distribution Seminar	3	12

Table A-4 (Continued)

		Credit Hours	
		Per	Per
		Course	School
Western Carolina University			
	Principles of Marketing	3	
	Professional Selling	3	
	Marketing Management	3	
	International Marketing	3	
	Production Mgt & Inventory Control	3	
	Intro to Industrial Distribution	3	
	Industrial Distribution Seminar	3	21
		Range of Credit hours	8 – 27
		Average for 13 Pilot Schools	14.7
		Average for 12 Schools Focused on Grouping	15.9

Table A-5
Curricular Grouping B – Science/Engineering/Technology

		Credit Hours	
		Per	Per
		Course	School
Central Washington University			
	Basic Electricity	4	
	Basic Electronics	4	
	Electrical Power & Machinery	4	
	Instrumentation	4	
	Digital Circuits	4	
	Vehicle Electrical Systems	4	
	Introductory Physics/Laboratory	5	
	Intro to Chemistry/Laboratory or General Chemistry	5	
	Industrial Design	3	
	Mechanical Power Transmission	4	
	Energy Sources & Power	3	
	Hydraulics/Pneumatics	4	
	Air Logic	4	52
East Carolina University			
	Electricity	3	
	Introduction to Technology	3	
	Materials	3	
	Fluid Power	3	12
Eastern Michigan University			
	Understanding Technology	3	3
Minnesota State University-Moorhead			
	Survey of Electrical Technology	4	
	Electrical and Motor Technology	4	
	Elementary Physics I	3	
	Basic Principles of Chemistry	3	
	Fluid Power Technology	3	17

Table A-5 (Continued)

		Credit Hours	
		Per	Per
		Course	School
Purdue University			
	Electricity Fundamentals	3	
	Total Productive Maintenance	3	
	Fluid Power Systems	3	9
Southern Polytechnic State University			
	Principles of Chemistry or Physics (choice)	4	
	Principle of Industrial Systems & Design	3	
	Science, Technology, & Society	2	9
University of Alabama at Birmingham			
	Fundamentals of Electrical Engineering	2	
	Introduction to Engineering	2	
	Overview of Mechanical Engineering	5	9
University of Houston			
	Electrical-Electronic Circuits	3	3
University of Illinois Urbana-Champaign			
	Practical Physics	3	3
University of Nebraska at Kearney			
	Electricity/Electronics	3	
	Applied Electronics	3	
	Introduction to Technology	1	
	Technology Today	3	
	Industrial Products and Applications I & II	6	
	Automated Devices and Systems	4	20

Table A-5 (Continued)

	Credit Hours	
	Per Course	Per School
Western Carolina University		
Electricity	3	
Electronics	3	
Physics	4	
Polymer Technology	4	
Fluid Systems	3	17
	Range of Credit hours	3 – 52
	Average for 13 Pilot Schools	11.8
	Average for 11 Schools Focused on Grouping	14.0

Table A-6
Curricular Grouping C – Economics/Finance/Accounting/Cost Analysis

	Credit Hours	
	Per Course	Per School
Central Washington University		
Engineering Project Cost Analysis	4	4
East Carolina University		
Managerial Accounting	3	3
Eastern Michigan University		
Principles of Economics I & II	6	6
Minnesota State University-Moorhead		
Principles of Accounting I	3	
Microeconomics	3	
Cost Analysis	3	9

Table A-6 (Continued)

		Credit Hours	
		Per	Per
		Course	School
Ohio State University			
	Accounting	10	
	Principles of Microeconomics	5	
	Principles of Macroeconomics	5	
	Economics	5	
	Business Finance	4	29
Purdue University			
	Principles of Economics	3	
	Accounting Principles	3	
	Financial Transactions in Distribution	3	9
Southern Polytechnic State University			
	Engineering Economy	3	
	Engineering Product & Process Cost Estimating	6	9
Texas A&M University			
	Distributor Operations and Financial Management	3	3
University of Houston			
	Industrial Fiscal Records	3	3
University of Illinois Urbana-Champaign			
	Entrepreneurship: Small Business Formation	3	
	Accounting Control Systems	4	
	Microeconomic Principles	3	
	Case Studies in Corporate Finance	3	
	Financing Emerging Businesses	3	
	Accounting & Accountancy I & II	6	31

Table A-6 (Continued)

	Credit Hours	
	Per Course	Per School
University of Nebraska at Kearney		
Principles of Accounting I	3	3
Western Carolina University		
Accounting Principles I	3	
Economics	3	6
	Range of Credit hours	3 – 31
	Average for 13 Pilot Schools	8.8
	Average for 12 Schools Focused on Grouping	9.6

Table A-7
Curricular Grouping D – Management/Operations/Leadership

	Credit Hours	
	Per Course	Per School
East Carolina University		
Fundamentals of Management	3	3
Minnesota State University-Moorhead		
Principles of Management	3	
Distribution Management	3	
Industrial Distribution Operations	3	
Process Leadership	3	
Project Management	3	
Production and Inventory Management	3	18
Ohio State University		
Introduction to Operations Management	4	
Business Skills and Environment	4	8

Table A-7 (Continued)

	Credit Hours	
	Per Course	Per School
Purdue University		
Project Organization and Control	3	6
University of Alabama at Birmingham		
Entrepreneurship	3	9
University of Illinois Urbana-Champaign		
Management and Organizational Behavior	3	
Management in Manufacturing	3	
Entrepreneurship: Small Business Formation	4	10
University of Nebraska at Kearney		
Industrial Management	3	
Leadership in Business & Technology	3	6
Range of Credit hours		3 – 18
Average for 13 Pilot Schools		5.3
Average for 9 Schools Focused on Grouping		7.7

Table A-8
Curricular Grouping E – Manufacturing/Material Purchasing & Planning

	Credit Hours Per Course	Per School
Central Washington University		
Production Technology	4	
Metallurgy/Materials and Processes	4	
Machining	4	
Plastics and Composite Materials	4	16
East Carolina University		
Manufacturing Processes	3	3
Minnesota State University-Moorhead		
Manufacturing Processes	3	
Industrial Process Control	3	6
Purdue University		
Applications of Automation in Manufacturing	3	
Problem Solving in Manufacturing	3	
Materials and Processes	3	
Manufacturing Processes	3	12
Southern Polytechnic State University		
Purchasing and Material Planning	3	
Production Processes	3	6
Texas A&M University		
Purchasing Application in Distribution	3	3
University of Alabama at Birmingham		
Introduction to Materials	2	2
University of Houston		
Procurement I	3	
Production and Service Operations	3	
Materials and Processes I	3	9
University of Illinois Urbana-Champaign		
Purchasing and Materials Management	3	
Entrepreneurship: Small Business Formation	3	6
University of Nebraska at Kearney		
Machine Tool Products and Applications	4	4
Manufacturing Processes and Materials	3	3
Range of Credit hours		2 – 16
Average for 13 Pilot Schools		5.4
Average for 11 Schools Focused on Grouping		6.4

Table A-9
Curricular Grouping F – Statistics/Applied Mathematics/Operations Research

		Credit Hours	
		Per	Per
		Course	School
Minnesota State University Moorhead			
	Fundamentals of Applied Mathematics	3	
	Introduction to Probability and Statistics	4	7
Ohio State University			
	Mathematical Analysis for Business	13	
	Statistics	9	
	Operations Research	4	26
Southern Polytechnic State University			
	Industrial Statistics	4	4
University of Houston			
	Basic Technical Mathematics	3	
	Applied Technical Statistics	3	6
University of Illinois Urbana-Champaign			
	Economic Statistics I & II	6	6
Range of Credit Hours			3 - 13
Average for 13 Pilot Schools			4.0
Average for 6 Schools Focused on Grouping			8.7

Table A-10
Curricular Grouping G – Law/Policies/Human Relations

		Credit Hours	
		Per	Per
		Course	School
East Carolina University			
	Legal Environment of Business	3	3
Ohio State University			
	Legal Environment	4	
	Introduction to Organizational Behavior	5	
	Business Policy	4	13
Purdue University			
	Industrial Organization	3	
	Human Behavior in Organizations	3	6
Southern Polytechnic State University			
	Wage and Salary Administration	3	
	Engineering Sales Law	3	6
University of Houston			
	Business Law	3	3
University of Illinois Urbana-Champaign			
	Legal Environment of Business	3	
	Individual Behavior in Organizations	3	
	Organizational Design and Environment	3	
	Introduction to Social Psychology	3	
	Human Performance and Engineering Psychology	3	15

Table A-10 (Continued)

	Credit Hours	
	Per	Per
	Course	School
Western Carolina University		
Introduction to Industrial Organization	3	
Legal Environment of Business	3	6
	Range of Credit hours	3 – 15
	Average for 13 Pilot Schools	4.0
	Average for 7 Schools Focused on Grouping	7.4

Table A-11
Curricular Grouping H – Communication/Presentations

	Credit Hours	
	Per	Per
	Course	School
Central Washington University		
Technical Presentations	3	
Speech Communication	4	7
East Carolina University		
Technical Writing	3	3
Eastern Michigan University		
Fundamentals of Speech	2	2
Minnesota State University-Moorhead		
Computer Graphics communication	3	3
Purdue University		
Business Writing	3	
Public Speaking	2	5

Table A-11 (Continued)
Curricular Grouping H – Communication/Presentations

	Credit Hours	
	Per Course	Per School
Southern Polytechnic State University		
Technical Writing	3	
Communication Strategies for Merchandising and Industrial Distribution	3	6
University of Houston		
Technical Communications	3	
Communicating in Science, Engineering and Technology Issues and Trends w/in the Global Workplace	3	
Visual Communication Systems	3	
Business and Professional Communication	3	
Principles of Business Writing	3	15
University of Illinois Urbana-Champaign		
Principles of Effective Speaking	3	
Business Communications	3	6
University of Nebraska at Kearney		
Business Communication and Report Writing, or Technical Writing	4	4
Range of Credit hours		3 – 15
Average for 13 Pilot Schools		3.9
Average for 9 Schools Focused on Grouping		5.7

Table A-12
Curricular Grouping G – Law/Policies/Human Relations

	Credit Hours	
	Per Course	Per School
East Carolina University		
Legal Environment of Business	3	3
Ohio State University		
Legal Environment	4	
Introduction to Organizational Behavior	5	
Business Policy	4	13
Purdue University		
Industrial Organization	3	
Human Behavior in Organizations	3	6
Southern Polytechnic State University		
Wage and Salary Administration	3	
Engineering Sales Law	3	6
University of Houston		
Business Law	3	3
University of Illinois Urbana-Champaign		
Legal Environment of Business	3	
Individual Behavior in Organizations	3	
Organizational Design and Environment	3	
Introduction to Social Psychology	3	
Human Performance and Engineering Psychology	3	15
Western Carolina University		
Introduction to Industrial Organization	3	
Legal Environment of Business	3	6
Range of Credit hours		3 – 15
Average for 13 Pilot Schools		4.0
Average for 7 Schools Focused on Grouping		7.4

Table A-13
Curricular Grouping J – Computer Applications

	Credit Hours	
	Per Course	Per School
Central Washington University		
Computer Applications	3	
Microprocessor Applications	4	7
East Carolina University		
Introduction to Computers	3	3
Minnesota State University-Moorhead		
Computer Concepts and Applications	3	3
Ohio State University		
Computer Assisted Problem Solving for Business	5	5
Purdue University		
Introduction to Computer Technology	3	3
Southern Polytechnic State University		
C Programming	3	3
Texas A&M University		
Computer Applications in Distribution	3	3
University of Houston		
Introduction to Computer Applications in Technology	3	3
University of Illinois Urbana-Champaign		
Introduction to Computing: Non-Technical Majors	3	3

Table A-13(Continued)

	Credit Hours	
	Per Course	Per School
Western Carolina University		
Introduction to Computing	3	3
Range of Credit hours		3 – 7
Average for 13 Pilot Schools		2.8
Average for 10 Schools Focused on Grouping		3.6

Table A-14
Curricular Grouping K – Quality

	Credit Hours	
	Per Course	Per School
Central Washington University		
Quality Control	5	5
Eastern Michigan University		
Quality Planning in Distribution	3	3
Minnesota State University-Moorhead		
Quality Planning and Improvement	3	3
Purdue University		
Statistical Quality	3	3
Texas A&M University		
The Quality Process for Distributors	3	3
University of Houston		
Quality in Distribution	3	3
University of Illinois Urbana-Champaign		
Industrial Quality Control	3	3
Western Carolina University		
Quality Control	3	3
	Range of Credit hours	3 – 5
	Average for 13 Pilot Schools	2.0
	Average for 8 Schools Focused on Grouping	3.3

Table A-15
Curricular Grouping L – Computer Graphics/Design

	Credit Hours	
	Per Course	Per School
Central Washington University		
Computer Aided Design	4	4
Minnesota State University-Moorhead		
Engineering Graphics/CAD	3	3
Southern Polytechnic State University		
Survey of Engineering Graphics	2	2
University of Alabama at Birmingham		
Engineering Graphics	2	2
University of Illinois Urbana-Champaign		
Engineering Graphics I	3	
Engineering Graphics and Design	3	6
University of Nebraska at Kearney		
Engineering Design Graphics	4	4
Western Carolina University		
Engineering Graphics	3	3
Range of Credit hours		2 – 6
Average for 13 Pilot Schools		1.8
Average for 7 Schools Focused on Grouping		3.4

Table A-16
Curricular Grouping M – Cooperative Experience/Internship

	Credit Hours	
	Per Course	Per School
East Carolina University		
Internship	3	3
Eastern Michigan University		
Coop Education in Interdisciplinary Technology	3	3
University of Alabama at Birmingham		
Industrial Distribution Directed Studies/Practicum	2	2
University of Illinois Urbana-Champaign		
Practicum (Industrial Distribution Management or Manufacturing)	3	3
University of Nebraska at Kearney		
Internship	12	12
	Range of Credit hours	2 – 12
	Average for 13 Pilot Schools	1.8
	Average for 5 Schools Focused on Grouping	4.0

APPENDIX B

Table B-1
**Demographic Characteristics of Ninety-six Schools Offering Bachelor Level
Programs of Similar Theme to Industrial Distribution**

Regional Accrediting Agency	College or University	Carnegie Classification
New England Association of Schools and Colleges (NEASC)	Johnson State College	Master's Universities and Colleges I
	Castleton State College	Master's Universities and Colleges II
	Lyndon State College	Baccalaureate Colleges – General
	Vermont Technical College	Schools of Engineering and Technology
Middle States Association Commission on Higher Education (MSA/CHE)	Delaware State University	Doctoral/Research Universities-Extensive
	City University of New York, Brooklyn College	Master's Universities and Colleges I
	City University of New York, College of Staten Island	Master's Universities and Colleges I
	City University of New York, Queens College	Master's Universities and Colleges I
	State University of New York, Fredonia	Master's Universities and Colleges I
	State University of New York, Geneseo	Master's Universities and Colleges I
	State University of New York, Institute of Technology at Utica/Rome	Master's Universities and Colleges I
	State University of New York, New Paltz	Master's Universities and Colleges I
	State University of New York, Oswego	Master's Universities and Colleges I
	State University of New York, Plattsburgh	Master's Universities and Colleges I
	Bloomsburg University of Pennsylvania	Master's Universities and Colleges I
	Clarion University of Pennsylvania	Master's Universities and Colleges I
	Edinboro University of Pennsylvania	Master's Universities and Colleges I
	Kutztown University of Pennsylvania	Master's Universities and Colleges I
	Mansfield University of Pennsylvania	Master's Universities and Colleges I
	Millersville University of Pennsylvania	Master's Universities and Colleges I
	Pennsylvania State University – Harrisburg	Master's Universities and Colleges I
	Shippensburg University of Pennsylvania	Master's Universities and Colleges I
	Slippery Rock University of Pennsylvania	Master's Universities and Colleges I
	West Chester University of Pennsylvania	Master's Universities and Colleges I
	Lock Haven University of Pennsylvania	Master's Universities and Colleges II
	University of Pittsburgh – Greensburg	Baccalaureate Colleges – Liberal Arts
	University of Pittsburgh – Johnstown	Baccalaureate Colleges – General
	City University of New York, Medgar Evers College	Baccalaureate Colleges – General
	State University of New York, Old Westbury	Baccalaureate Colleges - General

Table B-1 (Continued)

Regional Accrediting Agency	College or University	Carnegie Classification
Southern Association of Schools and Colleges (SACS)	Florida International University	Doctoral/Research Universities– Extensive
	University of North Texas	Doctoral/Research Universities– Extensive
	University of Texas at Arlington	Doctoral/Research Universities– Extensive
	Florida Atlantic University	Doctoral/Research Universities – Intensive
	University of Central Florida	Doctoral/Research Universities – Intensive
	Texas A & M University Commerce	Doctoral/Research Universities – Intensive
	Texas A & M University – Kingsville	Doctoral/Research Universities – Intensive
	Texas Southern University	Doctoral/Research Universities – Intensive
	Florida A&M University	Master’s Universities and Colleges I
	Florida Gulf Coast University	Master’s Universities and Colleges I
	University of North Florida Jacksonville	Master’s Universities and Colleges I
	University of West Florida	Master’s Universities and Colleges I
	Angelo State University	Master’s Universities and Colleges I
	Lamar University – Beaumont	Master’s Universities and Colleges I
	Midwestern State University	Master’s Universities and Colleges I
	Prairie View A & M University	Master’s Universities and Colleges I
	Sam Houston State University	Master’s Universities and Colleges I
	Southwest Texas State University	Master’s Universities and Colleges I
	Stephen F. Austin State University	Master’s Universities and Colleges I
	Sul Ross State University	Master’s Universities and Colleges I
	Tarleton State University	Master’s Universities and Colleges I
	Texas A & M International University	Master’s Universities and Colleges I
	Texas A & M University – Corpus Christi	Master’s Universities and Colleges I
	Texas A & M University – Texarkana	Master’s Universities and Colleges I
	University of Houston – Victoria	Master’s Universities and Colleges I
	University of Texas at Brownsville	Master’s Universities and Colleges I
	University of Texas of the Permian Basin	Master’s Universities and Colleges I
	University of Texas at San Antonio	Master’s Universities and Colleges I
	University of Texas Tyler	Master’s Universities and Colleges I
	University of Texas – Pan American	Master’s Universities and Colleges I
	West Texas A & M University	Master’s Universities and Colleges I
	University of Houston – Downtown	Baccalaureate Colleges – General

Table B-1 (Continued)

Regional Accrediting Agency	College or University	Carnegie Classification
North Central Association of Colleges and Schools (NCACS)	Northern Illinois University	Doctoral/Research Universities– Extensive
	Southern Illinois University Carbondale	Doctoral/Research Universities– Extensive
	Illinois State University	Doctoral/Research Universities – Intensive
	University of North Dakota	Doctoral/Research Universities – Intensive
	The University of South Dakota	Doctoral/Research Universities – Intensive
	Eastern Illinois University	Master’s Universities and Colleges I
	Governors State University	Master’s Universities and Colleges I
	Minot State University	Master’s Universities and Colleges I
	Northeastern Illinois University	Master’s Universities and Colleges I
	Southern Illinois University Edwardsville	Master’s Universities and Colleges I
	University of Illinois at Springfield	Master’s Universities and Colleges I
	Northern State University	Master’s Universities and Colleges I
	Dickinson State University	Baccalaureate Colleges – General
	Mayville State University	Baccalaureate Colleges – General
	Valley City State University	Baccalaureate Colleges – General
	Black Hills State University	Baccalaureate Colleges – General
	Dakota State University	Baccalaureate Colleges – General
Northwest Association of Schools and of Colleges and Universities (NASCU)	University of Alaska Anchorage	Master’s Universities and Colleges I
	The University of Alaska Southeast	Master’s Universities and Colleges I

Table B-1 (Continued)

Regional Accrediting Agency	College or University	Carnegie Classification
Western Association of Schools and Colleges (WASC)	California Polytechnic State University San Louis Obispo	Master's Universities and Colleges I
	California State Polytechnic University-Pomona	Master's Universities and Colleges I
	California State University at Bakersfield	Master's Universities and Colleges I
	California State University, Dominguez Hills	Master's Universities and Colleges I
	California State University, Fresno	Master's Universities and Colleges I
	California State University, Fullerton	Master's Universities and Colleges I
	California State University, Hayward	Master's Universities and Colleges I
	California State University, Los Angeles	Master's Universities and Colleges I
	California State University, Northridge	Master's Universities and Colleges I
	Humboldt State University	Master's Universities and Colleges I
	San Francisco State University	Master's Universities and Colleges I
	San Jose State University	Master's Universities and Colleges I
	Sonoma State University	Master's Universities and Colleges I
	California State University, Monterey Bay	Baccalaureate Colleges-Liberal Arts
	California State University, Channel Islands (In region, but not accredited)	(Not classified in Carnegie system)

APPENDIX C

**Legend for Tables Entitled,
“(state) Schools Qualifying for Full Study by Requiring Minimum of Two Courses
in Each of at Least Three Curricular Groupings”**

**CURRICULAR GROUPINGS UTILIZED IN SELECTION OF PROGRAMS FOR
INCLUSION IN FULL STUDY**

A: Inventory/Distribution/Transportation/Wholesaling/Marketing/Logistics

B: Science/Engineering/Technology

C: Economics/Finance/Accounting/Cost Analysis

D: Management/Operations/Leadership

E: Manufacturing/Material Purchasing & Planning

F: Statistics/Applied Mathematics/Operation Research

G: Law/Policies/Human Relations

H: Communications/Presentations

Table C-1
 Alaska Schools Qualifying for Full Study by Requiring Minimum of Two Courses in
 Each of at Least Three Curricular Groupings

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Alaska Anchorage	
	Bachelor of Business Administration in Global Logistics Management
A	Principles of Marketing Global Logistics Supply Chain Transportation Management International Logistics
B	
C	Financial Accounting Managerial Accounting Macroeconomics Microeconomics Corporate Finance
D	Operations Management Materials Management
E	
F	
G	Business Law Organizational Behavior Environment of Business
H	
University of Alaska Southeast	
	Bachelor of Business Administration with emphasis in Accounting
A	
B	
C	Principles of Economics I & II Principles of Financial Accounting Principles of Managerial Accounting Financial Management
D	Principles of Management Introduction to Management Science (or 1 of 2 other management courses)
E	
F	
G	Legal Environment of Business Business Policy Capstone Political and Social Environment of Business
H	

Table C-1 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Alaska Southeast	
Bachelor of Business Administration with emphasis in General Business	
A	
B	
C	Principles of Economics I & II Principles of Financial Accounting Principles of Managerial Accounting Financial Management
D	Principles of Management Introduction to Management Science (or 1 of 2 other management courses)
E	
F	
G	Legal Environment of Business Business Policy Capstone Political and Social Environment of Business
H	
University of Alaska Southeast	
Bachelor of Business Administration with emphasis in Management	
A	
B	
C	Principles of Economics I & II Principles of Financial Accounting Principles of Managerial Accounting Financial Management
D	Principles of Management Introduction to Management Science (or 1 of 2 other management courses)
E	
F	
G	Legal Environment of Business Business Policy Capstone Political and Social Environment of Business
H	

Table C-1 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Alaska Southeast	
	Bachelor of Business Administration with emphasis in Marketing
A	
B	
C	Principles of Economics I & II Principles of Financial Accounting Principles of Managerial Accounting Financial Management
D	Principles of Management Introduction to Management Science (or 1 of 2 other management courses)
E	
F	
G	Legal Environment of Business Business Policy Capstone Political and Social Environment of Business
H	

Table C-2
**California Schools Qualifying for Full Study by Requiring
 Minimum of Two Courses in Each of at Least Three Curricular Groupings**

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California Polytechnic State University, San Luis Obispo (Quarter System)	
Bachelor of Science in Business Administration	
A	Principles of Marketing (4 Credit Hours)
B	
C	Financial Accounting (5 Credit Hours) Managerial Accounting (4 Credit Hours) Fundamentals of Corporate Finance (4 Credit Hours) Microeconomics (4 Credit Hours) Macroeconomics (4 Credit Hours)
D	Production and Operations Management (4 Credit Hours)
E	
F	Calculus for Business and Economics (4 Credit Hours) Statistical Inference – Management I & II (9 Credit Hours)
G	Business Law (4 Credit Hours) Organizational Behavior (4 Credit Hours) Business Strategy and Policy Seminar (4 Credit Hours) Government/Social Influences on Business (4 Credit Hours)
H	Oral Communication (4 Credit Hours)
California State Polytechnic University, Pomona (Quarter System)	
Bachelor of Science in International Business and Marketing	
A	Principles of Marketing Management (4 Credit Hours) International Marketing (4 Credit Hours)
B	
C	Accounting for Decision Making I, II, III (10 Credit Hours) Principles of Economics (4 Credit Hours) International Financial Markets (4 Credit Hours)
D	Principles of Management (4 Credit Hours) Production & Operations Management I (4 Credit Hours) Strategic Management (4 Credit Hours) Managerial Finance I & II (6 Credit Hours)
E	
F	
G	Legal Environment of Business Transactions (4 Credit Hours) Introduction to International Business (4 Credit Hours) International Trade Theory and Policy (4 Credit Hours)
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Bakersfield (Quarter System)	
Bachelor of Science in Business Administration: General Business Option	
A	
B	
C	Introduction to Financial Reporting and Accounting (5 Credit Hours) Introduction to Managerial Accounting (5 Credit Hours) Essentials of Microeconomics (5 Credit Hours) Essentials of Macroeconomics (5 Credit Hours) Financial Management (5 Credit Hours)
D	Introduction to Operations Management (5 Credit Hours) Marketing Management (5 Credit Hours) Seminar in Business Administration (5 Credit Hours)
E	
F	Quantitative Methods for Business Decisions (5 Credit Hours)
G	Organizational Behavior (5 Credit Hours) Legal Environment of Domestic and International Business (5 Credit Hours) Business and Society (5 Credit Hours)
H	
California State University, Bakersfield (continued) (Quarter System)	
Bachelor of Science in Business Administration: Management Option	
A	Entrepreneurship (5 Credit Hours)
B	
C	Introduction to Financial Reporting and Accounting (5 Credit Hours) Introduction to Managerial Accounting (5 Credit Hours) Essentials of Microeconomics (5 Credit Hours) Essentials of Macroeconomics (5 Credit Hours) Financial Management (5 Credit Hours)
D	Introduction to Operations Management (5 Credit Hours) Marketing Management (5 Credit Hours) Seminar in Business Administration (5 Credit Hours) Organization Theory and Design (5 Credit Hours) Career and Managerial Skills (5 Credit Hours) Human Resource Management (5 Credit Hours) Small Business Management (5 Credit Hours) International Management (5 Credit Hours) Change Management (5 Credit Hours) Selected Topics in Management (5 Credit Hours)
E	
F	Quantitative Methods for Business Decisions (5 Credit Hours)
G	Organizational Behavior (5 Credit Hours) Legal Environment of Domestic and International Business (5 Credit Hours) Business and Society (5 Credit Hours)
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Bakersfield (continued) (Quarter System)	
Bachelor of Science in Business Administration: General Marketing Option	
A	
B	
C	Introduction to Financial Reporting and Accounting (5 Credit Hours) Introduction to Managerial Accounting (5 Credit Hours) Essentials of Microeconomics (5 Credit Hours) Essentials of Macroeconomics (5 Credit Hours) Financial Management (5 Credit Hours)
D	Introduction to Operations Management (5 Credit Hours) Marketing Management (5 Credit Hours) Seminar in Business Administration (5 Credit Hours)
E	
F	Quantitative Methods for Business Decisions (5 Credit Hours)
G	Organizational Behavior (5 Credit Hours) Legal Environment of Domestic and International Business (5 Credit Hours) Business and Society (5 Credit Hours)
H	
Bachelor of Science in Business Administration: Consumer Marketing and Advertising Strategy Option	
A	Advertising and Public Relations Strategy (5 Credit Hours)
B	
C	Introduction to Financial Reporting and Accounting (5 Credit Hours) Introduction to Managerial Accounting (5 Credit Hours) Essentials of Microeconomics (5 Credit Hours) Essentials of Macroeconomics (5 Credit Hours) Financial Management (5 Credit Hours)
D	Introduction to Operations Management (5 Credit Hours) Marketing Management (5 Credit Hours) Seminar in Business Administration (5 Credit Hours) Consumer Behavior (5 Credit Hours)
E	
F	Quantitative Methods for Business Decisions (5 Credit Hours)
G	Organizational Behavior (5 Credit Hours) Legal Environment of Domestic and International Business (5 Credit Hours) Business and Society (5 Credit Hours)
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Bakersfield (continued) (Quarter System)	
	Bachelor of Science in Business Administration: Small Business Management Option
A	Entrepreneurship (5 Credit Hours)
B	
C	Introduction to Financial Reporting and Accounting (5 Credit Hours) Introduction to Managerial Accounting (5 Credit Hours) Essentials of Microeconomics (5 Credit Hours) Essentials of Macroeconomics (5 Credit Hours) Financial Management (5 Credit Hours)
D	Introduction to Operations Management (5 Credit Hours) Marketing Management (5 Credit Hours) Seminar in Business Administration (5 Credit Hours) Small Business Management (5 Credit Hours)
E	
F	Quantitative Methods for Business Decisions (5 Credit Hours)
G	Organizational Behavior (5 Credit Hours) Legal Environment of Domestic and International Business (5 Credit Hours) Business and Society (5 Credit Hours)
H	
California State University, Channel Islands	
	Bachelor of Science in Business
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Principles of Microeconomics Principles of Macroeconomics Applied Managerial Accounting Intermediate Microeconomics or Managerial Economics Business Finance
D	Management of Organizations
E	
F	Calculus for Business and Economics Statistics for Business and Economics
G	Business law Scientific and Professional Ethics
H	Technical Visual Communication

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Dominguez Hills	
Bachelor of Science in Business Administration: Accounting – Financial Track	
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Economic Theory 1A (Microeconomics)
	Economic Theory 1B (Macroeconomics)
	Business Finance
	Economics of the Firm
	Intermediate Accounting I&II
D	Management Theory
	Strategic Management Seminar
	Production Management
E	
F	Introduction to Operations Research
	Introduction to Business Statistics
G	Legal Environment of Business
	Organizational Behavior
H	
California State University, Dominguez Hills (continued)	
Bachelor of Science in Business Administration: Accounting – Managerial Track	
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Economic Theory 1A (Microeconomics)
	Economic Theory 1B (Macroeconomics)
	Business Finance
	Economics of the Firm
	Intermediate Accounting I
	Cost Accounting
	Advanced Management Accounting
D	Management Theory
	Strategic Management Seminar
	Production Management
E	
F	Introduction to Operations Research
	Introduction to Business Statistics
G	Legal Environment of Business
	Organizational Behavior
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Dominguez Hills (continued)	
Bachelor of Science in Business Administration: Accounting – Internal Auditing Track	
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Economic Theory 1A (Microeconomics)
	Economic Theory 1B (Macroeconomics)
	Business Finance
	Economics of the Firm
	Intermediate Accounting I
	Cost Accounting
D	Management Theory
	Strategic Management Seminar
	Production Management
E	
F	Introduction to Operations Research
	Introduction to Business Statistics
G	Legal Environment of Business
	Organizational Behavior
H	
California State University, Dominguez Hills (continued)	
Bachelor of Science in Business Administration: Information Systems	
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Economic Theory 1A (Microeconomics)
	Economic Theory 1B (Macroeconomics)
	Business Finance
	Economics of the Firm
D	Management Theory
	Strategic Management Seminar
	Production Management
E	
F	Introduction to Operations Research
	Introduction to Business Statistics
G	Legal Environment of Business
	Organizational Behavior
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Dominguez Hills (continued)	
Bachelor of Science in Business Administration: Finance	
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Economic Theory 1A (Microeconomics)
	Economic Theory 1B (Macroeconomics)
	Business Finance
	Economics of the Firm
	Financial Analysis I&II
D	Management Theory
	Strategic Management Seminar
	Production Management
E	
F	Introduction to Operations Research
	Introduction to Business Statistics
G	Legal Environment of Business
	Organizational Behavior
H	
California State University, Dominguez Hills (continued)	
Bachelor of Science in Business Administration: General Business	
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Economic Theory 1A (Microeconomics)
	Economic Theory 1B (Macroeconomics)
	Business Finance
	Economics of the Firm
D	Management Theory
	Strategic Management Seminar
	Production Management
E	
F	Introduction to Operations Research
	Introduction to Business Statistics
G	Legal Environment of Business
	Organizational Behavior
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Dominguez Hills (continued)	
	Bachelor of Science in Business Administration: Human Resource Management
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Economic Theory 1A (Microeconomics)
	Economic Theory 1B (Macroeconomics)
	Business Finance
	Economics of the Firm
D	Management Theory
	Strategic Management Seminar
	Production Management
	Human Resource Management
	Advanced Management Seminar
	Seminar in Comparative Management Systems
E	
F	Introduction to Operations Research
	Introduction to Business Statistics
G	Legal Environment of Business
	Organizational Behavior
	Labor and Industrial Relations
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Dominguez Hills (continued)	
	Bachelor of Science in Business Administration: International Business
A	Principles of Marketing International Marketing
B	
C	Financial Accounting Managerial Accounting Economic Theory 1A (Microeconomics) Economic Theory 1B (Macroeconomics) Business Finance Economics of the Firm Accounting and Control in Multinational Companies Multinational Financial Transactions
D	Management Theory Strategic Management Seminar Production Management Seminar in Comparative Management Systems
E	
F	Introduction to Operations Research Introduction to Business Statistics
G	Legal Environment of Business Organizational Behavior
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Dominguez Hills (continued)	
	Bachelor of Science in Business Administration: Management
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Economic Theory 1A (Microeconomics)
	Economic Theory 1B (Macroeconomics)
	Business Finance
	Economics of the Firm
D	Management Theory
	Strategic Management Seminar
	Production Management
	Human Resource Management
	Small Business Management
	Advanced Management Seminar
	Seminar in comparative Management Systems
E	
F	Introduction to Operations Research
	Introduction to Business Statistics
G	Legal Environment of Business
	Organizational Behavior
	Labor and Industrial Relations
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Dominguez Hills (continued)	
Bachelor of Science in Business Administration: Marketing – General	
A	Principles of Marketing Consumer Behavior Marketing Research Seminar in Marketing Management
B	
C	Financial Accounting Managerial Accounting Economic Theory 1A (Microeconomics) Economic Theory 1B (Macroeconomics) Business Finance Economics of the Firm
D	Management Theory Strategic Management Seminar Production Management
E	
F	Introduction to Operations Research Introduction to Business Statistics
G	Legal Environment of Business Organizational Behavior
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Dominguez Hills (continued)	
Bachelor of Science in Business Administration: Marketing - Advertising	
A	Principles of Marketing Advertising and Promotion Management Consumer Behavior Marketing Research Seminar in Marketing Management
B	
C	Financial Accounting Managerial Accounting Economic Theory 1A (Microeconomics) Economic Theory 1B (Macroeconomics) Business Finance Economics of the Firm
D	Management Theory Strategic Management Seminar Production Management
E	
F	Introduction to Operations Research Introduction to Business Statistics
G	Legal Environment of Business Organizational Behavior
H	
California State University, Dominguez Hills (continued)	
Bachelor of Science in Business Administration: Productivity and Quality Management	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Economic Theory 1A (Microeconomics) Economic Theory 1B (Macroeconomics) Business Finance Economics of the Firm
D	Management Theory Strategic Management Seminar Production Management
E	Production Planning and Control
F	Introduction to Operations Research Introduction to Business Statistics Business Forecasting
G	Legal Environment of Business Organizational Behavior
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Fresno	
Bachelor of Science in Business Administration: Finance – General Finance Track	
A	Marketing Concepts International Finance
B	
C	Financial Accounting Principles and Systems Managerial Accounting Principles and Systems Principles of Microeconomics Principles of Macroeconomics Principles of Finance (4 credit hours) Intermediate Financial Management Financial Management
D	Administration and Organization Behavior (6 credit hours) or both of Administrative Principles of Management, and Behavioral Principles of Management (total 6 credit hours) Production/Operations Management Seminar in Strategic Management
E	
F	Business Forecasting (4 credit hours)
G	Business and the Legal Environment (4 credit hours)
H	
California State University, Fresno (continued)	
Bachelor of Science in Business Administration: International Business	
A	Marketing Concepts Introduction to International Business The International Business Environment
B	
C	Financial Accounting Principles and Systems Managerial Accounting Principles and Systems Principles of Microeconomics Principles of Macroeconomics Principles of Finance (4 credit hours)
D	Administration and Organization Behavior (6 credit hours) or both of Administrative Principles of Management, and Behavioral Principles of Management (total 6 credit hours) Production/Operations Management Seminar in Strategic Management
E	Tools of International Business
F	
G	Business and the Legal Environment (4 credit hours)
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Fresno (continued)	
	Bachelor of Science in Business Administration: Legal Environment of Business
A	Marketing Concepts
B	
C	Financial Accounting Principles and Systems Managerial Accounting Principles and Systems Principles of Microeconomics Principles of Macroeconomics Principles of Finance (4 credit hours)
D	Administration and Organization Behavior (6 credit hours) or both of Administrative Principles of Management, and Behavioral Principles of Management (total 6 credit hours) Production/Operations Management Seminar in Strategic Management
E	
F	
G	Business and the Legal Environment (4 credit hours) Law and Business Activity Law of Business Organizations Government Regulation and Control of Business
H	
California State University, Fresno (continued)	
	Bachelor of Science in Business Administration: Entrepreneurship
A	Marketing Concepts Introduction to Entrepreneurship
B	
C	Financial Accounting Principles and Systems Managerial Accounting Principles and Systems Principles of Microeconomics Principles of Macroeconomics Principles of Finance (4 credit hours)
D	Administration and Organization Behavior (6 credit hours) or both of Administrative Principles of Management, and Behavioral Principles of Management (total 6 credit hours) Production/Operations Management Seminar in Strategic Management Problems in Small Business Management
E	
F	
G	Business and the Legal Environment (4 credit hours) Business Plan Writing
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Fresno (continued)	
	Bachelor of Science in Business Administration: Human Resource Management
A	Marketing Concepts
B	
C	Financial Accounting Principles and Systems Managerial Accounting Principles and Systems Principles of Microeconomics Principles of Macroeconomics Principles of Finance (4 credit hours)
D	Administration and Organization Behavior (6 credit hours) or both of Administrative Principles of Management, and Behavioral Principles of Management (total 6 credit hours) Production/Operations Management Seminar in Strategic Management Seminar in Human Resource Management The Staffing of Organizations
E	
F	
G	Business and the Legal Environment (4 credit hours) Administration of Personnel Labor Relations and Collective Bargaining Legal Aspect of Human Resource Management
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Fresno (continued)	
Bachelor of Science in Business Administration: Management – Production/Logistics Management Track	
A	Marketing Concepts Logistics and Marketing Channels
B	
C	Financial Accounting Principles and Systems Managerial Accounting Principles and Systems Principles of Microeconomics Principles of Macroeconomics Principles of Finance (4 credit hours)
D	Administration and Organization Behavior (6 credit hours) or both of Administrative Principles of Management, and Behavioral Principles of Management (total 6 credit hours) Production/Operations Management Seminar in Strategic Management Contemporary Leadership Seminar in Management Theory and Organization Design Seminar in Applied Management Techniques
E	Manufacturing Planning and Control (4 credit hours)
F	
G	Business and the Legal Environment (4 credit hours)
H	
California State University, Fresno (continued)	
Bachelor of Science in Business Administration: Marketing	
A	Marketing Concepts Marketing Plans and Strategy Marketing in Action
B	
C	Financial Accounting Principles and Systems Managerial Accounting Principles and Systems Principles of Microeconomics Principles of Macroeconomics Principles of Finance (4 credit hours)
D	Administration and Organization Behavior (6 credit hours) or both of Administrative Principles of Management, and Behavioral Principles of Management (total 6 credit hours) Production/Operations Management Seminar in Strategic Management
E	
F	Marketing Information Systems (4 credit hours)
G	Business and the Legal Environment (4 credit hours)
H	Personal Communication Tools in Marketing

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Fullerton	
Bachelor of Arts in Business Administration	
A	
B	
C	Financial Accounting Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Intermediate Business Microeconomics Business Finance
D	Principles of Management and Operations Seminar in Strategic Management
E	
F	Business Calculus Quantitative Business Analysis: Statistics and Management Science
G	Organizational Behavior
H	Business Writing Advanced Business Communication
California State University, Hayward (Quarter System)	
Bachelor of Science in Business Administration: Marketing	
A	
B	
C	Principles of Accounting I & II (8 credit hours) Principles of Microeconomics (4 credit hours) Principles of Microeconomics (4 credit hours) Accounting Control (4 credit hours) Macroeconomic Theory (4 credit hours) Managerial Economics (4 credit hours) Financial Management (4 credit hours) Accounting Control (4 credit hours)
D	Theories of Management (4 credit hours) Introduction to Production and Operations Management (4 credit hours) Seminar in Strategic Business Management (4 credit hours) Managerial Economics and Business Strategy (4 credit hours) Methods in Business Theories of Management (4 credit hours)
E	
F	Mathematics for Business and Social Science (8 credit hours) Statistics for Business and Economics (5 credit hours) Introduction to Quantitative Methods in Business (5 credit hours)
G	Legal Environment of Business (4 credit hours) Organizational Behavior (4 credit hours) Industrial Relations (4 credit hours) Business Government and Society (4 credit hours)
H	Business Communication (4 credit hours)

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Los Angeles (Quarter System)	
Bachelor of Science in Business Administration	
A	Marketing Management (4 Credit Hours) Marketing Research (4 Credit Hours) Consumer Behavior (4 Credit Hours)
B	
C	Principles of Accounting (4 Credit Hours) Principles of Economics I & II (8 Credit Hours) Managerial Accounting (4 Credit Hours) Business Finance (4 Credit Hours) Principles of Marketing (4 Credit Hours)
D	Production and Operations Management (4 Credit Hours) Management and Organizational Behavior (4 Credit Hours) Capstone: Global Strategic Management (4 Credit Hours)
E	
F	Applied Business and Economic Statistics I & II (8 Credit Hours)
G	Legal and Regulatory Environment of Business I (4 Credit Hours) Business Responsibilities in Society (4 Credit Hours)
H	
California State University, Monterey Bay	
Bachelor of Science in Management and International Entrepreneurship	
A	
B	
C	Macroeconomics (4 Credit Hours) Microeconomics (4 Credit Hours) Financial Accounting (4 Credit Hours) Finance (4 Credit Hours)
D	Managerial Accounting (4 Credit Hours) Principles of Management (4 Credit Hours) Principles of Operations Management (4 Credit Hours) Strategic Management/Senior Capstone (4 Credit Hours)
E	
F	
G	
H	Reading, Writing and Critical Thinking for Business (4 Credit Hours) Business Communication (4 Credit Hours)

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
California State University, Northridge	
Bachelor of Science in Business Administration	
A	
B	
C	Foundations of Accounting Information (4 Credit Hours)
	Principles of Economics
	Price Theory and Applications
	Money, Income and International Economics
	Financial Management
D	Introduction to Organizations (1/2 Credit Hour)
	Cost Analysis for Management Decisions
	Management and Organizational Behavior
	Manufacturing Operations Management (or Operations Mgt of Services)
	Managerial Decision Support Modes and Methods (4 Credit Hours)
	Analysis of Organizations (1/2 Credit Hour)
E	
F	Statistical Methods in Business and Economics
	Mathematics for Business Applications
G	Business Law I & II
H	
Humboldt State University	
Bachelor of Science in Business Administration	
A	Introductory Marketing
	International Business
B	
C	Financial Accounting
	Introduction to Microeconomics
	Introduction to Macroeconomics
	Introductory Finance
D	Management Accounting
	Introductory Management
	Strategic Management
E	
F	Introductory Business Statistics
	Intermediate Business Statistics
G	
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
San Francisco State University	
	Bachelor of Science in Business Administration
A	
B	
C	Introduction to Macroeconomic Analysis Introduction to Microeconomic Analysis Principles of Financial Accounting Principles of Managerial Accounting Business Finance Economics for Managers
D	Introduction to Management and Organizational Behavior Operations Management
E	
F	Mathematics for Business Analysis, or Mathematical Analysis for Business Business Statistics
G	Seminar in Environment of Business Seminar in Strategic Policy and Strategic Management
H	Fundamentals of Oral Communication Business Communication
San Jose State University	
	Bachelor of Science in Business Administration
A	Introduction to Marketing Global Dimensions of Business
B	
C	Financial Accounting Fundamentals of Finance Principles of Economics: Macroeconomics Principles of Economics: Microeconomics
D	Managerial Accounting Fundamentals of Operations Management Fundamentals of Management and Organizational Behavior Strategic Management
E	
F	Business Statistics Quantitative Business Analysis
G	Discovering Business Legal Environment of Business Professional and Business Ethics Business Systems and Policy
H	

Table C-2 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Sonoma State University	
Bachelor of Science in Business Administration	
A	Introduction to Marketing (4 Credit Hours)
B	
C	Introduction to Macroeconomics (4 Credit Hours)
	Introduction to Microeconomics (4 Credit Hours)
	Principles of Accounting A & B (8 Credit Hours)
	Introduction to Managerial Finance (4 Credit Hours)
D	Production/Operations Management (4 Credit Hours)
	Seminar in Management Strategy and Policy (Capstone) (4 Credit Hours)
E	
F	Business Statistics (or Elementary Statistics) (4 Credit Hours)
G	Organizational Behavior (4 Credit Hours)
H	

Table C-3
**Delaware Schools Qualifying for Full Study by Requiring Minimum of
 Two Courses in Each of at Least Three Curricular Groupings**

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Delaware State University	
	Bachelor of Science in Accounting
A	Principles of Marketing
B	
C	Accounting I
	Managerial Finance
	Accounting for Decision Making
	Introduction to Business
	Principles of Macroeconomics
	Principles of Microeconomics
	Accounting I & II
	Cost Accounting
	Finance I
	Intermediate Accounting I & II
	Managerial Cost Accounting
D	Management Processes (4 SCH)
	Operations Management
	International Management
	Strategic Management
	Seminar – Management (2 courses)
	Principles of Management
E	
F	Business Calculus
G	Legal Environment of Business
	Organizational Behavior
	Business Law II
H	Business Communications

Table C-3 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Delaware State University (continued)	
Bachelor of Science in Management (General Management Concentration)	
A	Principles of Marketing Entrepreneurship
B	
C	Accounting I Managerial Finance Accounting for Decision Making
D	Management Processes (4 SCH) Operations Management International Management Strategic Management Organizational Development and Change Managerial Decision Making and Problem Solving
E	
F	
G	Legal Environment of Business Organizational Behavior Business Ethics Business Law
H	Managerial Communication
Delaware State University (continued)	
Bachelor of Science in Management (Business Economics Concentration)	
A	Principles of Marketing
B	
C	Accounting I Managerial Finance Accounting for Decision Making Intermediate Macroeconomics
D	Management Processes (4 SCH) Operations Management International Management Strategic Management
E	
F	Statistical Analysis II for Business and Economics
G	Legal Environment of Business Organizational Behavior
H	

Table C-3 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Delaware State University (continued)	
Bachelor of Science in Management (E-Commerce Concentration)	
A	Principles of Marketing E-Marketing
B	
C	Accounting I Managerial Finance Accounting for Decision Making
D	Management Processes (4 SCH) Operations Management International Management Strategic Management E-Commerce Management
E	
F	
G	Legal Environment of Business Organizational Behavior
H	
Delaware State University (continued)	
Bachelor of Science in Management (Finance and Banking Concentration)	
A	Principles of Marketing
B	
C	Accounting I Managerial Finance Accounting for Decision Making
D	Management Processes (4 SCH) Operations Management International Management Strategic Management Senior Seminar in Financial Management
E	
F	
G	Legal Environment of Business Organizational Behavior
H	

Table C-3 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Delaware State University (continued)	
	Bachelor of Science in Management (Marketing Concentration)
A	Principles of Marketing Buyer Behavior Promotional Strategy Marketing Research International Marketing
B	
C	Accounting I & II Managerial Finance
D	Management Processes (4 SCH) Operations Management International Management Strategic Management Marketing Management
E	
F	
G	Legal Environment of Business Organizational Behavior
H	
Delaware State University (continued)	
	Bachelor of Science in Management (Human Resource Management Concentration)
A	Principles of Marketing
B	
C	Accounting I & II Managerial Finance
D	Management Processes (4 SCH) Operations Management International Management Strategic Management Personnel/Human Resource Management
E	
F	
G	Legal Environment of Business Organizational Behavior Management/Employee Relations
H	

Table C-4
**Florida Schools Qualifying for Full Study by Requiring Minimum of
 Two Courses in Each of at Least Three Curricular Groupings**

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida A&M University	
BS in Accounting	
A	International Business Principles of Marketing
B	
C	Financial Accounting Principles Principles of Economics I & II Managerial Accounting Principles Cost Accounting Intermediate Accounting I & II Corporate Finance
D	Production Management
E	
F	Calculus for Business Statistics Intro to Quantitative Methods
G	Organizational Behavior Commercial Law Business Policy
H	
Florida A&M University (continued)	
BS in Business Administration	
A	International Business Principles of Marketing
B	
C	Financial Accounting Principles Principles of Economics I & II Managerial Accounting Principles Intermediate Accounting I & II Corporate Finance
D	Principles of Management Production Management Computer Based Management
E	
F	Statistics Introduction to Quantitative Methods
G	Commercial Law Organizational Behavior Business Policy
H	

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida Atlantic University	
Bachelor of Business Administration in Accounting	
A	
B	
C	Accounting I (Financial)
	Accounting II (Managerial)
	Macroeconomics
	Microeconomics
	Financial Reporting
D	Management and Organizational Behavior
	Marketing Management
	Financial Management
	Financial Decision Making and Accounting
E	
F	Statistics
G	Business Law
	Advanced Legal Study
H	Writing for Managers
Florida Atlantic University (continued)	
Bachelor of Business Administration in Economics	
A	
B	
C	Accounting I (Financial)
	Accounting II (Managerial)
	Macroeconomics
	Microeconomics
	Intermediate Microeconomics
	Intermediated Macroeconomics
D	Management and Organizational Behavior
	Marketing Management
	Financial Management
E	
F	Statistics
	Introduction to Econometric Methods
G	Business Law
	Advanced Legal Study
H	Writing for Managers

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida Atlantic University (continued)	
Bachelor of Business Administration in Finance	
A	
B	
C	Accounting I (Financial)
	Accounting II (Managerial)
	Macroeconomics
	Microeconomics
	Intermediate Microeconomics
	Intermediated Macroeconomics
	Advanced Managerial Finance
D	Management and Organizational Behavior
	Marketing Management
	Financial Management
E	
F	Statistics
	Introduction to Econometric Methods
G	Business Law
	Advanced Legal Study
H	Writing for Managers
Florida Atlantic University (continued)	
Bachelor of Business Administration in International Business and Trade	
A	International Business
	International Marketing
B	
C	Accounting I (Financial)
	Accounting II (Managerial)
	Macroeconomics
	Microeconomics
	International Finance
D	Management and Organizational Behavior
	Marketing Management
	Financial Management
	Global Supply Chain Management
E	
F	Statistics
G	Business Law
	Advanced Legal Study
H	Writing for Managers

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida Atlantic University (continued)	
Bachelor of Business Administration in Management - General Option	
A	International Business Marketing Strategy
B	
C	Accounting I (Financial) Accounting II (Managerial) Macroeconomics Microeconomics Advanced Managerial Finance
D	Management and Organizational Behavior Marketing Management Financial Management Personnel Administration
E	
F	Statistics
G	Business Law Advanced Legal Study
H	Writing for Managers
Florida Atlantic University (continued)	
Bachelor of Business Administration in Management - Human Resources Option	
A	International Business
B	
C	Accounting I (Financial) Accounting II (Managerial) Macroeconomics Microeconomics
D	Management and Organizational Behavior Marketing Management Financial Management Contemporary Problems in Human Resource Management
E	
F	Statistics
G	Business Law Advanced Legal Study Personnel Administration Labor Relations
H	Writing for Managers

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida Atlantic University (continued)	
	Bachelor of Business Administration in Management - Small Business and Entrepreneurship Option
A	Introduction to Small Business Entrepreneurship Seminar in Small Business Entrepreneurship International Business
B	
C	Accounting I (Financial) Accounting II (Managerial) Macroeconomics Microeconomics
D	Management and Organizational Behavior Marketing Management Financial Management Advanced Managerial Finance Retail Management
E	
F	Statistics
G	Business Law Advanced Legal Study
H	Writing for Managers
Florida Atlantic University (continued)	
	Bachelor of Business Administration: Marketing - General Marketing Option
A	Marketing/Advertising (four courses to be selected) Marketing Strategy
B	
C	Accounting I (Financial) Accounting II (Managerial) Macroeconomics Microeconomics
D	Management and Organizational Behavior Marketing Management Financial Management
E	
F	Statistics
G	Business Law Advanced Legal Study
H	Writing for Managers

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida Atlantic University (continued)	
Bachelor of Business Administration: Marketing - Sales Management Option	
A	Personal Selling Sales and Sales Management Marketing Strategy Marketing/Advertising (two courses to be selected)
B	
C	Accounting I (Financial) Accounting II (Managerial) Macroeconomics Microeconomics
D	Management and Organizational Behavior Marketing Management Financial Management
E	
F	Statistics
G	Business Law Advanced Legal Study
H	Writing for Managers
Florida Atlantic University (continued)	
Bachelor of Business Administration: Marketing - Advertising Option	
A	Marketing Strategy Principles of Advertising
B	
C	Accounting I (Financial) Accounting II (Managerial) Macroeconomics Microeconomics
D	Management and Organizational Behavior Marketing Management Financial Management
E	
F	Statistics
G	Business Law Advanced Legal Study
H	Writing for Managers

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida Atlantic University (continued)	
	Bachelor of Business Administration: Marketing - Retail Management Option
A	Marketing Strategy
B	
C	Accounting I (Financial)
	Accounting II (Managerial)
	Macroeconomics
	Microeconomics
D	Management and Organizational Behavior
	Marketing Management
	Financial Management
	Retail Management
	Merchandising Management
E	
F	Statistics
G	Business Law
	Advanced Legal Study
H	Writing for Managers
Florida Gulf Coast University	
	Bachelor of Science in Accounting
A	Introduction to Marketing
B	
C	Core Concepts of Accounting I & II
	Principles of Macroeconomics
	Principles of Microeconomics
	Business Finance
	Accounting Tools (2 Credit Hours)
	Financial Reporting and Analysis I (4 Credit Hours)
	Cost Accounting
	Business Income and Property Transactions
D	Contemporary Management Concepts
	Operations Management
	Business Strategy (Capstone Course)
E	
F	Statistical Methods
	Economics and Business Statistics II
G	Law and Business
H	Professional Writing
	Public Speaking

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida Gulf Coast University (continued)	
Bachelor of Science in Finance	
A	Introduction to Marketing
B	
C	Core Concepts of Accounting I & II Principles of Macroeconomics Principles of Microeconomics Business Finance Intermediate Price Theory Financial Management Case Studies in Corporate Finance (or Financial Policy/Sr Seminar)
D	Contemporary Management Concepts Operations Management Business Strategy (Capstone Course)
E	
F	Statistical Methods Economic and Business Statistics II
G	Law and Business
H	Professional Writing Public Speaking
Florida Gulf Coast University (continued)	
Bachelor of Science in Management	
A	Introduction to Marketing
B	
C	Core Concepts of Accounting I & II Principles of Macroeconomics Principles of Microeconomics Business Finance
D	Contemporary Management Concepts Operations Management Business Strategy (Capstone Course) Human Resource Management Management of Small Business Leadership and Group Dynamics
E	
F	Statistical Methods
G	Law and Business Conflict Resolution
H	Professional Writing Public Speaking

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida Gulf Coast University (continued)	
	Bachelor of Science in Marketing
A	Introduction to Marketing Understanding Consumers Marketing Research Marketing Analysis and Strategy
B	
C	Core Concepts of Accounting I & II Principles of Macroeconomics Principles of Microeconomics Business Finance
D	Contemporary Management Concepts Operations Management Business Strategy (Capstone Course)
E	
F	Statistical Methods Economic and Business Statistics II
G	Law and Business
H	Professional Writing Public Speaking
Florida International University	
	Bachelor of Business Administration in Management
A	Marketing Management International Business
B	
C	Accounting for Decisions Accounting and Planning for Control Principles of Macroeconomics Principles of Microeconomics Applied Macroeconomics Financial Management
D	Organization and Management Operations Management Strategic Management Human Resource Management
E	
F	Statistics for Business and Economics Calculus for Business and Economics Application of Quantitative Methods in Business
G	Legal Environment of Business Organizational Behavior
H	Business and Professional Communication

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida International University (continued)	
	Bachelor of Business Administration in Marketing
A	Marketing Management
	Consumer Behavior
	Managing Marketing Information
	Marketing Strategy
	Marketing Tools I & II
B	
C	Accounting for Decisions
	Accounting and Planning for Control
	Principles of Macroeconomics
	Principles of Microeconomics
	Applied Macroeconomics
	Financial Management
D	Organization and Management
	Operations Management
	Strategic Management
E	
F	Statistics for Business and Economics
	Calculus for Business and Economics
	Application of Quantitative Methods in Business
G	Legal Environment of Business
H	Business and Professional Communication

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida International University (continued)	
Bachelor of Business Administration in International Business	
A	Marketing Management International Business International Marketing
B	
C	Accounting for Decisions Accounting and Planning for Control Principles of Macroeconomics Principles of Microeconomics Applied Macroeconomics Financial Management International Finance
D	Organization and Management Operations Management Strategic Management International Management
E	
F	Statistics for Business and Economics Calculus for Business and Economics Application of Quantitative Methods in Business
G	Legal Environment of Business
H	Business and Professional Communication
Florida International University (continued)	
Bachelor of Business Administration in Finance	
A	Marketing Management
B	
C	Accounting for Decisions Accounting and Planning for Control Principles of Macroeconomics Principles of Microeconomics Applied Macroeconomics Financial Management Intermediate Finance
D	Organization and Management Operations Management Strategic Management International Finance Management
E	
F	Statistics for Business and Economics Calculus for Business and Economics Application of Quantitative Methods in Business
G	Legal Environment of Business
H	Business and Professional Communication

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Florida International University (continued)	
	Bachelor of Accounting
A	Marketing Management
B	
C	Accounting for Decisions Accounting and Planning for Control Principles of Macroeconomics Principles of Microeconomics Applied Macroeconomics Financial Management Financial Accounting I, II & III Management Accounting
D	Organization and Management Operations Management Strategic Management
E	
F	Statistics for Business and Economics Calculus for Business and Economics Application of Quantitative Methods in Business
G	Business Law
H	Business and Professional Communication
University of Central Florida	
	Bachelor of Science in Business Administration, Finance Major
A	Introduction to International Business Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Economics I & II Business Finance Corporate Finance Financial Models
D	Management of Organizations Strategic Management
E	
F	Statistical Methods Quantitative Business Tools II
G	Legal and Ethical Environments of Business
H	

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Central Florida (continued)	
Bachelor of Science in Business Administration, Economics Major	
A	Introduction to International Business Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Economics I & II Business Finance Intermediate Price Theory Aggregate Economic Conditions Analysis
D	Management of Organizations Strategic Management
E	
F	Statistical Methods Quantitative Business Tools II Research Methods in Economics
G	Legal and Ethical Environments of Business
H	
University of Central Florida (continued)	
Bachelor of Science in Business Administration, Management Major	
A	Introduction to International Business Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Economics I & II Business Finance
D	Management of Organizations Strategic Management Quality and Productivity Management Human Relations Management International Management
E	
F	Statistical Methods Quantitative Business Tools II
G	Legal and Ethical Environments of Business Business Ethics and Society
H	

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Central Florida (continued)	
	Bachelor of Science in Business Administration, Marketing
A	Introduction to International Business
	Marketing
	Professional Selling
	Customer Behavior
	Marketing Research and Analysis
	Marketing Intelligence
	Marketing Strategy
B	
C	Principles of Financial Accounting
	Principles of Managerial Accounting
	Principles of Economics I & II
	Business Finance
D	Management of Organizations
	Strategic Management
	Marketing Management
E	
F	Statistical Methods
	Quantitative Business Tools II
G	Legal and Ethical Environments of Business
H	
University of North Florida	
	Bachelor of Business Administration, Accounting Major
A	Principles of Marketing
B	
C	Principles of Financial Accounting
	Principles of Managerial Accounting
	Principles of Macroeconomics
	Principles of Microeconomics
	Financial Management
	Intermediate Accounting I, II & III
	Cost Accounting
	Macroeconomics
D	Administrative Management
	Production – Operations – Logistics Management
	Strategic Management Business Policy
E	
F	Calculus for Business
	Elementary Statistics for Business
G	Legal Environment of Business
H	

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Florida (continued)	
	Bachelor of Business Administration, Economics Major
A	Principles of Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Management Intermediate Macroeconomics Intermediate Microeconomics
D	Administrative Management Production – Operations – Logistics Management Strategic Management Business Policy
E	
F	Calculus for Business Elementary Statistics for Business Business and Economic Statistic
G	Legal Environment of Business
H	Professional Public Speaking
University of North Florida (continued)	
	Bachelor of Business Administration, Finance Major (Corporate Track)
A	Principles of Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Management Financial Management II Cost Accounting International Finance Financial Statement Analysis Intermediate Macroeconomics
D	Administrative Management Production – Operations – Logistics Management Strategic Management Business Policy
E	
F	Calculus for Business Elementary Statistics for Business Business and Economic Statistics
G	Legal Environment of Business
H	

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Florida (continued)	
Bachelor of Business Administration, Finance Major (Investments Track)	
A	Principles of Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Management International Finance Financial Statement Analysis Financial Management II Intermediate Macroeconomics
D	Administrative Management Production – Operations – Logistics Management Strategic Management Business Policy
E	
F	Calculus for Business Elementary Statistics for Business Business and Economic Statistics
G	Legal Environment of Business
H	
University of North Florida (continued)	
Bachelor of Business Administration, Finance Major (Real Estate Track)	
A	Principles of Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Management International Finance Intermediate Microeconomics
D	Administrative Management Production – Operations – Logistics Management Strategic Management Business Policy
E	
F	Calculus for Business Elementary Statistics for Business
G	Legal Environment of Business
H	

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Florida (continued)	
Bachelor of Business Administration, Financial Services Major (Institutional Track)	
A	Principles of Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Management International Finance Intermediate Accounting I Financial Management II Intermediate Macroeconomics
D	Administrative Management Production – Operations – Logistics Management Strategic Management Business Policy
E	
F	Calculus for Business Elementary Statistics for Business Business and Economic Statistics
G	Legal Environment of Business
H	Oral Communication
University of North Florida (continued)	
Bachelor of Business Administration, Finance Major (Financial Planning Track)	
A	Principles of Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Management International Finance Intermediate Macroeconomics
D	Administrative Management Production – Operations – Logistics Management Strategic Management Business Policy
E	
F	Calculus for Business Elementary Statistics for Business Business and Economic Statistics
G	Legal Environment of Business
H	Oral Communication

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Florida (continued)	
	Bachelor of Business Administration in Management
A	Principles of Marketing
B	
C	Principles of Financial Accounting
	Principles of Managerial Accounting
	Principles of Macroeconomics
	Principles of Microeconomics
	Financial Management
D	Administrative Management
	Production – Operations – Logistics Management
	Strategic Management Business Policy
	Management of International Business
	Introduction to Management Science
E	
F	Calculus for Business
	Elementary Statistics for Business
G	Legal Environment of Business
	Organizational Theory
	Organizational Behavior
H	

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Florida (continued)	
	Bachelor of Business Administration in Marketing
A	Principles of Marketing
	International Marketing
	Consumer Behavior
	Marketing Research and Information
	International Trade
B	
C	Principles of Financial Accounting
	Principles of Managerial Accounting
	Principles of Macroeconomics
	Principles of Microeconomics
	Financial Management
	Intermediate Macroeconomics
	Intermediate Microeconomics
	Labor Economics
	Managerial Economics
D	Administrative Management
	Production – Operations – Logistics Management
	Strategic Management Business Policy
E	
F	Calculus for Business
	Elementary Statistics for Business
	Business and Economic Statistics
G	Legal Environment of Business
H	

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Florida (continued)	
	Bachelor of Business Administration in Transportation and Logistics
A	Principles of Marketing Foundations of Transportation
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Management
D	Administrative Management Production – Operations – Logistics Management Strategic Management Business Policy Introduction to Management Science Logistics Systems Management Applied Carrier Management
E	
F	Calculus for Business Elementary Statistics for Business Business and Economic Statistics
G	Legal Environment of Business
H	Professional Public Speaking
University of West Florida	
	Bachelor of Science in Business Administration – Accounting Major with specialization in Professional Accountancy, or Accounting Information Systems, or Controllershship
A	Marketing Fundamentals Business in the International Environment
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Managerial Finance Intermediate Accounting I & II Cost Accounting
D	Management Fundamentals Operations management Policy Analysis and Formulation
E	
F	Calculus with Business Applications
G	Legal Environment of Business
H	Professional Writing

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of West Florida (continued)	
Bachelor of Science in Business Administration – Finance Major	
A	Marketing Fundamentals Business in the International Environment
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Accounting Topics Financial Theory and Practice Financial Accounting Topics Financial Theory and Practice
D	Management Fundamentals Operations management Policy Analysis and Formulation
E	
F	Calculus with Business Applications
G	Legal Environment of Business
H	Professional Writing
University of West Florida (continued)	
Bachelor of Science in Business Administration – Economics Major with Comprehensive Economics Specialization	
A	Marketing Fundamentals Business in the International Environment
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Accounting Topics Financial Theory and Practice
D	Management Fundamentals Operations management Policy Analysis and Formulation
E	
F	Calculus with Business Applications
G	Legal Environment of Business
H	Professional Writing

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of West Florida (continued)	
Bachelor of Science in Business Administration – Economics Major with Global Economics Specialization	
A	Marketing Fundamentals Business in the International Environment International Trade and Commerce Policy
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Accounting Topics Financial Theory and Practice
D	Management Fundamentals Operations management Policy Analysis and Formulation
E	
F	Calculus with Business Applications
G	Legal Environment of Business
H	Professional Writing
University of West Florida (continued)	
Bachelor of Science in Business Administration – Economics Major with e-Commerce Economics Specialization	
A	Marketing Fundamentals Business in the International Environment Advanced e-Business: Business-to-Consumer Advanced e-Business: Business-to-Business Internet Marketing Principles
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Accounting Topics Financial Theory and Practice Internet Economics
D	Management Fundamentals Operations management Policy Analysis and Formulation
E	
F	Calculus with Business Applications
G	Legal Environment of Business
H	Professional Writing

Table C-4 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
University of West Florida (continued)
Bachelor of Science in Business Administration – Economics Major with Economic Research Specialization
A Marketing Fundamentals
Business in the International Environment
Marketing Research
B
C Principles of Financial Accounting
Principles of Managerial Accounting
Principles of Macroeconomics
Principles of Microeconomics
Financial Accounting Topics
Financial Theory and Practice
Business and Economics Forecasting
Managerial Economics
D Management Fundamentals
Operations management
Policy Analysis and Formulation
E
F Calculus with Business Applications
G Legal Environment of Business
H Professional Writing
University of West Florida (continued)
Bachelor of Science in Business Administration – Marketing Major with Comprehensive Marketing Specialization
A Marketing Fundamentals
Business in the International Environment
Consumer Behavior
Marketing Research
Marketing Strategy
B
C Principles of Financial Accounting
Principles of Managerial Accounting
Principles of Macroeconomics
Principles of Microeconomics
Financial Accounting Topics
Financial Theory and Practice
D Management Fundamentals
Operations management
Policy Analysis and Formulation
E
F Calculus with Business Applications
G Legal Environment of Business
H Professional Writing

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of West Florida (continued)	
Bachelor of Science in Business Administration – Marketing Major with Global Marketing Specialization	
A	Marketing Fundamentals Business in the International Environment Consumer Behavior Marketing Research Marketing Strategy Seminar in International Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Accounting Topics Financial Theory and Practice
D	Management Fundamentals Operations management Policy Analysis and Formulation
E	
F	Calculus with Business Applications
G	Legal Environment of Business
H	Professional Writing

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of West Florida (continued)	
Bachelor of Science in Business Administration – Marketing Major with e-Commerce Marketing Specialization	
A	Marketing Fundamentals Business in the International Environment Consumer Behavior Marketing Research Marketing Strategy Internet Marketing Principles Advanced e-Business: Business-to-Consumer Advanced e-Business: Business-to-Consumer
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Accounting Topics Financial Theory and Practice
D	Management Fundamentals Operations management Policy Analysis and Formulation Internet Marketing Management
E	
F	Calculus with Business Applications
G	Legal Environment of Business
H	Professional Writing

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of West Florida (continued)	
Bachelor of Science in Business Administration – Marketing Major with Marketing Research Specialization	
A	Marketing Fundamentals Business in the International Environment Consumer Behavior Marketing Research Marketing Strategy Internet Marketing Principles Advanced Topics in Marketing Research
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Accounting Topics Financial Theory and Practice
D	Management Fundamentals Operations management Policy Analysis and Formulation Information Sources for Business Decisions
E	
F	Calculus with Business Applications
G	Legal Environment of Business
H	Professional Writing

Table C-4 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of West Florida (continued)	
Bachelor of Science in Business Administration – Marketing Major with Sales Management Specialization	
A	Marketing Fundamentals Business in the International Environment Consumer Behavior Marketing Research Marketing Strategy Professional Selling Methods
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Financial Accounting Topics Financial Theory and Practice
D	Management Fundamentals Operations management Policy Analysis and Formulation Sales Management Information Sources for Business Decisions
E	
F	Calculus with Business Applications
G	Legal Environment of Business
H	Professional Writing

Table C-5
**Illinois Schools Qualifying for Full Study by Requiring Minimum of Two Courses
in Each of at Least Three Curricular Groupings**

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Eastern Illinois University	
	Bachelor of Science in Business – Accountancy Major
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Financial Accounting Theory I & II International Economics
D	Management and Organizational Behavior Business Financial Management Operations Management Strategy and Policy (Capstone Course) Management and Cost Accounting
E	
F	Business Statistics
G	Legal and Social Environment of Business Commercial Law
H	
Eastern Illinois University (continued)	
	Bachelor of Science in Business – Management Major
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting
D	Management and Organizational Behavior Business Financial Management Operations Management Strategy and Policy (Capstone Course) Human Resource Management Small Business and Entrepreneurship
E	
F	Business Statistics
G	Legal and Social Environment of Business Organizational Behavior
H	

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Eastern Illinois University (continued)	
	Bachelor of Science in Business – Marketing Major
A	Principles of Marketing
	Buyer Behavior
	Business to Business Marketing
	Marketing Research
	Marketing Strategies
B	
C	Financial Accounting
	Managerial Accounting
D	Management and Organizational Behavior
	Business Financial Management
	Operations Management
	Strategy and Policy (Capstone Course)
E	
F	Business Statistics
G	Legal and Social Environment of Business
H	
Governors State University	
	Bachelor of Arts in Business and Applied Sciences
A	
B	
C	Principles of Microeconomics
	Principles of Macroeconomics
	Financial Accounting
	Managerial accounting
D	Principles of Financial Management
	Introduction to Management Strategies
	Production and Operations Management
	Introduction to Marketing Management
E	
F	Statistics for Management
G	Legal Environment of Administration
	Organizational Behavior
	Business Policy
H	Business Communications

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Governors State University (continued)	
Bachelor of Arts in Business and Administration- Management Concentration	
A	
B	
C	Principles of Microeconomics Principles of Macroeconomics Financial Accounting Managerial Accounting Managerial Economics: The Economics of the Firm Principles of Financial Management
D	Introduction to Management Strategies Productions and Operations Management
E	
F	Statistics for Management I & II
G	Legal Environment of Administration or Business Law Organizational Behavior Business Policy
H	Business Communications
Governors State University (continued)	
Bachelor of Arts in Business and Administration - Human Resource Management	
A	
B	
C	Principles of Microeconomics Principles of Macroeconomics Financial Accounting Managerial Accounting Managerial Economics: The Economics of the Firm Principles of Financial Management
D	Introduction to Management Strategies Production and Operations Management Introduction to Marketing Management Human Resource Management Topics in Management
E	
F	Statistics for Management I & II
G	Legal Environment of Administration or Business Law Organizational Behavior Business Policy Labor Relations Human Resource Training and Management Development
H	Business Communications

Table C-5 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Governors State University (continued)
Bachelor of Science in Accounting
A Principles of Microeconomics Principles of Macroeconomics
B
C Financial Accounting Managerial Accounting Cost Accounting Intermediate accounting I, II & III
D Principles of Financial Management Introduction to Management Strategies Production and Operations Management or Organizational Behavior Introduction to Marketing Management
E
F Statistics for Management
G Business Law I & II Business Policy
H Business Communications
Illinois State University
Bachelor of Science in Accounting – Career Specialty Sequence
A
B
C Financial Accounting Managerial Accounting Principles of Economics Business Finance Cost and Managerial Accounting Intermediate Accounting I & II
D Introduction to Marketing Management Business organization and Management Production Management Problems in business
E
F Statistical Reasoning Applied Calculus
G Legal Environment of Business
H Business Communications

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Illinois State University (continued)	
Bachelor of Science in Accounting – Financial Sequence	
A	
B	
C	Financial Accounting Managerial Accounting Principles of Economics Business Finance Cost and Managerial Accounting Intermediate Accounting I & II
D	Introduction to Marketing Management Business organization and Management Production Management Problems in business
E	
F	Statistical Reasoning Applied Calculus
G	Legal Environment of Business Law for Accountants
H	Business Communications
Illinois State University (continued)	
Bachelor of Science in Finance	
A	
B	
C	Financial Accounting Managerial Accounting Principles of Economics Business Finance
D	Introduction to Marketing Management Business organization and Management Production Management Problems in business
E	
F	Statistical Reasoning Applied Calculus
G	Legal Environment of Business
H	Business Communications

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Illinois State University (continued)	
Bachelor of Science in Insurance	
A	
B	
C	Financial Accounting Managerial Accounting Principles of Economics Business Finance
D	Introduction to Marketing Management Business organization and Management Production Management Problems in business
E	
F	Statistical Reasoning Applied Calculus
G	Legal Environment of Business
H	Business Communications
Illinois State University (continued)	
Bachelor of Science in Business Administration	
A	
B	
C	Financial Accounting Managerial Accounting Principles of Economics Business Finance
D	Introduction to Marketing Management Business organization and Management Production Management Problems in business
E	
F	Statistical Reasoning Applied Calculus
G	Legal Environment of Business
H	Business Communications

Table C-5 (Continued)

College or University	Bachelor Level Program	Curricular Grouping	Qualifying Courses
Illinois State University (continued)			
	Bachelor of Science in Management – Entrepreneurship and Small Business		
	A	Small Business Entrepreneurship	
	B		
	C	Financial Accounting Managerial Accounting Principles of Economics Business Finance	
	D	Introduction to Marketing Management Business organization and Management Production Management Problems in business Introduction to Small Business	
	E		
	F	Statistical Reasoning Applied Calculus	
	G	Legal Environment of Business Organizational and Behavioral Administration	
	H	Business Communications	
Illinois State University (continued)			
	Bachelor of Science in Management – Human Resource Management		
	A		
	B		
	C	Financial Accounting Managerial Accounting Principles of Economics Business Finance	
	D	Introduction to Marketing Management Business organization and Management Production Management Problems in business Human Resources Management Industrial Relations Management	
	E		
	F	Statistical Reasoning Applied Calculus	
	G	Legal Environment of Business Organizational Behavior and Administration	
	H	Business Communications	

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Illinois State University (continued)	
Bachelor of Science in Management – Organizational Leadership	
A	
B	
C	Financial Accounting Managerial Accounting Principles of Economics Business Finance
D	Introduction to Marketing Management Business organization and Management Production Management Problems in business Leadership: Teams and Team Development Organizational Leadership Leading Organizational Change Leadership: Decision Making and Planning
E	
F	Statistical Reasoning Applied Calculus
G	Legal Environment of Business Organizational Behavior and Administration
H	Business Communications
Illinois State University (continued)	
Bachelor of Science in Management – Quality and Operations Management	
A	Production/Inventory Control Management
B	
C	Financial Accounting Managerial Accounting Principles of Economics Business Finance
D	Introduction to Marketing Management Business organization and Management Production Management Problems in business Service Operations
E	
F	Statistical Reasoning Applied Calculus
G	Legal Environment of Business Organizational Behavior and Administration
H	Business Communications

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Northeastern Illinois University	
	Bachelor of Science in Accounting
A	Principles of marketing
B	
C	Principles of Microeconomics
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Macroeconomics
	Principles of Financial Management
	Cost Accounting I
	Intermediate Financial Accounting I & II
	Advanced Financial Accounting
	Contemporary Financial Accounting Issues
D	Principles of Management
	Production/Operations Management
	Strategic Management (Capstone Course)
E	
F	Business Calculus
	Business Statistics
	Operations Research
G	Legal Environment of Business
	Business Law I & II
H	
Northeastern Illinois University (continued)	
	Bachelor of Science in Finance
A	Principles of Marketing
B	
C	Principles of Microeconomics
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Macroeconomics
	Principles of Financial Management I & II
	International Financial Management
	Intermediate Financial Management
D	Principles of Management
	Production/Operations Management
	Strategic Management (Capstone Course)
E	
F	Business Calculus
	Business Statistics
	Operations Research
G	Legal Environment of Business
	Business Law I & II
H	

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Northeastern Illinois University (continued)	
	Bachelor of Science in General Business Administration
A	Principles of Marketing
B	
C	Principles of Microeconomics
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Macroeconomics
	Principles of Financial Management
D	Production/Operations Management
	Strategic Management
E	
F	Business Calculus
	Business Statistics
	Operations Research
G	Legal Environment of Business
H	
Northeastern Illinois University (continued)	
	Bachelor of Science in Management
A	Principles of Marketing
B	
C	Principles of Microeconomics
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Financial Management
	Principles of Macroeconomics
D	Principles of Management
	Production/Operations Management
	Strategic Management (Capstone Course)
E	
F	Business Calculus
	Business Statistics
	Operations Research
G	Legal Environment of Business
H	

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Northeastern Illinois University (continued)	
	Bachelor of Science in Marketing
A	Principles of Marketing Consumer Behavior International Marketing
B	
C	Principles of Microeconomics Introduction to Financial Accounting Introduction to Managerial Accounting Principles of macroeconomics Principles of Financial Management
D	Principles of Management Production/Operations Management Marketing Management Strategic management (Capstone Course)
E	
F	Business Calculus Business Statistics Operations Research Marketing Research
G	Legal Environment of Business
H	
Northern Illinois University	
	Bachelor of Science in Management – Human Resource Management Focus
A	
B	
C	Introductory Financial Accounting Principles of Microeconomics Principles of Macroeconomics
D	Introductory Cost management Strategic Management Human Resource Management
E	
F	Introduction to Business Statistics
G	Legal Environment of Business Training and Development Employment Law Organizational Behavior
H	Business Communication

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Northern Illinois University (continued)	
Bachelor of Science in Management – Organizational Management Focus	
A	
B	
C	Introductory Financial Accounting Principles of Microeconomics Principles of Macroeconomics
D	Introductory Cost management Strategic Management Human Resource Management Leadership Managerial Decision-Making Managing Organizations in Competitive Environments Multinational Management
E	
F	Introduction to Business Statistics
G	Legal Environment of Business Organizational Behavior
H	Business Communication
Southern Illinois University - Edwardsville	
Bachelor of Science in Business Administration – Economics Major	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Intermediate Microeconomic Theory Intermediate Macroeconomic Theory
D	Management and Organization Operations Management Financial Management and Decision Making Strategic Management
E	
F	Statistical Analysis for Business Decisions (4 credit hours) Quantitative Methods for Economic and Business Analysis
G	Organizational Behavior Business and Society
H	

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Southern Illinois University – Edwardsville (continued)	
Bachelor of Science in Business Administration – Entrepreneurship Major	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting
D	Management and Organization Operations Management Financial Management and Decision Making Strategic Management Human Resource Management Entrepreneurship and Small Business Management
E	
F	Statistical Analysis for Business Decisions (4 credit hours)
G	Organizational Behavior Business and Society
H	
Southern Illinois University – Edwardsville (continued)	
Bachelor of Science in Business Administration – Finance Major	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Problems in Corporate Finance
D	Management and Organization Operations Management Financial Management and Decision Making Strategic Management
E	
F	Statistical Analysis for Business Decisions (4 credit hours)
G	Organizational Behavior Business and Society
H	

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Southern Illinois University – Edwardsville (continued)	
Bachelor of Science in Business Administration – Human Resource Management Major	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting
D	Management and Organization Operations Management Financial Management and Decision Making Strategic Management Human Resource Management Professional Seminar in Human Resource Management
E	
F	Statistical Analysis for Business Decisions (4 credit hours)
G	Organizational Behavior Business and Society
H	
Southern Illinois University – Edwardsville (continued)	
Bachelor of Science in Business Administration – International Business Major	
A	Principles of Marketing International Marketing
B	
C	Financial Accounting Managerial Accounting Introduction to International Economy International Trade Theory and Policy International Finance
D	Management and Organization Operations Management Financial Management and Decision Making Strategic Management Managing in the Global Economy International Management
E	
F	Statistical Analysis for Business Decisions (4 credit hours)
G	Organizational Behavior Business and Society
H	

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Southern Illinois University – Edwardsville (continued)	
Bachelor of Science in Business Administration - Management	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting
D	Management and Organization Operations Management Financial Management and Decision Making Strategic Management Human Resource Management
E	
F	Statistical Analysis for Business Decisions (4 credit hours)
G	Organizational Behavior Business and Society
H	
Southern Illinois University – Edwardsville (continued)	
Bachelor of Science in Business Administration - Marketing	
A	Principles of Marketing Marketing Research
B	
C	Financial Accounting Managerial Accounting
D	Management and Organization Operations Management Financial Management and Decision Making Strategic Management Advanced Marketing Management
E	
F	Statistical Analysis for Business Decisions (4 credit hours)
G	Organizational Behavior Business and Society
H	

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Southern Illinois University – Edwardsville (continued)	
	Bachelor of Science in Business Economics and Finance
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Microeconomic Theory Macroeconomic Theory International Finance Problems in Corporate Finance
D	Management and Organization Operations Management Financial Management and Decision Making Strategic Management
E	
F	Statistical Analysis for Business Decisions (4 credit hours) Econometrics I or Business Forecasting
G	Organizational Behavior Business and Society
H	
University of Illinois at Springfield	
	Bachelor of Business Administration in Accountancy
A	Principles of Marketing (4 credit hours)
B	
C	Principles of Financial Management (4 credit hours) Managerial Accounting Introduction to Microeconomics Introduction to Macroeconomics Intermediate Accounting I & II Intermediate Managerial Accounting Advanced Accounting
D	Principles of Operations Management (4 credit hours) Principles of Management (4 credit hours) Managing Operational Behavior Strategic Management and Leadership Business Policy
E	
F	Business Statistics Business Calculus
G	Business and Society (4 credit hours)
H	

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Illinois at Springfield (continued)	
Bachelor of Arts in Economics	
A	Principles of Marketing (4 credit hours)
B	
C	Principles of Financial Management (4 credit hours)
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Introduction to Microeconomics
	Introduction to Macroeconomics
	Principles of Financial Management
D	Principles of Operations Management (4 credit hours)
	Principles of Management (4 credit hours)
	Managing Operational Behavior
	Strategic Management and Leadership
E	
F	Business Statistics
	Business Calculus
G	Business and Society (4 credit hours)
H	
University of Illinois at Springfield (continued)	
Bachelor of Arts in Management	
A	Principles of Marketing (4 credit hours)
B	
C	Principles of Financial Management (4 credit hours)
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Introduction to Macroeconomics
	Introduction to Microeconomics
D	Principles of Operations Management (4 credit hours)
	Principles of Management (4 credit hours)
	Managing Organizational Behavior
	Strategic Management and Leadership
	Power and Negotiation (4 credit hours)
	Human Resource Management (4 credit hours)
	Organizational Development (4 credit hours)
	Organization Theory (4 credit hours)
E	
F	Statistics for Business and Economics
	Business Calculus
G	Business and Society (4 credit hours)
H	

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Western Illinois University	
	Bachelor of Business in Management
A	Marketing
B	
C	Introduction to Accounting Principles of Financial Accounting Finance for Finance and Accounting Majors Advanced Economics
D	Principles of Management Business Strategies and Policies Operations Management Human Resource Management Organizational Behavior
E	
F	Business Statistics
G	Legal Environment of Business Law of Commercial Transactions or Law of Business Organizations Management and Society: Ethics and Social Responsibility
H	Business Communications
Western Illinois University (continued)	
	Bachelor of Business in Human Resource Management
A	Marketing
B	
C	Introduction to Accounting Principles of Financial Accounting Finance for Finance and Accounting Majors Advanced Economics
D	Principles of Management Business Strategies and Policies Operations Management Human Resource Management Organizational Development Organizational Behavior
E	
F	Business Statistics
G	Legal Environment of Business Law of Commercial Transactions or Law of Business Organizations
H	Business Communications

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Western Illinois University (continued)	
Bachelor of Business in Economics	
A	Marketing
B	
C	Introduction to Accounting
	Principles of Financial Accounting
	Finance for Finance and Accounting Majors
	Advanced Economics
	Intermediate Microeconomics or Managerial Economics
	Intermediate Macroeconomics
D	Principles of Management
	Business Strategies and Policies
	Operations Management
E	
F	Business Statistics
G	Legal Environment of Business
	Law of Commercial Transactions or Law of Business Organizations
H	Business Communications
Western Illinois University (continued)	
Bachelor of Business in Finance	
A	Marketing
B	
C	Introduction to Accounting
	Principles of Financial Accounting
	Finance for Finance and Accounting Majors
	Advanced Economics
D	Principles of Management
	Business Strategies and Policies
	Operations Management
E	
F	Business Statistics
G	Legal Environment of Business
	Law of Commercial Transactions or Law of Business Organizations
H	Business Communications

Table C-5 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Western Illinois University (continued)	
Bachelor of Business in Marketing – Marketing Management Option	
A	Marketing Supply Chain Management Professional Selling Marketing Research Consumer Behavior
B	
C	Introduction to Accounting Principles of Financial Accounting Finance for Finance and Accounting Majors Advanced Economics
D	Principles of Management Business Strategies and Policies Operations Management Marketing Management
E	
F	Business Statistics
G	Legal Environment of Business Law of Commercial Transactions or Law of Business Organizations
H	Business Communications
Western Illinois University (continued)	
Bachelor of Business in Marketing – Supply Chain Management Option	
A	Marketing Supply Chain Management Professional Selling International Business Transportation Management Global Supply Chain Management Supply Management
B	
C	Introduction to Accounting Principles of Financial Accounting Finance for Finance and Accounting Majors Advanced Economics
D	Principles of Management Business Strategies and Policies Operations Management
E	
F	Business Statistics
G	Legal Environment of Business Law of Commercial Transactions or Law of Business Organizations
H	Business Communications

Table C-6
**New York Schools Qualifying for Full Study by Requiring Minimum of Two
 Courses in Each of at Least Three Curricular Groupings**

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
City University of New York Brooklyn College	
	Bachelor of Science in Business Management and Finance
A	Principles of Marketing Management
B	
C	Introductory Accounting (4 credit hours) Corporation Financial Management Elementary Macroeconomics Elementary Microeconomics
D	Operations Management Personnel Management Introduction to Management
E	
F	Fundamentals Methods of Mathematical Economics Introduction to Economic and Business Statistics
G	
H	
City University of New York College of Staten Island	
	Bachelor of Science in Marketing
A	Marketing Advertising or Consumer Behavior (4 credit hours) Marketing Research (4 credits hours) Marketing Management (4 credit hours)
B	
C	Managerial Finance I Introduction to Accounting I & II (8 credit hours)
D	Organizational Theory and Management Decision Making and Business (4 credit hours)
E	
F	Introduction to Economics and Managerial Statistics
G	Business Policy (4 credit hours)
H	

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
City University of New York Medgar Evers College	
Bachelor of Science in Accounting – CPA Emphasis	
A	Essentials of Marketing International Business or International Economics
B	
C	Principles of Accounting I & II Introduction to Business and Finance Intermediate Accounting I & II Cost Accounting I Corporate Finance Advanced Accounting I & II
D	Introduction to Business and Management Operations Management
E	
F	Business and Economics Statistics
G	Legal Environment of Business Organizational Behavior Business Policy Business Law II
H	
City University of New York Medgar Evers College (continued)	
Bachelor of Science in Accounting – Managerial Accounting Emphasis	
A	Essentials of Marketing International Business or International Economics
B	
C	Principles of Accounting I & II Introduction to Business and Finance Intermediate Accounting I & II Cost Accounting I & II Corporate Finance Managerial Economics
D	Introduction to Business and Management Operations Management
E	
F	Business and Economics Statistics
G	Legal Environment of Business Organizational Behavior Business Policy
H	

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York College at Fredonia	
Bachelor of Science in Accounting	
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Intermediate Accounting I & II
	Cost Management
	Accounting Processes
	Accounting Practice
	Advanced Accounting
	Principles of Finance
	Principles of Macroeconomics
	Principles of Microeconomics
D	Management and Organizational Behavior
	Strategic Management
E	
F	Fundamentals of Statistics for Business and Economics
G	Business Law I & II
H	
State University of New York College at Fredonia (continued)	
Bachelor of Science in Business Administration: Marketing Concentration	
A	Principles of Marketing
	Marketing Research
	Consumer Marketing
	Sales Management
B	
C	Financial Accounting
	Managerial Accounting
	Principles of Macroeconomics
	Principles of Microeconomics
	Principles of Business Finance
D	Production and Operations Management I
	Strategic Management
	Management and Organization Behavior
E	
F	
G	Legal Environment of Business
H	

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York College at Geneseo	
Bachelor of Science in Accounting	
A	
B	
C	Introduction to Financial Accounting Introduction to Managerial Accounting Intermediate Financial Accounting I & II Managerial Accounting I Introductory Microeconomics Introductory Macroeconomics Managerial Finance International Finance
D	Ethics and Management
E	
F	Business and Economic Statistics
G	Business Law I & II Organizational Behavior
H	Presentational Speaking in Organizations Business and Professional Writing
State University of New York College at Geneseo (continued)	
Bachelor of Arts in Economics	
A	
B	
C	Introductory Microeconomics Introductory Macroeconomics Intermediate Microeconomics Intermediate Macroeconomics
D	
E	
F	Business and Economics Statistics Econometrics
G	
H	Presentational Speaking in Organizations Business and Professional Writing

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York College at Geneseo (continued)	
	Bachelor of Science in Management
A	Marketing
	International Business
B	
C	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Introductory Microeconomics
	Introductory Macroeconomics
	Managerial Finance
D	Production and Operations Management
	Strategic Management
	Ethics and Management
E	
F	Business and Economic Statistics
G	Legal Environment of the Economy
	Organizational Behavior
H	Presentational Speaking in Organizations
	Business and Professional Writing
State University of New York Institute of Technology at Utica/Rome	
	Bachelor of Science in Accounting
A	
B	
C	Microeconomics
	Macroeconomics
	Financial Principles
	Finance II
	Financial Accounting
	Intermediate Accounting I & II
	Cost Accounting or Managerial Accounting
	Advanced Accounting
D	Human Resource Management
	Management Science
	Management Policy
E	
F	
G	Business Law I & II
	Issue in Business and Society
H	

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York Institute of Technology at Utica/Rome (continued)	
Bachelor of Business Administration in Business	
A	
B	
C	Microeconomics Macroeconomics Financial Principles Managerial Accounting Financial Accounting
D	Human Resource Management Management Science Management Policy
E	
F	
G	Business Law Organizational Behavior Issues in Business and Society
H	Report Technical Writing
State University of New York Institute of Technology at Utica/Rome (continued)	
Bachelor of Science in Business	
A	Marketing Principles
B	
C	Microeconomics Macroeconomics Financial Principles Managerial Accounting Financial Accounting
D	Human Resource Management Management Science Management Policy
E	
F	
G	Business Law Organizational Behavior Issues in Business and Society
H	Report Technical Writing

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York Institute of Technology at Utica/Rome (continued)	
Bachelor of Science in Finance	
A	Marketing Principles
B	
C	Financial Principles
	Managerial Accounting
	Financial Accounting
	Intermediate Accounting
	Financial Management Problems
	Financial Planning and Control
	Microeconomics
	Macroeconomics
D	Human Resource Management
	Management Science
	Management Policy
E	
F	
G	Business Law
	Organizational Behavior
	Issues in Business and Society
H	Report Technical Writing
State University of New York Institute of Technology at Utica/Rome (continued)	
Bachelor of Business Administration in Finance	
A	Marketing Principles
B	
C	Financial Principles
	Managerial Accounting
	Financial Accounting
	Intermediate Accounting
	Financial Management Problems
	Financial Planning and Control
	Microeconomics
	Macroeconomics
D	Human Resource Management
	Management Science
	Management Policy
E	
F	
G	Business Law
	Organizational Behavior
	Issues in Business and Society
H	Report Technical Writing

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York Institute of Technology at Utica/Rome (continued)	
Bachelor of Professional Studies in Finance	
A	Marketing Principles
B	
C	Financial Principles
	Managerial Accounting
	Financial Accounting
	Intermediate Accounting
	Financial Management Problems
	Financial Planning and Control
	Microeconomics
	Macroeconomics
D	Human Resource Management
	Management Science
	Management Policy
E	
F	
G	Business Law
	Organizational Behavior
	Issues in Business and Society
H	Report Technical Writing
State University of New York New Paltz	
Bachelor of Business Administration in Accounting	
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Fundamentals of Corporate Finance
	Intermediate Accounting I & II
	Cost Accounting
	Advanced Accounting
D	Principles of Management
	Operations Management
	Strategic Management
	Financial Management and Policy
E	
F	Statistics for Business and Economics I & II
G	Legal Environment of Business
	Business Law for Accounting
H	

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York New Paltz (continued)	
Bachelor of Business Administration in Finance	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Fundamentals of Corporate Finance International Financial Management
D	Principles of Management Operations Management Strategic Management Financial Management and Policy
E	
F	Statistics for Business and Economics I & II
G	Legal Environment of Business
H	
State University of New York New Paltz (continued)	
Bachelor of Business Administration in General Business	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Fundamentals of Corporate Finance
D	Principles of Management Operations Management Strategic Management
E	
F	Statistics for Business and Economics I & II
G	Legal Environment of Business
H	

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York New Paltz (continued)	
Bachelor of Business Administration in International Business	
A	Principles of Marketing International Business International Relations
B	
C	Financial Accounting Managerial Accounting Fundamentals of Corporate Finance
D	Principles of Management Operations Management Strategic Management
E	
F	Statistics for Business and Economics I & II
G	Legal Environment of Business
H	
State University of New York New Paltz (continued)	
Bachelor of Business Administration in Management	
A	Principles of Marketing International Business
B	
C	Financial Accounting Managerial Accounting Fundamentals of Corporate Finance
D	Principles of Management Operations Management Strategic Management Human Resource Management Motivation and Work Behavior Organizational Theory
E	
F	Statistics for Business and Economics I & II
G	Legal Environment of Business Organizational Behavior
H	

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York New Paltz (continued)	
Bachelor of Business Administration in Marketing	
A	Principles of Marketing Consumer Behavior Sales Management International Business Marketing Research Advertising Strategy Marketing Management Direct Marketing
B	
C	Financial Accounting Managerial Accounting Fundamentals of Corporate Finance
D	Principles of Management Operations Management Strategic Management
E	
F	Statistics for Business and Economics I & II
G	Legal Environment of Business
H	
State University of New York at Old Westbury	
Bachelor of Science in Business and Management: Human Resource Management Specialization	
A	Marketing: Principles and Concepts
B	
C	Principles of Microeconomics Principles of Macroeconomics Principles of Accounting I & II Financial Management I
D	Business Policy and Strategy Fundamentals of Management Human Resource Management Training and Development
E	
F	Calculus for Business and Economics
G	Business Law I Organizational Behavior Labor Relations and Collective Bargaining
H	

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York at Old Westbury (continued)	
	Bachelor of Science in Business and Management: Management Systems Specialization
A	Marketing: Principles and Concepts Entrepreneurship International Business
B	
C	Principles of Microeconomics Principles of Macroeconomics Principles of Accounting I & II Financial Management I
D	Business Policy and Strategy Fundamentals of Management Production and Operations Management Management and Society Organizational Theory Introduction to Management Science Human Resource Management Seminar
E	
F	Calculus for Business and Economics
G	Business Law I Organizational Behavior Labor Relations and Collective Bargaining
H	
State University of New York College at Oswego	
	Bachelor of Science in Management Accounting
A	Marketing Principles
B	
C	Principles of Accounting I & II Intermediate Accounting I Cost Accounting Managerial Accounting Corporation Finance Principles of Microeconomics Principles of Macroeconomics
D	Business Organization Operations Management Analysis or Production Management Management Policy and Simulation
E	
F	Calculus for Business
G	Business Law I or Legal and Regulatory Environment of Business Introduction to Classical Ethics
H	Speech Communication or Interpersonal Communication or Group Interaction & Discussion

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York College at Oswego (continued)	
Bachelor of Science in Public Accounting	
A	Marketing Principles
B	
C	Principles of Accounting I & II Intermediate Accounting I & II Cost Accounting Advanced Accounting Corporation Finance Principles of Microeconomics Principles of Macroeconomics
D	Business Organization Management Policy and Simulation
E	
F	Calculus for Business
G	Business Law I & II
H	Speech Communication or Interpersonal Communication or Group Interaction & Discussion
State University of New York College at Oswego (continued)	
Bachelor of Science in Human Resource Management	
A	Marketing Principles
B	
C	Principles Accounting I & II Corporate Finance Principles of Microeconomics Principles of Macroeconomics
D	Business Organization and Management Management Policy and Simulation Human Resource Management Labor Relations/Collective Bargaining Senior Seminar in Human Resource Management
E	Materials Management
F	Calculus for Business
G	Organizational Behavior Legal Environment of Business
H	Public Speaking

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York College at Oswego (continued)	
	Bachelor of Science in Marketing
A	Marketing Principles Consumer Behavior Marketing Research Advertising and Promotion
B	
C	Principles of Accounting I & II Corporate Finance Principles of Microeconomics Principles of Macroeconomics
D	Business Organization Management Policy and Simulation
E	
F	Calculus for Business
G	Legal Environment of Business
H	Speech Communication or Interpersonal Communication or Group Interaction & Discussion
State University of New York College at Plattsburgh	
	Bachelor of Science in Management
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Finance Introduction to Microeconomics Introduction to Macroeconomics
D	Principles of Management Human Resource Management Strategic Management
E	
F	Quantitative Analysis for Production Systems
G	Organizational Behavior Legal Environment of Business
H	Introduction to Public Speaking

Table C-6 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
State University of New York College at Plattsburgh (continued)	
	Bachelor of Science in Marketing
A	Principles of Marketing Marketing Research Marketing Strategy 3 of the following: Principles of Advertising, Sales Force Management, Retail Store Management, Marketing Channels Strategy, International Marketing Operations, Services Marketing, Analysis of Consumer Marketing, Business-to-Business Marketing, Selected Marketing Topics (total 9 credit hours)
B	
C	Principles of Accounting I & II Principles of Finance Introduction to Microeconomics Introduction to Macroeconomics
D	Principles of Management Strategic Management
E	
F	Quantitative Analysis for Production Systems
G	
H	Introduction to Public Speaking

Table C-7
**South Dakota Schools Qualifying for Full Study by Requiring Minimum of Two
 Courses in Each of at Least Three Curricular Groupings**

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Dickinson State University	
	Bachelor of Science in Accounting
A	Principles of Marketing
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Managerial Finance Intermediate Accounting I & II Cost Accounting I Advanced Accounting
D	Management Organization
E	
F	
G	Business Law I & II Business Policy
H	Organizational Communication Technical Writing Business Communication
Dickinson State University (continued)	
	Bachelor of Science in Business Administration: Accounting
A	Principles of Marketing Entrepreneurship International Business
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Managerial Finance Intermediate Accounting I & II Cost Accounting
D	Management Organization Production Management
E	
F	
G	Business Policy Business Law I
H	Business Communications Organizational Communication Technical Writing

Table C-7 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Dickinson State University (continued)	
Bachelor of Science in Business Administration: Agri-Business	
A	Principles of Marketing Entrepreneurship International Business Introduction to Agricultural Marketing
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Managerial Finance Introduction to Agricultural Finance
D	Management Organization Production Management
E	
F	
G	Business Policy Business Law I
H	Business Communications Organizational Communication Technical Writing Leadership and Presentation Techniques
Dickinson State University (continued)	
Bachelor of Science in Business Administration: Banking and Finance	
A	Principles of Marketing Entrepreneurship International Business
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Managerial Finance Intermediate Accounting I Public Finance
D	Management Organization Production Management
E	
F	
G	Business Policy Business Law I
H	Business Communications Organizational Communication Technical Writing

Table C-7 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Dickinson State University (continued)	
Bachelor of Science in Business Administration: Management	
A	Principles of Marketing Entrepreneurship International Business Advertising and Sales Promotion Retail Management
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Managerial Finance
D	Management Organization Production Management Human Resource Management
E	
F	
G	Business Policy Business Law I & II Organizational Behavior
H	Business Communications Organizational Communication Technical Writing
Dickinson State University (continued)	
Bachelor of Science in Business Administration: Management Information Systems	
A	Principles of Marketing Entrepreneurship International Business
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Managerial Finance
D	Management Organization Production Management
E	
F	
G	Business Policy Business Law I
H	Business Communications Organizational Communication Technical Writing

Table C-7 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Dickinson State University (continued)	
	Bachelor of Science in Business Administration: Manufacturing Technology
A	Principles of Marketing Entrepreneurship International Business
B	Production Manufacturing Technology
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Managerial Finance
D	Management Organization Production Management
E	
F	
G	Business Policy Business Law I
H	Business Communications Organizational Communication Technical Writing
Dickinson State University (continued)	
	Bachelor of Science in Business Administration: Office Administration
A	Principles of Marketing Entrepreneurship International Business
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Managerial Finance
D	Management Organization Production Management Human Resource Management
E	
F	
G	Business Policy Business Law I
H	Business Communications Organizational Communication Technical Writing

Table C-7 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Dickinson State University (continued)	
Bachelor of Arts in Business Administration	
A	Principles of Marketing Entrepreneurship
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Managerial Finance
D	Management Organization Production Management
E	
F	
G	Business Law I Business Policy
H	Organizational Communication Technical Writing
Mayville State University	
Bachelor of Science in Business Administration: Management	
A	Principles of Marketing Advanced Marketing Management
B	
C	Elements of Accounting I & II Corporation Finance Principles of Microeconomics Principles of Macroeconomics
D	Principles of Management Production Management I Human Resource Management Small Business Management Management Science
E	
F	
G	Business Law I Business Policies Organizational Theory and Behavior
H	Business Communications

Table C-7 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Mayville State University (continued)	
Bachelor of Science in Business Administration: Marketing/Merchandising	
A	Principles of Marketing Salesmanship Retailing Advertising and Promotion Management Consumer Behavior Advanced Marketing Management
B	
C	Elements of Accounting I & II Corporation Finance Principles of Microeconomics Principles of Macroeconomics
D	Principles of Management Production Management I Human Resource Management
E	
F	
G	Business Law I Business Policies
H	Business Communications
Minot State University	
Bachelor of Science in International Business	
A	Marketing International Marketing International Business
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Corporation Finance Managerial Accounting International Corporate Finance International Economics
D	Fundamentals of Management Production Management Strategic Management International Management International Business Strategy
E	
F	
G	Legal Environment of Business Cultural Environment of International Business
H	Business Reports and Communication

Table C-7 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Minot State University (continued)	
	Bachelor of Science in Management
A	Marketing
	International Business
B	
C	Principles of Microeconomics
	Principles of Macroeconomics
	Elements of Accounting I & II
	Corporation Finance
	Managerial Accounting
D	Fundamentals of Management
	Production Management
	Strategic Management
	Human Resource Management
	Entrepreneurship/Small Business Management
E	
F	
G	Legal Environment of Business
	Organizational Behavior
H	Business Reports and Communication
Minot State University (continued)	
	Bachelor of Science in Marketing
A	Marketing
	Advertising and Sales Promotion
	Marketing Management
	Consumer Behavior
	Logistics and Channel Management
	International Business
B	
C	Principles of Microeconomics
	Principles of Macroeconomics
	Elements of Accounting I & II
	Corporation Finance
	Managerial Accounting
D	Fundamentals of Management
	Production Management
	Strategic Management
E	
F	
G	Legal Environment of Business
H	Business Reports and Communication

Table C-7 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Valley City State University	
	Bachelor of Science in Business Administration: Accounting
A	Entrepreneurship
	Principles of Marketing
	International Business
B	
C	Principles of Microeconomics
	Principles of Macroeconomics
	Accounting I & II
	Business Finance
	Financial Reporting and Analysis I & II
	Managerial Accounting
	Cost Accounting Systems
D	Principles of Management
E	
F	Business Statistics
G	Business Policy
	Business Law I & II
H	Business Communications
	Introduction to Professional Writing
Valley City State University (continued)	
	Bachelor of Science in Business Administration: Finance
A	Entrepreneurship
	Principles of Marketing
	International Business
B	
C	Principles of Microeconomics
	Principles of Macroeconomics
	Accounting I & II
	Business Finance
	Financial Reporting and Analysis I & II
	Managerial Accounting
	Cost Accounting Systems
D	Principles of Management
	Quantitative Analysis and Operations Management
E	
F	Business Statistics
G	Business Policy
	Business Law I
H	Business Communications
	Introduction to Professional Writing

Table C-7 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Valley City State University (continued)	
Bachelor of Science in Business Administration: Management	
A	Entrepreneurship Principles of Marketing International Business
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting I & II Business Finance Financial Reporting and Analysis I Managerial Accounting
D	Principles of Management Quantitative Analysis and Operations Management Human Resource Management
E	
F	Business Statistics
G	Business Policy Business Law I Labor Relations Organizational Behavior
H	Business Communications Introduction to Professional Writing
Valley City State University (continued)	
Bachelor of Science in Business Administration: Marketing	
A	Entrepreneurship Principles of Marketing International Business Retail Management
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting I & II Business Finance Financial Reporting and Analysis I
D	Principles of Management Quantitative Analysis and Operations Management
E	
F	Business Statistics
G	Business Policy Business Law I
H	Business Communications Effective Facilitation and Presentation Skills Introduction to Professional Writing

Table C-7 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Dakota	
Bachelor of Business Administration: Business Economics	
A	Marketing Foundations
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Principles of Finance Intermediate Microeconomic Theory Intermediate Macroeconomic Theory and Policy
D	Principles of Management Production Management Strategic Management
E	
F	Introduction to Business and Economic Statistics
G	
H	Technical and Business Writing Fundamentals of Public Speaking
Bachelor of Business Administration: Economics	
A	
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Intermediate Microeconomic Theory Intermediate Macroeconomic Theory and Policy
D	
E	
F	Introduction to Business and Economic Statistics Mathematics for Economists
G	
H	Technical and Business Writing Fundamentals of Public Speaking

Table C-7 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Dakota (continued)	
Bachelor of Business Administration: Entrepreneurship	
A	Marketing Foundations Personal Selling Marketing Research I & II
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Entrepreneurial Finance
D	Principles of Management Principles of Financial Management Production Management Strategic Management Human Resource Management
E	
F	Introduction to Business and Economic Statistics
G	Business in the Legal Environment
H	Technical and Business Writing Fundamentals of Public Speaking
University of North Dakota (continued)	
Bachelor of Business Administration: Financial Management	
A	Marketing Foundations
B	
C	Principles of Microeconomics Principles of Macroeconomics Elements of Accounting I & II Intermediate Accounting I Intermediate Financial Management Cases in Managerial Finance International Financial Management Principles of Financial Management
D	Principles of Management Production Management Strategic Management
E	
F	Introduction to Business and Economic Statistics
G	Business in the Legal Environment
H	Technical and Business Writing Fundamentals of Public Speaking

Table C-8
**Pennsylvania Schools Qualifying for Full Study by Requiring Minimum of
 Two Courses in Each of at Least Three Curricular Groupings**

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Bloomsburg University of Pennsylvania	
Bachelor of Science in Business Administration: Management	
A	Marketing: Principles and Practices
B	
C	Principles of Economics I & II Financial Accounting Managerial Accounting Introduction to Corporate Finance
D	Principles of Management Human Resource Management Operations Management International Management
E	
F	
G	Law and Legal Elements Organizational Behavior Business and Society
H	Public Speaking Managerial Communications
Bloomsburg University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Management – Human Resources Concentration	
A	Marketing: Principles and Practices
B	
C	Principles of Economics I & II Financial Accounting Managerial Accounting Introduction to Corporate Finance
D	Principles of Management Human Resource Management Operations Management International Management
E	
F	
G	Law and Legal Elements Organizational Behavior Business and Society Employment Discrimination and Affirmative Action
H	Public Speaking Managerial Communications

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Bloomsburg University of Pennsylvania (continued)	
	Bachelor of Science in Business Administration: Marketing
A	Marketing Principles and Practice Consumer Motivation and Behavior Sales Management International Marketing Marketing Research Advertising Management Marketing Management
B	
C	Principles of Economics I & II Financial Accounting Managerial Accounting Introduction to Corporate Finance
D	Principles of Management
E	
F	Business and Economic Statistics I
G	Business Policies and Strategies Law and Legal Environment
H	
Clarion University of Pennsylvania	
	Bachelor of Science in Business Administration: Accounting
A	Principles of Marketing
B	
C	Financial Accounting Principles of Macroeconomics Principles of Microeconomics Managerial Accounting Intermediate Microeconomic Theory Intermediate Accounting Cost Accounting Advanced Accounting
D	Production Management Administrative Decision Making Management Theory and Practice
E	
F	Economic and Business Statistics I & II
G	Legal Environment I
H	Business Communications I

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Clarion University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Management – General Management Track	
A	Principles of Marketing International Business
B	
C	Financial Accounting Principles of Macroeconomics Principles of Microeconomics Managerial Accounting Intermediate Microeconomic Theory
D	Production Management Administrative Decision Making Management Theory and Practice Human Resource Management
E	
F	Economic and Business Statistics I & II
G	Legal Environment I Organization Theory and Behavior
H	Business Communications I
Clarion University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Management – Materials Management Track	
A	Principles of Marketing International Business Physical Distribution Management
B	
C	Financial Accounting Principles of Macroeconomics Principles of Microeconomics Managerial Accounting Intermediate Microeconomic Theory Cost Accounting
D	Production Management Administrative Decision Making Management Theory and Practice Human Resource Management
E	
F	Economic and Business Statistics I & II Operations Research
G	Legal Environment I Organizational Theory and Behavior
H	Business Communications I

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Clarion University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Management – Small Business Management	
A	Principles of Marketing International Business Entrepreneurship
B	
C	Financial Accounting Principles of Macroeconomics Principles of Microeconomics Managerial Accounting Intermediate Microeconomic Theory
D	Production Management Administrative Decision Making Management Theory and Practice Problems in Small Business Small Business Seminar Human Resource Management
E	
F	Economic and Business Statistics I & II
G	Legal Environment I Organization Theory and Behavior
H	Business Communications I
Clarion University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Management – Sports Management	
A	Principles of Marketing
B	
C	Financial Accounting Principles of Macroeconomics Principles of Microeconomics Managerial Accounting Intermediate Microeconomic Theory
D	Production Management Administrative Decision Making Management Theory and Practice
E	
F	Economic and Business Statistics I & II
G	Legal Environment I
H	Business Communications I

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Clarion University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Management – Library Science	
A	Principles of Marketing International Business
B	
C	Financial Accounting Principles of Macroeconomics Principles of Microeconomics Managerial Accounting Intermediate Microeconomic Theory
D	Production Management Administrative Decision Making Management Theory and Practice Human Resources Management
E	
F	Economic and Business Statistics I & II
G	Legal Environment I Organization Theory and Behavior
H	Business Communications I
Clarion University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Industrial Relations	
A	Principles of Marketing
B	
C	Financial Accounting Principles of Macroeconomics Principles of Microeconomics Managerial Accounting Intermediate Microeconomic Theory
D	Production Management Administrative Decision Making Management Theory and Practice Human Resources Management
E	
F	Economic and Business Statistics I & II
G	Legal Environment I Industrial Relations and Public Policy
H	Business Communications I

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Clarion University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: International Business	
A	Principles of Marketing
B	
C	Financial Accounting
	Principles of Macroeconomics
	Principles of Microeconomics
	Managerial Accounting
	Intermediate Microeconomic Theory
	International Economic Relations
	International Accounting
	Multinational Financial Management
D	Production Management
	Administrative Decision Making
	Management Theory and Practice
E	
F	Economic and Business Statistics I & II
G	Legal Environment I
H	Business Communications I
Clarion University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Finance	
A	Principles of Marketing
B	
C	Financial Accounting
	Principles of Macroeconomics
	Principles of Microeconomics
	Managerial Accounting
	Intermediate Microeconomic Theory
	Intermediate Finance
	Financial Problems
D	Production Management
	Administrative Decision Making
	Management Theory and Practice
E	
F	Economic and Business Statistics I & II
G	Legal Environment I
H	Business Communications I

Table C-8 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Clarion University of Pennsylvania (continued)
Bachelor of Science in Business Administration: Real Estate
A Principles of Marketing
B
C Financial Accounting
Principles of Macroeconomics
Principles of Microeconomics
Managerial Accounting
Intermediate Microeconomic Theory
D Production Management
Administrative Decision Making
Management Theory and Practice
E
F Economic and Business Statistics I & II
G Legal Environment I
H Business Communications I
Clarion University of Pennsylvania (continued)
Bachelor of Science in Business Administration: Marketing
A Principles of Marketing
Marketing Research
Marketing Problems
Four of the following: Marketing Management, Retailing Management, Advertising Management, Principles of Selling, Physical Distribution Management, Industrial Marketing and Purchasing, Services Marketing, Marketing for Non-profit Organizations, Sales Management, Gender Issues in Marketing, Consumer Behavior, Special Topics in Marketing
B
C Financial Accounting
Principles of Macroeconomics
Principles of Microeconomics
Managerial Accounting
Intermediate Microeconomic Theory
D Production Management
Administrative Decision Making
Management Theory and Practice
E
F Economic and Business Statistics I & II
G Legal Environment I
H Business Communications I

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Edinboro University of Pennsylvania	
Bachelor of Science in Business Administration: Accounting Concentration	
A	Marketing
B	
C	Principles of Accounting I & II Principles of Economics (Macro) Principles of Economics (Micro) Principles of Finance Intermediate Accounting I & II Cost Accounting Advanced Accounting
D	Principles of Management Business Decision Making
E	
F	Statistics for Business
G	Legal and Regulatory Environment for Business Business Law
H	
Edinboro University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Financial Services Concentration	
A	Marketing Professional Selling
B	
C	Principles of Accounting I & II Principles of Economics (Macro) Principles of Economics (Micro) Principles of Finance
D	Principles of Management Business Decision Making
E	
F	Statistics for Business
G	Legal and Regulatory Environment for Business
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Edinboro University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Forensic Accounting Concentration	
A	Marketing
B	
C	Principles of Accounting I & II Principles of Economics (Macro) Principles of Economics (Micro) Principles of Finance Intermediate Accounting I & II Cost Accounting Advanced Accounting
D	Principles of Management Business Decision Making
E	
F	Statistics for Business
G	Legal and Regulatory Environment for Business Business Law
H	
Edinboro University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: International Business Concentration	
A	Marketing International Marketing
B	
C	Principles of Accounting I & II Principles of Economics (Macro) Principles of Economics (Micro) Principles of Finance International Economics International Finance
D	Principles of Management Business Decision Making International (Comparative) Management
E	
F	Statistics for Business
G	Legal and Regulatory Environment for Business
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Edinboro University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Marketing Concentration	
A	Marketing Advertising and Promotion Channels of Distribution Marketing Analysis and Planning
B	
C	Principles of Accounting I & II Principles of Economics (Macro) Principles of Economics (Micro) Principles of Finance
D	Principles of Management Business Decision Making
E	
F	Statistics for Business
G	Legal and Regulatory Environment for Business
H	
Kutztown University of Pennsylvania	
Bachelor of Science in Business Administration: International Marketing	
A	Principles of Marketing International Marketing
B	
C	Principles of Accounting I & II Principles of Macroeconomics Principles of Microeconomics Corporation Finance International Trade and Finance Multinational Financial Management
D	Principles of Management International Management
E	
F	Business Statistics
G	Business Law
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Kutztown University of Pennsylvania (continued)	
	Bachelor of Science in Business Administration: Management
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Macroeconomics Principles of Microeconomics Corporation Finance
D	Principles of Management Organizational Behavior in Management Business Strategy and Policy
E	
F	Business Statistics
G	Business Law Business and Social Environment
H	
Lock Haven University of Pennsylvania	
	Bachelor of Science in Accounting
A	Principles of Marketing
B	
C	Financial Management Financial Accounting Management Accounting Intermediate Macroeconomics or Intermediate Microeconomics Cost Accounting Intermediate Accounting I & II Senior Capstone Seminar
D	Operation/Production Management Management: Concepts and Strategies
E	
F	
G	Business Law I Ethics in Business and Industry
H	Business Writing

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Lock Haven University of Pennsylvania (continued)	
Bachelor of Science in Management: General Management Concentration	
A	Introduction to Marketing
B	
C	Financial Accounting Management Accounting Financial Management Intermediate Macroeconomics or Intermediate Microeconomics Economics
D	Management: Concepts and Strategies Senior Capstone Management Seminar Human Resource Management
E	
F	
G	Business Writing Industrial and Organizational Psychology
H	
Lock Haven University of Pennsylvania (continued)	
Bachelor of Science in Management: International Business Concentration	
A	Introduction to Marketing International Business
B	
C	Financial Accounting Management Accounting Financial Management Intermediate Macroeconomics or Intermediate Microeconomics Economics International Trade and Finance International Financial Management
D	Management: Concepts and Strategies Senior Capstone Management Seminar
E	
F	
G	Business Writing
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Mansfield University of Pennsylvania	
Bachelor of Science in Business Administration: Accounting Concentration	
A	Marketing
B	
C	Principles of Accounting I & II Managerial Finance Principles of Macroeconomics Principles of Microeconomics Intermediate Accounting I & II Advanced Accounting I Cost Accounting I
D	Management Principles Operations Management
E	
F	Quantitative Business Analysis
G	Business Law I Business Policy
H	
Mansfield University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: International Business Concentration	
A	Marketing International Marketing
B	
C	Principles of Accounting I & II Managerial Finance Principles of Macroeconomics Principles of Microeconomics International Financial Management International Economics
D	Management Principles Operations Management Environment and Management of International Business
E	
F	Quantitative Business Analysis
G	Business Law I Business Policy Business and American Foreign Policy or Modern American Diplomacy
H	

Table C-8 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Mansfield University of Pennsylvania (continued)
Bachelor of Science in Business Administration: Management Concentration
A Marketing
Marketing Principles
B
C Principles of Accounting I & II
Managerial Finance
Principles of Macroeconomics
Principles of Microeconomics
D Management Principles
Operations Management
Managerial Decision Making
International Management
E
F Quantitative Business Analysis
G Business Law I
Business Policy
Behavioral Approach
H
Mansfield University of Pennsylvania (continued)
Bachelor of Science in Business Administration: Marketing Concentration
A Marketing
Marketing Management
Topical Seminar/International Marketing
B
C Principles of Accounting I & II
Managerial Finance
Principles of Macroeconomics
Principles of Microeconomics
D Management Principles
Operations Management
E
F Quantitative Business Analysis
G Business Law I
Business Policy
H

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Millersville University of Pennsylvania	
Bachelor of Science in Business Administration: Accounting Option	
A	Principles of Marketing
B	
C	Principles of Economics I & II Managerial Finance I Introduction to Financial Accounting Introduction to Managerial Accounting Intermediate Accounting I & II Cost Accounting
D	Organization and Management Human Resource Management Strategic Management Seminar in Business Administration
E	
F	Research Methods in Business Quantitative Methods for Business
G	Legal Environment of Business
H	
Millersville University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Finance Option	
A	Principles of Marketing
B	
C	Principles of Economics I & II Managerial Finance I & II Cases in Finance Introduction to Financial Accounting Introduction to Managerial Accounting
D	Organization and Management Human Resource Management Strategic Management
E	
F	Research Methods in Business Quantitative Methods for Business
G	Legal Environment of Business
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Millersville University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: International Business Option	
A	Principles of Marketing Introduction to International Business
B	
C	Principles of Economics I & II Managerial Finance Introduction to Financial Accounting Introduction to Managerial Accounting
D	Organization and Management Human Resource Management Strategic Management
E	
F	Research Methods in Business Quantitative Methods for Business
G	Legal Environment of Business
H	
Millersville University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Management Option	
A	Principles of Marketing
B	
C	Principles of Economics I & II Managerial Finance Introduction to Financial Accounting Introduction to Managerial Accounting
D	Organization and Management Human Resource Management Strategic Management Production and Operations Management Seminar in Business Administration
E	
F	Research Methods in Business Quantitative Methods for Business
G	Legal Environment of Business
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Millersville University of Pennsylvania (continued)	
	Bachelor of Science in Business Administration: Marketing Option
A	Principles of Marketing Marketing Research
B	
C	Principles of Economics I & II Managerial Finance Introduction to Financial Accounting Introduction to Managerial Accounting
D	Organization and Management Human Resource Management Strategic Management Seminar in Business Administration
E	
F	Research Methods in Business Quantitative Methods for Business
G	Legal Environment of Business
H	
Pennsylvania State University - Harrisburg Capitol College	
	Bachelor of Science in Marketing
A	Marketing Principles Marketing Management Marketing Research
B	
C	Financial and Managerial Accounting for Decision Making Introduction to Microeconomic Analysis and Policy Introduction to Macroeconomic Analysis and Policy Financial Management
D	Operations Management Business Strategy
E	
F	
G	Social, Legal and Ethical Environment of Business Business and Society
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Pennsylvania State University - Harrisburg Capitol College (continued)	
Bachelor of Science in General Business	
A	Marketing Principles
B	
C	Introduction to Microeconomic Analysis and Policy Introduction to Macroeconomic Analysis and Policy Financial Management Financial and Managerial Accounting for Decision Making
D	Foundations of Business Operations Management Business Strategy
E	
F	
G	Social, Legal and Ethical Environment of Business Business Law Business and Society
H	
Pennsylvania State University - Harrisburg Capitol College (continued)	
Bachelor of Science in Finance	
A	Marketing Principles
B	
C	Introduction to Microeconomic Analysis and Policy Introduction to Macroeconomic Analysis and Policy Financial Management Financial and Managerial Accounting for Decision Making
D	Operations Management Basic Management Concepts Business Strategy
E	
F	Social, Legal and Ethical Environment of Business Business and Society
G	
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Pennsylvania State University - Harrisburg Capitol College (continued)	
Bachelor of Science in Management	
A	Marketing Principles
B	
C	Financial and Managerial Accounting for Decision Making Introduction to Microeconomic Analysis and Policy Introduction to Macroeconomic Analysis and Policy Financial Management
D	Operations Management Human Resource Management Business Strategy
E	
F	
G	Legal and Ethical Environment of Business Business and Society Organizational Theory
H	
Pennsylvania State University - Harrisburg Capitol College	
Bachelor of Science in Accounting	
A	Marketing Principles
B	
C	Financial and Managerial Accounting for Decision Making Introduction of Microeconomic Analysis and Policy Introduction of Macroeconomic Analysis and Policy Financial Management Accounting Cycles and Controls Cost Accounting Intermediate Accounting I & II Advanced Accounting Seminar in Accounting
D	Operations Management Business Strategy Basic Management Concepts
E	
F	
G	Business and Society Social, Legal and Ethical Environment of Business
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Shippensburg University of Pennsylvania	
	Bachelor of Science in Business Administration: Accounting
A	Principles of Marketing
B	
C	Fundamentals of Financial Accounting
	Managerial Accounting
	Principles of Microeconomics
	Principles of Macroeconomics
	Intermediate Microeconomic Theory
	Financial Accounting and Reporting I & II
	Cost Determination and Analysis
	Financial Accounting and Reporting III or Advanced Cost Analysis and Control
D	Operations Management
	Strategy Formulation and Implementation
E	
F	Statistical Applications and Forecasting
G	Organizational Behavior
	Business and Society
H	
Shippensburg University of Pennsylvania (continued)	
	Bachelor of Arts in Economics
A	Principles of Marketing
B	
C	Fundamentals of Financial Accounting
	Managerial Accounting
	Principles of Microeconomics
	Principles of Macroeconomics
	Intermediate Microeconomic Theory
	Intermediate Macroeconomic Theory
D	Operations Management
	Strategy Formulation and Implementation
E	
F	Statistical Applications and Forecasting
G	Organizational Behavior
	Business and Society
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Shippensburg University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Economics	
A	Principles of Marketing
B	
C	Fundamentals of Financial Accounting
	Managerial Accounting
	Principles of Microeconomics
	Principles of Macroeconomics
	Intermediate Microeconomic Theory
	Intermediate Macroeconomic Theory
D	Operations Management
	Strategy Formulation and Implementation
E	
F	Statistical Applications and Forecasting
G	Organizational Behavior
	Business and Society
H	
Shippensburg University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Finance	
A	Principles of Marketing
B	
C	Fundamentals of Financial Accounting
	Managerial Accounting
	Principles of Microeconomics
	Principles of Macroeconomics
	Intermediate Microeconomic Theory
D	Operations Management
	Strategy Formulation and Implementation
E	
F	Statistical Applications and Forecasting
G	Organizational Behavior
	Business and Society
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Shippensburg University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Information Management and Analysis – Accounting Option	
A	Principles of Marketing Integrated Supply Chain Systems
B	
C	Fundamentals of Financial Accounting Managerial Accounting Principles of Microeconomics Principles of Macroeconomics Intermediate Microeconomic Theory Cost Determination and Analysis
D	Operations Management Strategy Formulation and Implementation
E	
F	Statistical Applications and Forecasting
G	Organizational Behavior Business and Society
H	
Shippensburg University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Information Management and Analysis – Finance Option	
A	Principles of Marketing
B	
C	Fundamentals of Financial Accounting Managerial Accounting Principles of Microeconomics Principles of Macroeconomics Intermediate Microeconomic Theory
D	Operations Management Strategy Formulation and Implementation
E	
F	Statistical Applications and Forecasting
G	Organizational Behavior Business and Society
H	

Table C-8 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Shippensburg University of Pennsylvania (continued)
Bachelor of Science in Business Administration: Information Management and Analysis – Marketing Option
A Principles of Marketing Logistics Management Marketing Research
B
C Fundamentals of Financial Accounting Managerial Accounting Principles of Microeconomics Principles of Macroeconomics Intermediate Microeconomic Theory
D Operations Management Strategy Formulation and Implementation
E
F Statistical Applications and Forecasting
G Organizational Behavior Business and Society
H
Shippensburg University of Pennsylvania (continued)
Bachelor of Science in Business Administration: Management Information Systems
A Principles of Marketing
B
C Fundamentals of Financial Accounting Managerial Accounting Principles of Microeconomics Principles of Macroeconomics Intermediate Microeconomic Theory
D Operations Management Strategy Formulation and Implementation
E
F Statistical Applications and Forecasting
G Organizational Behavior Business and Society
H

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Shippensburg University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Management – General Management Concentration	
A	Principles of Marketing International Business
B	
C	Fundamentals of Financial Accounting Managerial Accounting Principles of Microeconomics Principles of Macroeconomics Intermediate Microeconomic Theory
D	Operations Management Strategy Formulation and Implementation
E	
F	Statistical Applications and Forecasting Management Research Tools
G	Organizational Behavior Business and Society
H	
Shippensburg University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Management – Human Resource Management Concentration	
A	Principles of Marketing
B	
C	Fundamentals of Financial Accounting Managerial Accounting Principles of Microeconomics Principles of Macroeconomics Intermediate Microeconomic Theory
D	Operations Management Strategy Formulation and Implementation Human Resource Administration Managing Organizational Relations
E	
F	Statistical Applications and Forecasting
G	Organizational Behavior Business and Society Human Resource Management Law
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Shippensburg University of Pennsylvania (continued)	
Bachelor of Science of Business Administration: Management – International Management Concentration	
A	Principles of Marketing International Business International Marketing
B	
C	Fundamentals of Financial Accounting Managerial Accounting Principles of Microeconomics Principles of Macroeconomics Intermediate Microeconomic Theory
D	Operations Management Strategy Formulation and Implementation International Management
E	
F	Statistical Applications and Forecasting
G	Organizational Behavior Business and Society
H	
Shippensburg University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Marketing	
A	Principles of Marketing Buyer Behavior Marketing Research Marketing Analysis and Strategy Development
B	
C	Fundamentals of Financial Accounting Managerial Accounting Principles of Microeconomics Principles of Macroeconomics Intermediate Microeconomic Theory
D	Operations Management Strategy Formulation and Implementation
E	
F	Statistical Applications and Forecasting
G	Organizational Behavior Business and Society
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Shippensburg University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Marketing – Supply Chain Operations and Management Concentration	
A	Principles of Marketing Logistics Management Transportation Theory and Analysis Integrated Supply Chain Systems
B	
C	Fundamentals of Financial Accounting Managerial Accounting Principles of Microeconomics Principles of Macroeconomics Intermediate Microeconomic Theory
D	Operations Management Strategy Formulation and Implementation
E	
F	Statistical Applications and Forecasting Business Analytical Methods
G	Organizational Behavior Business and Society
H	
Slippery Rock University of Pennsylvania	
Bachelor of Science in Economics	
A	Principles of Marketing
B	
C	Fundamentals of Accounting I & II Principles of Microeconomics/Macroeconomics Managerial Finance Macroeconomics Microeconomics
D	Operations Management Management Seminar Collective Bargaining
E	
F	Business Statistics
G	Legal Environment of Business Organizational Behavior Business Policy
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Slippery Rock University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Human Resource Management	
A	Principles of Marketing
B	
C	Fundamentals of Accounting I & II Principles of Microeconomics/Macroeconomics Managerial Finance
D	Operations Management Human Resource Management Management Seminar International Management
E	
F	
G	Legal Environment of Business Organizational Behavior Employment Law Management – Labor Relations Business Policy
H	
Slippery Rock University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: International Business	
A	Principles of Marketing Introduction to International Business International Marketing
B	
C	Fundamentals of Accounting I & II Principles of Microeconomics/Macroeconomics Managerial Finance International Economics International Financial Management
D	Operations Management International Management
E	
F	
G	Legal Environment of Business Organizational Behavior Business Policy
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Slippery Rock University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Management	
A	Principles of Marketing
B	
C	Fundamentals of Accounting I & II Principles of Microeconomics/Macroeconomics Managerial Finance
D	Operations Management Human Resource Management Management Seminar International Management
E	
F	
G	Legal Environment of Business Organizational Behavior Business Policy
H	
Slippery Rock University of Pennsylvania (continued)	
Bachelor of Science in Business Administration: Marketing	
A	Principles of Marketing Business Marketing Consumer Behavior Marketing Research Marketing Seminar International Marketing
B	
C	Fundamentals of Accounting I & II Principles of Microeconomics/Macroeconomics Managerial Finance
D	Operations Management
E	
F	
G	Legal Environment of Business Organizational Behavior Business Policy
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Pittsburgh – Greensburg	
Bachelor of Science in Management	
A	Introduction to Marketing
B	
C	Accounting Principles I & II
	Cost Accounting
	Business Economics
	Introduction to Finance
	Introductory Microeconomic Theory
	Introductory Macroeconomic Theory
D	Management Science
	Human Resources Management
	Management Policy and Administration
	Operations Management
E	
F	Administrative and Human Behavior
	Legal and Social Environment of Business
	Business Calculus
G	Law of Business Organizations
	Business Ethics
	Introduction to Industrial/Organizational Psychology
H	
University of Pittsburgh – Greensburg (continued)	
Bachelor of Science in Management: Information Systems Emphasis	
A	Introduction to Marketing
B	
C	Accounting Principles I & II
	Cost Accounting
	Business Economics
	Introduction to Finance
D	Management Science
	Human Resources Management
	Management Policy and Administration
	Operations Management
E	
F	Administrative and Human Behavior
	Legal and Social Environment of Business
G	
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Pittsburgh – Greensburg (continued)	
	Bachelor of Science in Management/Accounting
A	Introduction to Marketing
B	
C	Accounting Principles I & II
	Cost Accounting
	Business Economics
	Introduction to Finance
	Intermediate Accounting I & II
	Advanced Accounting
	Introductory Microeconomic Theory
	Introductory Macroeconomic Theory
D	Management Science
	Human Resources Management
	Management Policy and Administration
	Operations Management
E	
F	Administrative and Human Behavior
	Legal and Social Environment of Business
G	Law of Business Organizations
	Business Ethics
	Introduction to Industrial/Organizational Psychology
H	
University of Pittsburgh – Johnstown	
	Bachelor of Science in Business Administration: Accounting
A	Introduction to Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Business Economics
	Introduction to Finance
	Intermediate Financial Reporting I & II
	Strategic Cost Analysis and Financial Value
D	Managing in Complex Environments
	Human Resource Management
	Operations Management
	Strategic Management
E	
F	
G	Ethics and the Business Environment
	Organizational Behavior
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Pittsburgh – Johnstown (continued)	
Bachelor of Science in Business Administration: Finance	
A	Introduction to Marketing
B	
C	Financial Accounting Managerial Accounting Business Economics Introduction to Finance Corporate Finance
D	Managing in Complex Environments Human Resource Management Operations Management Strategic Management
E	
F	
G	Ethics and the Business Environment Organizational Behavior
H	
University of Pittsburgh – Johnstown (continued)	
Bachelor of Science in Business Administration: General Management (Additional courses in 7 areas yield hundreds of variations of this major)	
A	Introduction to Marketing
B	
C	Financial Accounting Managerial Accounting Business Economics Introduction to Finance
D	Managing in Complex Environments Human Resource Management Operations Management Strategic Management
E	
F	
G	Ethics and the Business Environment Organizational Behavior
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Pittsburgh – Johnstown (continued)	
	Bachelor of Science in Business Administration: Marketing
A	Introduction to Marketing Marketing Research Introduction to Marketing Marketing Management
B	
C	Financial Accounting Managerial Accounting Business Economics Introduction to Finance
D	Managing in Complex Environments Human Resource Management Operations Management Strategic Management
E	
F	
G	Ethics and the Business Environment Organizational Behavior
H	
West Chester University of Pennsylvania	
	Bachelor of Science in Marketing
A	Marketing Management Consumer Behavior Personal Selling Marketing Research Senior Seminar in Marketing Marketing Strategy and Planning
B	
C	Principles of Accounting I & II Principles of Economics I – Macroeconomics Principles of Economics II – Macroeconomics Corporation Finance
D	Principles of Management Business Policy and Strategy
E	
F	Quantitative Business Analysis I & II
G	Legal Environment of Business
H	

Table C-8 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
West Chester University of Pennsylvania (continued)	
	Bachelor of Science in Business Management
A	Marketing Management
B	
C	Principles of Accounting I & II Principles of Economics I – Macroeconomics Principles of Economics II – Macroeconomics Corporation Finance
D	Principles of Management Business Policy and Strategy Production and Operations Management Human Resource Management Introduction to Management Science Senior Seminar in Management
E	
F	Quantitative Business Analysis I & II
G	Legal Environment of Business Business and Society Organization Theory and Behavior
H	

Table C-9
**South Dakota Schools Qualifying for Full Study by Requiring Minimum of Two
 Courses in Each of at Least Three Curricular Groupings**

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Black Hills State University	
	Bachelor of Science in Business Administration: Accounting
A	Marketing
B	
C	Principles of Accounting I & II Principles of Macroeconomics Principles of Microeconomics Business Finance Intermediate Accounting I & II Managerial Accounting Advanced Accounting
D	Organization and Management Production and Operations Management Business Policy and Strategy
E	
F	
G	Legal Environment/Business and Contracts Business Law
H	Managerial Communications

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Black Hills State University (continued)	
Bachelor of Science in Business Administration: Entrepreneurial Studies	
A	Marketing Marketing Research International Business Advertising
B	
C	Principles of Accounting I & II Principles of Macroeconomics Principles of Microeconomics Business Finance Advanced Finance
D	Organization and Management New Venture Creation Human Resource Management Business Structuring and Development Small Business Management Production and Operations Management Seminar in Entrepreneurship Business Policy and Strategy
E	
F	
G	
H	Managerial Communications
Black Hills State University (continued)	
Bachelor of Science in Business Administration: Health Services Administration	
A	Marketing International Business
B	
C	Principles of Accounting I & II Principles of Macroeconomics Principles of Microeconomics Business Finance
D	Organization and Management Human Resource Management Production and Operations Management Business Policy and Strategy
E	
F	
G	Legal Environment/Business and Contracts Employment Law and Policy
H	Managerial Communications

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Black Hills State University (continued)	
Bachelor of Science in Business Administration: Human Resource Management	
A	Marketing Marketing Research International Business
B	
C	Principles of Accounting I & II Principles of Macroeconomics Principles of Microeconomics Labor Economics Business Finance
D	Organization and Management Negotiation and Conflict/Dispute Resolution Business Policy and Strategy Human Resource Management Production and Operations Management
E	
F	
G	Organizational Behavior Employment Law and Policy Legal Environment/Business and Contracts
H	Managerial Communications
Black Hills State University (continued)	
Bachelor of Science in Business Administration: Management	
A	Marketing Marketing Research International Business
B	
C	Principles of Accounting I & II Principles of Macroeconomics Principles of Microeconomics Business Finance Managerial Accounting Advanced Finance
D	Organization and Management Production and Operations Management Business Policy and Strategy Small Business Management Human Resource Management
E	
F	
G	Organizational Behavior Legal Environment/Business and Contracts
H	Managerial Communications

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Black Hills State University (continued)	
Bachelor of Science in Business Administration: Marketing	
A	Marketing
	Personal Selling
	Marketing Research
	Advertising
	International Business
	Consumer Behavior
	Retail Management
	Marketing Management
B	
C	Principles of Accounting I & II
	Principles of Macroeconomics
	Principles of Microeconomics
	Business Finance
D	Organization and Management
	Business Policy and Strategy
	Production and Operations Management
E	
F	
G	Legal Environment/Business and Contracts
H	Managerial Communications
	Integrated Marketing Communications
Black Hills State University (continued)	
Bachelor of Science in Business Administration: Tourism and Hospitality Management	
A	Marketing
	Marketing Research
	Service Marketing
	International Business
B	
C	Principles of Accounting I & II
	Principles of Macroeconomics
	Principles of Microeconomics
	Business Finance
D	Organization and Management
	Production and Operation Management
	Business Policy and Strategy
E	
F	
G	Legal Environment/Business and Contracts
H	Managerial Communications

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Dakota State University	
	Bachelor of Business Administration: Accounting
A	Marketing
B	
C	Principles of Accounting I & II Financial Management International Trade and Finance Principles of Macroeconomics Intermediate Accounting I & II Cost Accounting
D	Organization and Management Production and Operations Management Business Policy and Strategy
E	
F	Business Statistics I & II
G	Legal Environment of Business and Contracts
H	
Dakota State University (continued)	
	Bachelor of Business Administration: Finance
A	Marketing
B	
C	Principles of Accounting I & II Financial Management International Trade and Finance Principles of Macroeconomics Intermediate Accounting I & II
D	Organization and Management Production and Operations Management Business Policy and Strategy
E	
F	Business Statistics I & II
G	Legal Environment of Business and Contracts
H	

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Dakota State University (continued)	
Bachelor of Business Administration: Management	
A	Marketing Entrepreneurship
B	
C	Principles of Accounting I & II Financial Management International Trade and Finance Principles of Macroeconomics
D	Organization and Management Production and Operations Management Business Policy and Strategy Human Resources Management Management of Technology and Innovation
E	
F	Business Statistics I & II
G	Legal Environment of Business and Contracts
H	
Dakota State University (continued)	
Bachelor of Business Administration: Management Information Systems	
A	Marketing
B	
C	Principles of Accounting I & II Financial Management International Trade and Finance Principles of Macroeconomics
D	Organization and Management Production and Operations Management Business Policy and Strategy
E	
F	Business Statistics I & II
G	Legal Environment of Business and Contracts
H	

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Dakota State University (continued)	
	Bachelor of Business Administration: Marketing
A	Marketing
	Consumer Behavior
	Promotional Strategy
	Marketing Research
	Sales and Sales Management
B	
C	Principles of Accounting I & II
	Financial Management
	International Trade and Finance
	Principles of Macroeconomics
D	Organization and Management
	Production and Operations Management
	Business Policy and Strategy
E	
F	Business Statistics I & II
G	Legal Environment of Business and Contracts
H	
Dakota State University (continued)	
	Bachelor of Science in Electronic Commerce
A	Marketing
	Marketing for E-Commerce
B	
C	Principles of Accounting I & II
	Financial Management
	International Trade and Finance
	Principles of Macroeconomics
D	Organization and Management
	Production and Operations Management
	Business Policy and Strategy
E	
F	Business Statistics I & II
G	Legal Environment of Business and Contracts
H	Documentation and Presentation

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Dakota State University (continued)	
	Bachelor of Science in Professional Accountancy
A	Marketing
B	
C	Principles of Accounting I & II Financial Management International Trade and Finance Principles of Macroeconomics Intermediate Accounting I & II Cost Accounting
D	Organization and Management Production and Operations Management Business Policy and Strategy
E	
F	Business Statistics I & II
G	Legal Environment of Business and Contracts Business Law
H	Business Communications
Northern State University	
	Bachelor of Arts in International Business
A	Marketing International Marketing International Trade
B	
C	Intermediate Macroeconomics or Intermediate Microeconomics Business Finance Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics International Accounting International Finance
D	Organization and Management International Management Business Policy and Strategy
E	
F	
G	Legal Environment of Business Business Ethics
H	

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Northern State University (continued)	
Bachelor of Science in Management	
A	Marketing
B	
C	Intermediate Macroeconomics or Intermediate Microeconomics Business Finance Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics Managerial Accounting
D	Organization and Management International Management Human Resources Management 1 of the following: Small Business Management, Supervisory Management, Industrial Relations Management
E	
F	Operations Research
G	Legal Environment of Business Business Ethics Organizational Behavior
H	
Northern State University (continued)	
Bachelor of Science in Marketing	
A	Marketing Advertising Consumer Behavior Marketing Management Retail Management Personal Selling Marketing Research International Marketing
B	
C	Intermediate Macroeconomics or Intermediate Microeconomics Business Finance Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics Managerial Accounting
D	Organization and Management
E	
F	
G	Legal Environment of Business Business Ethics
H	

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of South Dakota	
	Bachelor of Science in Business Administration: Accounting
A	Marketing
B	
C	Principles of Accounting I & II
	Microeconomics
	Macroeconomics
	Intermediate Accounting I & II
	Cost Accounting
	Business Finance
D	Production and Operations Management
	Business Policy and Strategy
E	
F	Business Statistics
	Statistical Inference and Forecasting
G	Organizational Behavior and Theory
	Legal Environment of Business
	Business Law I
H	Business Writing
University of South Dakota (continued)	
	Bachelor of Science in Business Administration: Economics
A	Marketing
B	
C	Principles of Accounting I & II
	Microeconomics
	Macroeconomics
	Economic Analysis
	Business Finance
	Macroeconomic Theory
D	Production and Operations Management
	Business Policy and Strategy
E	
F	Business Statistics
	Statistical Inference and Forecasting
	Econometrics
G	Legal Environment
	Organizational Behavior and Theory
H	Business Writing

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of South Dakota (continued)	
Bachelor of Science in Business Administration: Management – Finance Emphasis	
A	Marketing Principles
B	
C	Principles of Accounting I & II
	Microeconomics
	Macroeconomics
	Business Finance
	Advanced Corporate Finance
D	
E	
F	Business Statistics
	Statistical Inference and Forecasting
G	Organization Behavior and Theory
	Legal Environment
H	Business Writing
University of South Dakota (continued)	
Bachelor of Science in Business Administration: Management – Human Resources Management Emphasis	
A	Marketing Principles
B	
C	Principles of Accounting I & II
	Microeconomics
	Macroeconomics
	Business Finance
D	Human Resource Management
	Advanced Topics in Human Resource Management
	Supervision of Employees
E	
F	Business Statistics
	Statistical Inference and Forecasting
G	Organization Behavior and Theory
	Management – Labor Relations
	Legal Environment
H	Business Writing

Table C-9 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of South Dakota (continued)	
	Bachelor of Science in Business Administration: Management – Marketing Emphasis
A	Marketing Principles
	Marketing, Planning and Strategy
	Consumer Behavior
	Marketing Research
B	
C	Principles of Accounting I & II
	Microeconomics
	Macroeconomics
	Business Finance
D	
E	
F	Business Statistics
	Statistical Inference and Forecasting
G	Organization Behavior and Theory
	Legal Environment
H	Business Writing

Table C-10
**Texas Schools Qualifying for Full Study by Requiring Minimum of Two Courses in
Each of at Least Three Curricular Groupings**

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Angelo State University	
	Bachelor of Business Administration in Finance
A	Marketing
B	
C	Principles of Accounting I & II Intermediate Accounting I Statistical Analysis for Business & Economics Principles of Economics I & II
D	Business Strategy and Policy Formulation Principles of Management Operations and Production Management
E	
F	
G	Business Law I Public Speaking
H	
Angelo State University (continued)	
	Bachelor of Business Administration, in Finance: Financial Planning Option
A	Marketing
B	
C	Principles of Accounting I & II Intermediate Accounting I Statistical Analysis for Business & Economics Principles of Economics I & II Management Accounting or Cost Accounting
D	Business Strategy and Policy Formulation Principles of Management Operations and Production Management
E	
F	
G	Business Law I Public Speaking
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Angelo State University (continued)	
Bachelor of Business Administration in General Business Major	
A	Marketing Consumer Behavior Marketing Management or Marketing Research Theory
B	
C	Principles of Accounting I & II Management Accounting Principles of Economics I & II
D	Business Strategy and Policy Formulation Principles of Management Operations and Production Management
E	
F	Applied Research Methods
G	Legal and Social Environment of Business
H	Communications in Business and Industry Public Speaking
Angelo State University (continued)	
Bachelor of Business Administration in General Business: International Option	
A	Marketing International Business
B	
C	Principles of Accounting I & II Management Accounting Principles of Economics I & II International Economics International Finance
D	Business Strategy and Policy Formulation Principles of Management Operations and Production Management
E	
F	Applied Research Methods
G	Legal and Social Environment of Business
H	Public Speaking

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Angelo State University (continued)	
Bachelor of Business Administration in General Business: Management Information Systems	
Option	
A	Marketing
B	
C	Principles of Accounting I & II Management Accounting Principles of Economics I & II
D	Business Strategy and Policy Formulation Principles of Management Operations and Production Management
E	
F	Applied Research Methods Forecasting and Planning
G	Legal and Social Environment of Business
H	Communications in Business and Industry Public Speaking
Angelo State University (continued)	
Bachelor of Business Administration, Management	
A	Marketing
B	
C	Principles of Accounting I & II Management Accounting Financial Management Principles of Economics I & II
D	Business Strategy and Policy Formulation Principles of Management Human Resource Management Operations and Production Management
E	
F	Statistical Analysis for Business and Economics
G	Legal and Social Environment of Business Organizational Behavior
H	Communication in Business and Industry Public Speaking

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Angelo State University (continued)	
	Bachelor of Business Administration in Marketing
A	Marketing Research Theory
	Marketing
	Consumer Behavior
	Marketing Management
B	
C	Principles of Accounting I & II
	Marketing Accounting
	Financial Management
	Principles of Economics I & II
D	Business Strategy and Policy Formulation
	Principles of Management
	Operations and Production Management
E	
F	Applied Research Methods
	Statistical Analysis for Business and Economics
G	Legal and Social Environment of Business
H	Public Speaking
Lamar University	
	Bachelor of Science in Industrial Engineering
A	
B	Introduction to Engineering
	Chemistry
	Physics I & II
	Circuits
	Dynamics
	Thermodynamics I
	Work Design
	Statics
	Computer Integrated Manufacturing
	Simulation
	IE Systems Design
	IE Design
C	
D	Industrial Management
E	Production and Inventory Control
	Engineering Materials and Processes
F	Statistical Decision Making for Engineers
	Operations Research
G	
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Lamar University (continued)	
	Bachelor of Business Administration
A	Principles of Marketing
B	
C	Principles of Economics I & II Principles of Accounting Macroeconomics or Economics of the Firm Principles of Finance
D	Principles of Organizational Behavior and Management Production Management
E	
F	Business Analysis I & II Elements of Analysis for Business Applications
G	Business Environment and Public Policy Business Law Administrative Policy
H	Business Communications
Midwestern State University	
	Bachelor of Business Administration in Accounting
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Macroeconomics Microeconomics Business Finance Intermediate Accounting I & II Cost Accounting I
D	Operations Management Strategic Management
E	
F	
G	Organizational Behavior of Business Legal Environment of Business Commercial Law
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Midwestern State University (continued)	
Bachelor of Business Administration in Business Computer Information Systems	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Macroeconomics Microeconomics Business Finance
D	Operations Management Strategic Management
E	
F	
G	Organizational Behavior of Business Legal Environment of Business
H	
Midwestern State University (continued)	
Bachelor of Business Administration in Economics	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Macroeconomics Microeconomics Business Finance Intermediate Macroeconomics Intermediate Microeconomics
D	Operations Management Strategic Management
E	
F	Business Statistics II
G	Organizational Behavior of Business Legal Environment of Business
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Midwestern State University (continued)	
	Bachelor of Business Administration in Finance
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Macroeconomics
	Microeconomics
	Business Finance
	International Economics and Finance
	Financial Management
D	Operations Management
	Strategic Management
E	
F	
G	Organizational Behavior of Business
	Legal Environment of Business
H	
Midwestern State University (continued)	
	Bachelor of Business Administration in International Trade
A	Principles of Marketing
	International Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Macroeconomics
	Microeconomics
	Business Finance
	Intermediate Macroeconomics or Intermediate Microeconomics
	Contemporary Economic Issues
	International Economics and Finance
D	Operations Management
	International Strategic Decision Making
	Strategic Management
E	
F	
G	Organizational Behavior of Business
	Legal Environment of Business
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Midwestern State University (continued)	
	Bachelor of Business Administration in Management
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Macroeconomics
	Microeconomics
	Business Finance
D	Operations Management
	Human Resource Management
	Supervisory Management
	Strategic Management
E	
F	
G	Organizational Behavior of Business
	Legal Environment of Business
	Human Resource Perspectives and Employment Relations
H	
Midwestern State University (continued)	
	Bachelor of Business Administration in Marketing
A	Principles of Marketing
	Consumer Behavior
	Marketing Research
	Promotion Management
	Advanced Marketing Problems
	Marketing on the Internet or Retailing or Current Marketing Topics or Advanced Marketing
	Research or International Marketing or Entrepreneurship
B	
C	Financial Accounting
	Managerial Accounting
	Macroeconomics
	Microeconomics
	Business Finance
D	Operations Management
	Strategic Management
E	
F	
G	Organizational Behavior of Business
	Legal Environment of Business
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Midwestern State University (continued)	
	Bachelor of Business Administration in General Business
A	Principles of Marketing Retailing or Advanced Marketing Research or Marketing Management
B	
C	Financial Accounting Managerial Accounting Macroeconomics Microeconomics Business Finance Financial Analysis or Cost Accounting I Intermediate Macroeconomics or Intermediate Microeconomics
D	Operations Management Strategic Management
E	
F	
G	Organizational Behavior of Business Legal Environment of Business
H	
Prairie View A & M University	
	Bachelor of Administration in Accounting
A	Principles of Marketing
B	
C	Financial Accounting Microeconomics Managerial Accounting Macroeconomics Intermediate Accounting I & II Principles of Finance Cost Accounting Advanced Accounting
D	Principles of Management Production Management Strategic Management
E	
F	Business Statistics
G	Legal Environment Business Law
H	Business Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Prairie View A & M University (continued)	
Bachelor of Administration in Management	
A	Principles of Marketing
B	
C	Financial Accounting Managerial Accounting Microeconomics Macroeconomics Principles of Finance
D	Principles of Management Management Systems Strategic Management Human Resource Management Production Management
E	
F	Business Statistics
G	Legal Environment of Business Business and Society Introduction to Organizational Behavior
H	Business Communications
Prairie View A & M University (continued)	
Bachelor of Administration in Marketing	
A	Principles of Marketing Consumer Behavior Marketing Research Distribution Management Marketing Strategy and Analysis
B	
C	Financial Accounting Managerial Accounting Microeconomics Macroeconomics Principles of Finance
D	Principles of Management Production Management Strategic Management
E	
F	Business Statistics
G	Legal Environment of Business
H	Marketing Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Sam Houston State University	
	Bachelor of Business Administration in Accounting
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics Managerial Economics Cost Accounting Advanced Accounting I Business Finance
D	Principles of Management Operations Management Strategic Management and Policy
E	
F	Business Analysis Intermediate Business Analysis
G	Business Legal Environment Business Law
H	Business Communication
Sam Houston State University (continued)	
	Bachelor of Business Administration in Economics
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics International Accounting or Cost Accounting Intermediate Macroeconomics Intermediate Microeconomics
D	Principles of Management Operations Management Strategic Management and Policy
E	
F	Business Analysis Intermediate Business Analysis
G	Business Legal Environment
H	Business Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Sam Houston State University (continued)	
Bachelor of Business Administration in Finance	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics Business Finance Managerial Finance Intermediate Accounting I & II Intermediate Macroeconomics or Intermediate Microeconomics
D	Principles of Management Operations Management Strategic Management and Policy
E	
F	Business Analysis Intermediate Business Analysis
G	Business Legal Environment
H	Business Communication
Sam Houston State University (continued)	
Bachelor of Business Administration in General Business Administration	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics Business Finance
D	Principles of Management Operations Management Strategic Management and Policy
E	
F	Business Analysis Intermediate Business Analysis
G	Business Legal Environment Business Law
H	Business Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Sam Houston State University (continued)	
Bachelor of Business Administration in Human Resource Management	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics Business Finance Intermediate Microeconomics Cost Accounting
D	Principles of Management Operations Management Strategic Management and Policy Behavior Dynamics in Management Human Resource Management
E	
F	Business Analysis Intermediate Business Analysis
G	Business Legal Environment Social Responsibility of Management Management and Labor Relations Human Resource Training and Development Human Resource Management Law
H	Business Communication
Sam Houston State University (continued)	
Bachelor of Business Administration in Management Information Systems	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics
D	Principles of Management Operations Management Strategic Management and Policy
E	
F	Business Analysis Intermediate Business Analysis
G	Business Legal Environment
H	Business Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Sam Houston State University (continued)	
Bachelor of Business Administration in International Business	
A	Principles of Marketing International Management & Marketing
B	
C	Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics Business Finance International Finance International Economics International Accounting
D	Principles of Management Operations Management Strategic Management and Policy
E	
F	Business Analysis Intermediate Business Analysis International Business Analysis
G	Business Legal Environment
H	Business Communication
Sam Houston State University (continued)	
Bachelor of Business Administration in Management	
A	Principles of Marketing International Management and Marketing
B	
C	Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics Cost Accounting Intermediate Microeconomics Managerial Economics Business Finance
D	Principles of Management Operations Management Strategic Management and Policy Human Resource Management Behavior Dynamics in Management
E	
F	Business Analysis Intermediate Business Analysis
G	Business Legal Environment Social Responsibility of Management
H	Business Communication

Table C-10 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Southwest Texas State University
Bachelor of Business Administration in Management
A Principles of Marketing
B
C Introduction to Financial Accounting
Principles of Managerial Accounting
Principles of Microeconomics
Principles of Macroeconomics
Business Finance
D Management of Organizations
Strategic Management and Business Policy
Human Resource Management
Management of Organizations
E
F
G Legal Environment of Business
Organizational Behavior and Human Relations
H Business Communication
Southwest Texas State University (continued)
Bachelor of Business Administration in Marketing
A Principles of Marketing
Retailing
Professional Selling
Marketing Research
Promotional Strategy
Consumer Behavior
Marketing Management
B
C Introduction to Financial Accounting
Principles of Managerial Accounting
Principles of Microeconomics
Principles of Macroeconomics
Business Finance
D Management of Organizations
Strategic Management and Business Policy
E
F
G Legal Environment of Business
H Business Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Stephen F. Austin State University	
	Bachelor of Business Administration In Accounting
A	Principles of Marketing
B	
C	Principles of Financial Accounting
	Principles of Management Accounting
	Principles of Macroeconomics
	Principles of Microeconomics
	Introduction to Financial Management
	Intermediate Accounting I & II
	Intermediate Financial Management
D	Management Principles
	Operations Management
	Business Policy and Strategy
E	
F	Applied Statistical Analysis
G	Business and Society
	Business Law
H	Business Communication
Stephen F. Austin State University (continued)	
	Bachelor of Business Administration in Computer Information Systems
A	Principles of Marketing
B	
C	Principles of Financial Accounting
	Principles of Management Accounting
	Principles of Macroeconomics
	Principles of Microeconomics
	Intermediate Financial Management I
D	Management Principles
	Operations Management
E	
F	Applied Statistical Analysis
G	Business and Society
	Business Law
H	Business Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Stephen F. Austin State University (continued)	
Bachelor of Business Administration in Business Economics	
A	Principles of Marketing
B	
C	Principles of Financial Accounting Principles of Management Accounting Principles of Macroeconomics Principles of Microeconomics Introduction to Financial Management
D	Management Principles Operations Management Business Policy and Strategy
E	
F	Applied Statistical Analysis
G	Business Law Business and Society
H	Business Communication
Stephen F. Austin State University (continued)	
Bachelor of Business Administration in Finance	
A	Principles of Marketing
B	
C	Principles of Financial Accounting Principles of Management Accounting Principles of Macroeconomics Principles of Microeconomics Introduction to Financial Management
D	Management Principles Operations Management Business Policy and Strategy
E	
F	Applied Statistical Analysis
G	Business Law Business and Society
H	Business Communication

Table C-10 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Sul Ross State University
Bachelor of Business Administration in Accounting
A Principles of Marketing International Business
B
C Accounting for Managers Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics Corporation Finance Intermediate Accounting I & II
D Principles of Management Strategic Management or Marketing Strategy
E
F Business Statistics
G Business Law
H
Sul Ross State University (continued)
Bachelor of Business Administration in Business Management
A Principles of Marketing International Business
B
C Accounting for Managers Principles of Accounting I & II Principles of Microeconomics Principles of Macroeconomics Corporation Finance
D Principles of Management Strategic Management or Marketing Strategy
E
F Business Statistics
G Business Law
H

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Tarleton State University (continued)	
	Bachelor of Business Administration in Management
A	Marketing
	Introduction to International Business
B	
C	Principles of Economics – Macroeconomics
	Principles of Economics - Microeconomics
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Finance Management
D	Business Strategy
	Principles of Management
	Production and Operations Management or Management Science
	Supervisory Management or Advanced Leadership Applications
	Personnel/Human Resource Management
	Small Business Management
	Business Strategy
E	
F	Business Statistics
G	Business Law I & II
	Business Ethics
	Business and Society
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Tarleton State University (continued)	
	Bachelor of Business Administration in Marketing
A	Marketing
	Consumer Behavior
	Marketing Research
	Marketing Management
	Personal Selling
	Retailing
	Promotional Strategy
	International Marketing
	Seminar in Marketing
	Introduction to International Business
B	
C	Principles of Economics – Macroeconomics
	Principles of Economics - Microeconomics
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Finance Management
D	Business Strategy
	Principles of Management
E	
F	Business Statistics
G	Business Law I & II
	Business and Society
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Tarleton State University (continued)	
	Bachelor of Business Administration in Human Resource Management
A	Marketing
	Introduction to International Business
B	
C	Principles of Economics – Macroeconomics
	Principles of Economics - Microeconomics
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Finance Management
	Principles of Economics
	Intermediate Microeconomics
D	Business Strategy
	Principles of Management
	Two of the following: Supervisory Management, Advanced Leadership Applications, Human Relations in Management, Employee/Labor Relations, Seminar in Management
E	
F	Business Statistics
G	Business Law I & II
	Business Ethics
	Business and Society
	Employment Law
H	
Tarleton State University (continued)	
	Bachelor of Business Administration in Interdisciplinary Business
A	Marketing
	Introduction to International Business
B	
C	Principles of Economics – Macroeconomics
	Principles of Economics - Microeconomics
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Finance Management
D	Business Strategy
	Principles of Management
E	
F	Business Statistics
G	Business Law I & II
	Business and Society
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Tarleton State University (continued)	
	Bachelor of Applied Arts and Sciences in Business Occupations
A	Marketing
	Introduction to International Business
B	
C	Principles of Economics – Macroeconomics
	Principles of Economics - Microeconomics
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Finance Management
D	Business Strategy
	Principles of Management
E	
F	Business Statistics
G	Business Law I & II
H	
Tarleton State University (continued)	
	Bachelor of Science in Accounting
A	Marketing
B	
C	Principles of Economics – Macroeconomics
	Principles of Economics - Microeconomics
	Introduction to Financial Accounting
	Principles of Finance Management
	Cost Accounting
	Intermediate Accounting I & II
	Finance Accounting
	Advanced Accounting Principles
	Senior Seminar
D	Business Strategy
	Principles of Management
E	
F	Business Statistics
G	Business Law I & II
H	

Table C-10 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Tarleton State University (continued)
Bachelor of Business Administration in Accounting
A Marketing
B
C Principles of Economics – Macroeconomics
Principles of Economics - Microeconomics
Introduction to Financial Accounting
Principles of Finance Management
Cost Accounting
Intermediate Accounting I & II
Finance Accounting
Advanced Accounting Principles
Senior Seminar
D Business Strategy
Principles of Management
E
F Business Statistics
G Business Law I & II
H
Tarleton State University (continued)
Bachelor of Science in Finance
or Bachelor of Business Administration in Finance
A Marketing
B
C Principles of Economics – Macroeconomics
Principles of Economics - Microeconomics
Introduction to Financial Accounting
Introduction to Managerial Accounting
Principles of Finance Management
Intermediate Finance Management
International Finance Management
Case Studies in Corporate Finance
Cost Accounting
Intermediate Accounting I
D Business Strategy
Principles of Management
E
F Business Statistics
G Business Law I & II
H

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Tarleton State University (continued)	
Bachelor of Science in Business Administration	
A	Marketing
B	
C	Principles of Economics – Macroeconomics Principles of Economics - Microeconomics Introduction to Financial Accounting Introduction to Managerial Accounting Principles of Finance Management Intermediate Economics
D	Business Strategy Principles of Management Organizational Behavior and Administration Production and Operations Management
E	
F	Business Statistics
G	Business Law I Business Ethics
H	Business Correspondence
Tarleton State University (continued)	
Bachelor of Science in Economics	
A	Marketing
B	
C	Principles of Economics – Macroeconomics Principles of Economics - Microeconomics Introduction to Financial Accounting Introduction to Managerial Accounting Principles of Finance Management Intermediate Macroeconomics Intermediate Microeconomics International Economics
D	Business Strategy Principles of Management
E	
F	Business Statistics
G	Business Law I & II
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Tarleton State University (continued)	
	Bachelor of Science in Economics: International Economics
A	Marketing
	International Marketing
	Introduction to International Business
B	
C	Principles of Economics – Macroeconomics
	Principles of Economics - Microeconomics
	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Finance Management
	International Financial Management
D	Business Strategy
	Principles of Management
E	
F	Business Statistics
G	Business Law I & II
H	
Tarleton State University (continued)	
	Bachelor of Science in Management
A	Marketing
	Introduction to International Business
B	
C	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Finance Management
	Principles of Economics – Macroeconomics
	Principles of Economics – Microeconomics
D	Business Strategy
	Personnel/Human Resource Management
	Principles of Management
	Small Business Management
	Production/Operations Management
	Management Science
	Two of the following: Supervisory Management or Advanced Leadership Applications or Human Relations in Management
E	
F	Business Statistics
G	Business and Society
	Business Law I & II
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M International University	
Bachelor of Business Administration in Accounting	
A	International Business Principles of Marketing
B	
C	Macroeconomics Principles of Accounting I & II Microeconomics International Financial Accounting I & II Cost Accounting Managerial Accounting Managerial Economics Introduction to Finance Advanced Financial Accounting I
D	Principles of Management Production Operations Management
E	
F	Business Statistics I & II
G	Legal Environment of Business Organizational Behavior
H	
Texas A & M International University (continued)	
Bachelor of Business Administration: Concentration in Business Administration	
A	International Business Principles of Marketing
B	
C	Macroeconomics Microeconomics Principles of Accounting I & II Introduction to Finance Managerial Economics
D	Principles of Management Production Operations Management Business Strategy
E	
F	Business Statistics I & II
G	Legal Environment of Business Organizational Behavior
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M International University (continued)	
Bachelor of Business Administration in Computer Information Systems	
A	International Business Principles of Marketing
B	
C	Macroeconomics Microeconomics Principles of Accounting I & II Introduction to Finance Managerial Economics
D	Principles of Management Production Operations Management
E	
F	Business Statistics I & II
G	Legal Environment of Business Organizational Behavior
H	Professional Written Communications
Texas A & M International University (continued)	
Bachelor of Business of Administration in Finance	
A	Principles of Marketing
B	
C	Macroeconomics Microeconomics Principles of Accounting I & II Introduction to Finance Managerial Economics International Finance Strategic Financial Management
D	Principles of Management Production Operations Management Business Strategy
E	
F	
G	Legal Environment of Business Organizational Behavior
H	Professional Written Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M International University (continued)	
Bachelor of Business Administration in International Economics	
A	International Business Principles of Marketing
B	
C	Macroeconomics Microeconomics Principles of Accounting I & II Intermediate Macroeconomics International Economics Introduction to Finance International Finance
D	Principles of Management Production Operations Management International Economic Policy and Strategy Business Strategy
E	
F	Business Statistics I & II
G	Legal Environment of Business Organizational Behavior
H	Professional Written Communications
Texas A & M International University (continued)	
Bachelor of Business Administration in Management	
A	Principles of Accounting International Business
B	
C	Macroeconomics Microeconomics Principles of Accounting I & II Managerial Economics Introduction to Finance
D	Principles of Management Production Operations Management Human Resource Management Business Strategy
E	
F	Business Statistics I & II
G	Legal Environment of Business Organizational Behavior Business, Government and Society Business Ethics Organizational Theory Industrial Relations
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M International University (continued)	
Bachelor of Business Administration in Marketing	
A	Principles of Marketing International Business Advertising and Promotion Buyer Behavior Business Logistics Management Marketing Research Marketing Problems and Policies International Marketing Marketing Management
B	
C	Macroeconomics Microeconomics Principles of Accounting I & II Managerial Economics Introduction to Finance
D	Principles of Management Production Operations Management
E	
F	Business Statistics I & II
G	Legal Environment of Business Organizational Behavior
H	Professional Written Communications
Texas A & M University Commerce	
Bachelor of Business Administration in Accounting	
A	Marketing Entrepreneurial Strategy International Business
B	
C	Introduction to Business Finance Economic Forecasting Managerial Accounting Principles of Accounting I & II Finance Accounting I & II
D	Management and Organizational Behavior Operations Management Business Strategy
E	
F	Business and Economic Statistics
G	Legal Environment of Business
H	Business Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University Commerce	
Bachelor of Business Administration in General Business	
A	Marketing Entrepreneurial Strategy International Business
B	
C	Introduction to Business Finance Economic Forecasting Managerial Accounting
D	Management and Organizational Behavior Operations Management Business Strategy Human Resource Management
E	
F	Business and Economic Statistics Statistics for Decision Making or Basic Quantitative Methods
G	Legal Environment of Business Legal Organizations and Business Transactions
H	Business Communications Communications Strategies in Business
Texas A & M University Commerce (continued)	
Bachelor of Business Administration in Marketing	
A	Marketing Entrepreneurial Strategy International Business Marketing Promotions Professional Selling and Sales Management Channels of Distribution Marketing Research Retail Management Global Consumer Behavior
B	
C	Introduction to Business Finance Economic Forecasting Managerial Accounting
D	Management and Organizational Behavior Operations Management Business Strategy
E	
F	Business and Economic Statistics
G	Legal Environment of Business
H	Business Communications

Table C-10 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Texas A & M University Commerce (continued)
Bachelor of Business Administration in Human Resource Management
A Marketing
Entrepreneurial Strategy
International Business
Retail Management
Professional Selling and Sales Management
B
C Introduction to Business Finance
Economic Forecasting
Managerial Accounting
D Management and Organizational Behavior
Operations Management
Business Strategy
Human Resource Management
E
F Business and Economic Statistics
G Legal Environment of Business
Employee and Labor Relations
H Business Communications
Texas A & M University Commerce (continued)
Bachelor of Business Administration in Management
A Marketing
Entrepreneurial Strategy
International Business
Professional Selling and Sales Management
Retail Management or Channels of Distribution
B
C Introduction to Business Finance
Economic Forecasting
Managerial Accounting
D Management and Organizational Behavior
Operations Management
Business Strategy
Human Resource Management
E
F Business and Economic Statistics
G Legal Environment of Business
H Business Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University Commerce (continued)	
Bachelor of Business Administration in Professional Accountancy	
A	Marketing Entrepreneurial Strategy International Business
B	
C	Introduction to Business Finance Economic Forecasting Managerial Accounting Principles of Accounting I & II Finance Accounting I & II & III
D	Management and Organizational Behavior Operations Management Business Strategy
E	
F	Business and Economic Statistics
G	Legal Environment of Business
H	Business Communications
Texas A & M University Commerce (continued)	
Bachelor of Business Administration in Management Information Systems	
A	Marketing Entrepreneurial Strategy International Business
B	
C	Introduction to Business Finance Economic Forecasting Managerial Accounting Managerial Finance
D	Management and Organizational Behavior Operations Management Business Strategy
E	
F	Business and Economic Statistics Basic Quantitative Methods
G	Legal Environment of Business
H	Business Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University Commerce (continued)	
Bachelor of Business Administration in Production/Operations Management	
A	Marketing
	Entrepreneurial Strategy
	International Business
	Purchasing and Supply Management
	Production Inventory Control and Purchasing
	Channels of Distribution
B	
C	Introduction to Business Finance
	Economic Forecasting
	Managerial Accounting
D	Management and Organizational Behavior
	Operations Management
	Business Strategy
	Human Resource Management
E	
F	Business and Economic Statistics
G	Legal Environment of Business
H	Business Communications
Texas A & M University Commerce (continued)	
Bachelor of Science in Business Administration	
A	Marketing
	Entrepreneurial Strategy
	International Business
B	
C	Introduction to Business Finance
	Economic Forecasting
	Managerial Accounting
D	Management and Organizational Behavior
	Operations Management
	Business Strategy
E	
F	Business and Economic Statistics
G	Legal Environment of Business
H	Business Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University Commerce (continued)	
	Bachelor of Arts in Economics
A	Marketing
	Entrepreneurial Strategy
	International Business
B	
C	Introduction to Business Finance
	Economic Forecasting
	Managerial Accounting
	Principles of Macroeconomics
	Principles of Microeconomics
D	Management and Organizational Behavior
	Operations Management
	Business Strategy
E	
F	Business and Economic Statistics
G	Legal Environment of Business
H	Business Communications
Texas A & M University Commerce (continued)	
	Bachelor of Arts in Economics: Minor in Finance
A	Marketing
	Entrepreneurial Strategy
	International Business
B	
C	Introduction to Business Finance
	Economic Forecasting
	Managerial Accounting
	Principles of Macroeconomics
	Principles of Microeconomics
	Managerial Finance
	Principles of Accounting II
D	Management and Organizational Behavior
	Operations Management
	Business Strategy
E	
F	Business and Economic Statistics
G	Legal Environment of Business
H	Business Communications

Table C-10 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Texas A & M University Commerce (continued)
Bachelor of Business Administration in Finance
A Marketing
Entrepreneurial Strategy
International Business
B
C Introduction to Business Finance
Economic Forecasting
Managerial Accounting
Managerial Finance
D Management and Organizational Behavior
Operations Management
Business Strategy
E
F Business and Economic Statistics
G Legal Environment of Business
H Business Communications
Texas A & M University Commerce (continued)
Bachelor of Science in Technical Management
A Marketing
Entrepreneurial Strategy
International Business
Production and Inventory, Planning and Control
Marketing Promotion
B
C Introduction to Business Finance
Economic Forecasting
Managerial Accounting
D Management and Organizational Behavior
Operations Management
Business Strategy
Human Resource Management
E Purchasing and Supply Management
F Business and Economic Statistics
G Legal Environment of Business
H Business Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University – Corpus Christi	
	Bachelor of Business Administration in Accounting
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Microeconomics
	Financial Management I
	Macroeconomics Principles
	Cost Accounting
	Intermediate Accounting I & II
	International Accounting
D	Administrative Policy and Strategy
	Operations Management
E	
F	Mathematics for Business
G	Behavior in Organizations
	Legal Environment of Business
	Foundations of Professional Ethics
H	Communicating in Business
	Public Speaking
Texas A & M University – Corpus Christi (continued)	
	Bachelor of Business Administration in Finance
A	Principles of Marketing
B	
C	Financial Accounting
	Managerial Accounting
	Microeconomics
	Financial Management I
	Macroeconomics Principles
	Advanced Financial Management
	International Finance
	Financial Statement Analysis
D	Administrative Policy and Strategy
	Operations Management
E	
F	Mathematics for Business
G	Behavior in Organizations
	Legal Environment of Business
	Foundations of Professional Ethics
H	Communicating in Business
	Public Speaking

Table C-10 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Texas A & M University – Corpus Christi (continued)
Bachelor of Business Administration in General Business
A Principles of Marketing Promotional Strategy or Sales Management or Distribution Systems in Marketing
B
C Financial Accounting Managerial Accounting Microeconomics Financial Management I Macroeconomics Principles Intermediate Accounting I or Cost Accounting
D Administrative Policy and Strategy Operations Management
E
F Mathematics for Business
G Behavior in Organizations Legal Environment of Business
H Communicating in Business Public Speaking
Texas A & M University – Corpus Christi (continued)
Bachelor of Business Administration in Management: General Management
A Principles of Marketing International Business
B
C Financial Accounting Managerial Accounting Microeconomics Financial Management I Macroeconomics Principles
D Administrative Policy and Strategy Operations Management Concepts of Human Resource Management Organization Change and Development Leadership and Managerial Effectiveness International Management
E
F Mathematics for Business
G Behavior in Organizations Legal Environment of Business Foundations of Professional Ethics
H Communicating in Business Public Speaking

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University – Corpus Christi (continued)	
Bachelor of Business Administration in Management: Health Care Emphasis	
A	Principles of Marketing International Business
B	
C	Financial Accounting Managerial Accounting Microeconomics Financial Management I Macroeconomics Principles
D	Administrative Policy and Strategy Operations Management Concepts of Human Resource Management
E	Materials Management and Purchasing
F	Mathematics for Business
G	Behavior in Organizations Legal Environment of Business Foundations of Professional Ethics
H	Communicating in Business Public Speaking
Texas A & M University – Corpus Christi (continued)	
Bachelor of Business Administration in Management: Human Resource Management	
A	Principles of Marketing International Business
B	
C	Financial Accounting Managerial Accounting Microeconomics Financial Management I Macroeconomics Principles
D	Administrative Policy and Strategy Operations Management Concepts of Human Resource Management
E	
F	Mathematics for Business
G	Behavior in Organizations Legal Environment of Business Human Resource Law Foundations of Professional Ethics
H	Communicating in Business Public Speaking

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University – Corpus Christi (continued)	
Bachelor of Business Administration: Management Information Systems - Business Analyst	
Emphasis	
A	Principles of Marketing International Business
B	
C	Financial Accounting Managerial Accounting Microeconomics Principles Financial Management I Macroeconomics Principles
D	Administrative Policy and Strategy Operations Management
E	
F	Mathematics for Business
G	Behavior in Organizations Legal Environment of Business Foundations of Professional Ethics
H	Communicating in Business Public Speaking
Texas A & M University – Corpus Christi (continued)	
Bachelor of Business Administration in Management Information Systems: Business Applications	
Emphasis	
A	Principles of Marketing International Business
B	
C	Financial Accounting Managerial Accounting Microeconomics Principles Financial Management I Macroeconomics Principles
D	Administrative Policy and Strategy Operations Management
E	
F	Mathematics for Business
G	Behavior in Organizations Legal Environment of Business Foundations of Professional Ethics
H	Communicating in Business Public Speaking

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University – Corpus Christi (continued)	
Bachelor of Business Administration in Marketing	
A	Principles of Marketing Promotional Strategy or Distribution Systems in Marketing or International Marketing Marketing Research Marketing Problems and Policies International Business
B	
C	Financial Management I Financial Accounting Managerial Accounting Microeconomics Principles Macroeconomics Principles
D	Operations Management Administration Policy and Strategy
E	
F	Mathematics for Business
G	Behavior in Business Foundations of Professional Ethics Legal Environment of Business Behavior in Organizations
H	Communicating in Business Public Speaking
Texas A & M University – Kingsville	
Bachelor of Business Administration in Accounting	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Economics I & II Intermediate Accounting I & II Business Finance Advanced Accounting I
D	Principles of Operations/Production Management Management Decision Making and Business Policy (Capstone Course)
E	
F	Business Statistics
G	Business Law Organization Theory and Human Behavior
H	Business and Professional Communication Business Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University – Kingsville (continued)	
Bachelor of Business Administration in Management	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Economics I & II Business Finance
D	Principles of Operations/Production Management International Management Principles of Management Management Decision Making and Business Policy (Capstone Course)
E	
F	Business Statistics
G	Business Law Organizational Theory and Human Behavior
H	Business and Professional Communication Business Communications
Texas A & M University – Kingsville (continued)	
Bachelor of Business Administration in General Business Administration	
A	Principles of Marketing International Marketing
B	
C	Principles of Accounting I & II Principles of Economics I & II Business Finance
D	Principles of Management Principles of Operations/Production Management International Management Management Decision Making and Business Policy (Capstone Course)
E	
F	Business Statistics
G	Organizational Theory and Human Behavior Business Law
H	Business and Professional Communication Business Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University – Kingsville (continued)	
Bachelor of Business Administration in Finance	
A	Principles of Marketing
B	
C	Principles of Accounting I Principles of Economics I & II Financial Management Business Finance
D	Principles of Operations/Production Management Management Decision Making and Business Policy (Capstone Course)
E	
F	Business Statistics
G	Business Law Organization Theory and Human Behavior
H	Business Communication
Texas A & M University – Texarkana	
Bachelor of Business Administration in Management	
A	Marketing Entrepreneurship International Business
B	
C	Elements of Economics I & II Managerial Accounting Financial Management
D	Principles of Management Management Science Human Resource Management
E	
F	
G	Business Law I Psychology of Interpersonal Interaction Business Policy and Strategy Organizational Behavior Labor Relations Business Ethics Social, Political and Legal Environment
H	Business Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas A & M University – Texarkana (continued)	
Bachelor of Business Administration in Human Resource Management	
A	Marketing
B	
C	Elements of Economics I & II Managerial Accounting Financial Management
D	Principles of Management Human Resource Management Management Science
E	
F	
G	Business Law I Labor Relations Psychology of Interpersonal Interaction Business Policy and Strategy Business Ethics Public Relations Industrial Psychology
H	Business Communication
Texas A & M University – Texarkana (continued)	
Bachelor of Business Administration in International Business	
A	Marketing International Business International Marketing
B	
C	Elements of Economics I & II Managerial Accounting Financial Management
D	Principles of Management
E	
F	
G	Business Law I Psychology of Interpersonal Interaction Business Policy and Strategy
H	Business Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas Southern University	
	Bachelor of Business Administration in Accounting
A	Principles of Marketing
B	
C	Principles of Accounting I & II Basic Financial Management Intermediate Accounting I & II & III Cost Accounting Advanced Accounting Principles of Economics I & II
D	Principles of Management Operations Management I Organizational Policy and Strategy
E	
F	Business Statistics I
G	Legal and Regulatory Environment of Business Introduction to Business, Government and Society Business Law
H	Advanced Communication Skills
Texas Southern University (continued)	
	Bachelor of Business Administration in Marketing
A	Principles of Marketing Entrepreneurial Marketing International Marketing Marketing Channels and Institutions Marketing Communications Marketing Decision Making: Theory and Practice
B	
C	Principles of Accounting I & II Basic Financial Management Principles of Economics I & II
D	Principles of Management Operations Management I Organizational Policy and Strategy Critical Thinking and Problem Solving Skills
E	
F	Business Statistics I
G	Legal and Regulatory Environment of Business Introduction to Business, Government and Society
H	Advanced Communication Skills

Table C-10 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
Texas Southern University (continued)
Bachelor of Business Administration in Economics
A Principles of Marketing
B
C Principles of Accounting I & II
Basic Financial Management
Principles of Economics I & II
Intermediate Macroeconomics
Intermediate Microeconomics
Managerial Economics
D Principles of Management
Operations Management I
Organizational Policy and Strategy
E
F Business Statistics I & II
Mathematics for Decision Making
G Legal and Regulatory Environment of Business
Introduction to Business, Government and Society
H Advanced Communication Skills
Texas Southern University (continued)
Bachelor of Business Administration in Finance
A Principles of Marketing
B
C Principles of Accounting I & II
Basic Financial Management
International Finance
Corporate Finance Management
Finance Cases and Readings
Intermediate Accounting I & II
Principles of Economics I & II
D Principles of Management
Operations Management I
Organizational Policy and Strategy
E
F Business Statistics
G Legal and Regulatory Environment of Business
Introduction to Business, Government and Society
H Advanced Communication Skills

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Texas Southern University (continued)	
	Bachelor of Business Administration in Management
A	Principles of Marketing
B	
C	Principles of Accounting I & II Basic Financial Management Principles of Economics I & II
D	Principles of Management Operations Management I & II Organizational Policy and Strategy International Management Leadership and Motivation Small Business Management Team Building and Organizational Change Critical Thinking and Problem Solving Skills
E	
F	Business Statistics I & II
G	Legal and Regulatory Environment of Business Introduction to Business, Government and Society Personnel and Human Resource Development Organizational Behavior
H	Advanced Communication Skills
University of Houston – Downtown	
	Bachelor of Business Administration in Accounting
A	Principles of Marketing
B	
C	Financial Accounting Principles of Economics I & II Business Finance Managerial Accounting Analysis of Financial Reporting Intermediate Accounting I & II Cost Accounting Advanced Accounting
D	Management of Organizations Quantitative Decision Making Business Strategy
E	
F	Statistical Analysis for Business
G	Legal Environment in Business
H	Business Communications Business and Technical Report Writing

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Houston – Downtown (continued)	
	Bachelor of Business Administration in Administrative Management
A	Principles of Marketing
B	
C	Financial Accounting
	Principles of Economics I & II
	Business Finance
	Managerial Accounting
D	Management of Organizations
	Quantitative Decision Making
	Business Strategy
	Supervision of Personnel
	Human Resource Management
	Supervisory Problems
	Administrative Management
	Seminar in Administrative Management
E	
F	Statistical Analysis for Business
G	Legal Environment in Business
H	Business Communications
	Business and Technical Report Writing
University of Houston – Downtown (continued)	
	Bachelor of Business Administration in Computer Information Systems
A	Principles of Marketing
B	
C	Financial Accounting
	Principles of Economics I & II
	Business Finance
	Managerial Accounting
D	Management of Organizations
	Quantitative Decision Making
	Business Strategy
E	
F	Statistical Analysis for Business
G	Legal Environment in Business
H	Business Communications
	Business and Technical Report Writing

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Houston – Downtown (continued)	
Bachelor of Business Administration in Finance	
A	Principles of Marketing
B	
C	Financial Accounting
	Principles of Economics I & II
	Business Finance
	Managerial Accounting
	Small Business Finance
	International Finance
	Seminar in Finance
	Cases in Managerial Finance
D	Management of Organizations
	Quantitative Decision Making
	Business Strategy
E	
F	Statistical Analysis for Business
	Statistical Analysis for Business Applications II
G	Legal Environment in Business
H	Business Communications
	Business and Technical Report Writing
University of Houston – Downtown (continued)	
Bachelor of Business Administration in General Business	
A	Principles of Marketing
B	
C	Financial Accounting
	Principles of Economics I & II
	Business Finance
	Managerial Accounting
D	Management of Organizations
	Quantitative Decision Making
	Business Strategy
E	
F	Statistical Analysis for Business
G	Legal Environment in Business
	Commercial Law
H	Business Communications
	Business and Technical Report Writing

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Houston – Downtown (continued)	
	Bachelor of Business Administration in International Business
A	Principles of Marketing
	International Business
	International Marketing
B	
C	Financial Accounting
	Principles of Economics I & II
	Business Finance
	Managerial Accounting
	International Accounting
	International Economics
	International Finance
D	Management of Organizations
	Quantitative Decision Making
	Business Strategy
	International Management
E	
F	Statistical Analysis for Business
G	Legal Environment in Business
	International Business Law
H	Business Communications
	Business and Technical Report Writing

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Houston – Downtown (continued)	
Bachelor of Business Administration in Management	
A	Principles of Marketing
B	
C	Financial Accounting Principles of Economics I & II Business Finance Managerial Accounting
D	Management of Organizations Quantitative Decision Making Business Strategy Human Resource Management Planning and Budgeting Directed Studies in Management International Management Small Business Management
E	
F	Statistical Analysis for Business
G	Legal Environment in Business Labor Management Relations
H	Business Communications Business and Technical Report Writing
University of Houston – Downtown (continued)	
Bachelor of Business Administration in Marketing	
A	Principles of Marketing Consumer Behavior Marketing Research Marketing Management and Strategy Four from the following: Personal Selling or Business Marketing or International Marketing or Promotional Strategy or Directed Study in Marketing or Traffic and Transportation or Exporting and Importing or Selected Topics in Marketing
B	
C	Financial Accounting Principles of Economics I & II Business Finance Managerial Accounting
D	Management of Organizations Quantitative Decision Making Business Strategy
E	
F	Statistical Analysis for Business
G	Legal Environment in Business
H	Business Communications Business and Technical Report Writing

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Houston – Downtown (continued)	
	Bachelor of Business Administration in Purchasing and Supply Management
A	Principles of Marketing Traffic and Transportation Supply Chain Management
B	
C	Financial Accounting Principles of Economics I & II Business Finance Managerial Accounting
D	Management of Organizations Quantitative Decision Making Business Strategy Purchasing Management
E	Materials Management Advanced Purchasing and Supply
F	Statistical Analysis for Business
G	Legal Environment in Business
H	Business Communications Business and Technical Report Writing
University of Houston – Victoria	
	Bachelor of Business Administration: Accounting Concentration
A	Marketing (Basic)
B	
C	Economics (Macro/Micro) Accounting (Principles) Accounting (Cost/Budgets) Finance (Business) Three courses of Intermediate Accounting (9 semester hours total) One course of Advanced Financial Accounting
D	Management and Organization Production Management
E	
F	Statistics for Business/Economics I & II Operations Research
G	Legal Environment in Business Business Policy
H	Business/Professional Speech

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Houston – Victoria (continued)	
Bachelor of Business Administration: Management Concentration	
A	Marketing (Basic)
B	
C	Economics (Macro/Micro)
	Accounting (Principles)
	Accounting (Cost/Budgets)
	Finance (Business)
D	Management and Organization
	Production Management
	Human Resource Management
	International Management
	Organizational Theory and Design
E	
F	Statistics for Business/Economics I & II
	Operations Research
G	Legal Environment in Business
	Business Policy
	Advanced Organizational Behavior
H	Business/Professional Speech
University of Houston – Victoria (continued)	
Bachelor of Business Administration: General Business Concentration	
A	Marketing (Basic)
B	
C	Economics (Macro/Micro)
	Accounting (Principles)
	Accounting (Cost/Budgets)
	Finance (Business)
D	Management and Organization
	Production Management
E	
F	Statistics for Business/Economics I & II
	Operations Research
G	Legal Environment in Business
	Business Policy
H	Business/Professional Speech

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Texas	
Bachelor of Business Administration in Operations Management Science	
A	Fundamentals of Marketing Practice Global Logistics Management
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting Principles I & II Finance
D	Operations Management International Management Perspectives Management Science Management of Projects and Systems
E	Purchasing and Materials Management Manufacturing Planning and Control
F	Business Statistical Analysis Using Spreadsheets
G	Basic Law (Business) Organizational Behavior Business Policy
H	Introduction to Communication Communicating in Business
University of North Texas (continued)	
Bachelor of Business Administration in Marketing	
A	Fundamentals of Marketing Practice Marketing Research and Information Technology Global Marketing Issues and Practices Advanced Marketing Management Applied Marketing Problems
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting Principles I & II Finance
D	
E	
F	Business Statistical Analysis Using Spreadsheets
G	Basic Law (Business) Organizational Behavior Business Policy
H	Introduction to Communication Communicating in Business

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Texas (continued)	
	Bachelor of Business Administration in Finance
A	Fundamentals of Marketing Practice
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting Principles I & II Finance International Finance
D	
E	
F	Business Statistical Analysis Using Spreadsheets
G	Basic Law (Business) Organizational Behavior Business Policy Corporate Law
H	Introduction to Communication Communicating in Business
University of North Texas (continued)	
	Bachelor of Business Administration in Economics
A	Fundamentals of Marketing Practice
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting Principles I & II Finance Intermediate Microeconomic Theory Intermediate Macroeconomic Theory
D	
E	
F	Business Statistical Analysis Using Spreadsheets
G	Basic Law (Business) Organizational Behavior Business Policy
H	Introduction to Communication Communicating in Business

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Texas (continued)	
Bachelor of Business Administration in Entrepreneurship and Strategic Management	
A	Fundamentals of Marketing Practice Entrepreneurship
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting Principles I & II Finance
D	Management Concepts Strategic Processes International Management Perspectives Organizational Design and Change
E	
F	Business Statistical Analysis Using Spreadsheets
G	Basic Law (Business) Organizational Behavior Business Policy Business Ethics and Societal Responsibility
H	Introduction to Communication Communicating in Business
University of North Texas (continued)	
Bachelor of Business Administration in Organizational Behavior and Human Resource Management	
A	Fundamentals of Marketing Practice
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting Principles I & II Finance
D	Human Resource Management International Management Perspectives Organizational Design and Change
E	
F	Business Statistical Analysis Using Spreadsheets
G	Basic Law (Business) Organizational Behavior Business Policy Topics in Organizational Behavior
H	Introduction to Communication Communicating in Business

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Texas (continued)	
Bachelor of Business Administration in General Business: Business Administration Track	
A	Fundamentals of Marketing Practice Marketing Channels and Strategic Partnerships Entrepreneurship
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting Principles I & II Finance
D	Human Resources Management
E	
F	Business Statistical Analysis Using Spreadsheets
G	Basic Law (Business) Organizational Behavior Business Policy Business Ethics and Social Responsibility
H	Introduction to Communication Communicating in Business
University of North Texas (continued)	
Bachelor of Business Administration in General Business: Education Track	
A	Fundamentals of Marketing Practice Entrepreneurship
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting Principles I & II Finance
D	
E	
F	Business Statistical Analysis Using Spreadsheets
G	Basic Law (Business) Organizational Behavior Business Policy
H	Introduction to Communication Communicating in Business

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of North Texas (continued)	
	Bachelor of Science in Accounting Control Systems
A	Fundamentals of Marketing Practice
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting Principles I & II Finance Financial Accounting I & II Cost Accounting Managerial Accounting Advanced Accounting International Accounting
D	
E	
F	Business Statistical Analysis Using Spreadsheets
G	Basic Law (Business) Organizational Behavior Business Policy
H	Introduction to Communication Communicating in Business
University of North Texas (continued)	
	Bachelor of Business Administration in Business Computer Information Systems
A	Fundamentals of Marketing Practice
B	
C	Principles of Microeconomics Principles of Macroeconomics Accounting Principles I & II Finance
D	Operations Management Management Science Problem Solving and Decision Making Processes
E	
F	Business Statistical Analysis Using Spreadsheets
G	Basic Law (Business) Organizational Behavior Business Policy
H	Introduction to Communication Communicating in Business

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at Arlington	
	Bachelor of Business Administration in International Business
A	Principles of Marketing International Marketing
B	
C	Principles of Accounting I & II Business Finance Principles of Macroeconomics Principles of Microeconomics International Corporate Finance
D	Organizational Policy and Administration Managing Organizational Behavior
E	
F	Business Statistics I & II
G	Business Law I Basic International Law for Business
H	
University of Texas at Arlington (continued)	
	Bachelor of Business Administration in Accounting
A	Principles of Marketing
B	
C	Principles of Accounting I & II Business Finance Principles of Macroeconomics Principles of Microeconomics Accounting in Managerial Planning and Control Financial Accounting I & II
D	Organizational Policy and Administration Managing Organizational Behavior
E	
F	Business Statistics I
G	Business Law I & II
H	Fundamentals of Speech or Business and Professional Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at Arlington (continued)	
Bachelor of Business Administration in Economics	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Business Finance Principles of Macroeconomics Principles of Microeconomics
D	Organizational Policy and Administration Managing Organizational Behavior Economics for Managers
E	
F	Business Statistics I Introduction to Econometrics
G	Business Law I
H	
University of Texas at Arlington (continued)	
Bachelor of Business Administration in Marketing	
A	Principles of Marketing Buyer Behavior Marketing Research Marketing Planning
B	
C	Principles of Accounting I & II Business Finance Principles of Macroeconomics Principles of Microeconomics
D	Organizational Policy and Administration Managing Organizational Behavior
E	
F	Business Statistics I
G	Business Law I
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at Arlington (continued)	
Bachelor of Business Administration in Operations Management	
A	Principles of Marketing Logistics Management Supply Chain Management
B	
C	Principles of Accounting I & II Business Finance Principles of Macroeconomics Principles of Microeconomics
D	Organizational Policy and Administration Managing Organizational Behavior Operations Management Operations Planning and Control Project Management
E	
F	Business Statistics I
G	Business Law I
H	
University of Texas at Arlington (continued)	
Bachelor of Science in Accounting	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Business Finance Principles of Macroeconomics Principles of Microeconomics Financial Accounting I & II
D	Organizational Policy and Administration Managing Organizational Behavior Accounting and Managerial Planning and Control
E	
F	Business Statistics I & II
G	Business Law I & II
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at Brownsville	
Bachelor of Business Administration in General Business	
A	Principles of Marketing International Business
B	
C	Principles of Accounting I & II Macroeconomics Microeconomics Managerial Finance
D	Production Management Principles of Management
E	
F	Business Calculus
G	Business Policy Business Law I
H	Technical and Business Writing Organizational Communications
University of Texas at Brownsville	
Bachelor of Business Administration in Finance	
A	Principles of Marketing International Business
B	
C	Principles of Accounting I & II Macroeconomics Microeconomics Managerial Finance Cost Accounting I Topics in Finance
D	Production Management Principles of Management
E	
F	Business Calculus
G	Business Policy Business Law I
H	Technical and Business Writing Organizational Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at Brownsville (continued)	
Bachelor of Business Administration in Accounting: Corporate or Governmental Track	
A	Principles of Marketing International Business
B	
C	Principles of Accounting I & II Macroeconomics Microeconomics Managerial Finance Intermediate Accounting I & II Advanced Managerial Accounting Accounting Report Writing
D	Production Management Principles of Management Cost Management
E	
F	Business Calculus
G	Business Policy Business Law I
H	Technical and Business Writing Organizational Communications
University of Texas at Brownsville (continued)	
Bachelor of Business Administration in Accounting: Auditing and Financial Reporting Track	
A	Principles of Marketing International Business
B	
C	Principles of Accounting I & II Macroeconomics Microeconomics Managerial Finance Government and Not-for-Profit Accounting Advanced Accounting II Contemporary Accounting Theory
D	Production Management Principles of Management
E	
F	Business Calculus
G	Business Policy Business Law I & II
H	Technical and Business Writing Organizational Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at Brownsville (continued)	
	Bachelor of Business Administration in Management
A	Principles of Marketing International Business
B	
C	Principles of Accounting I & II Macroeconomics Microeconomics Managerial Finance
D	Production Management Principles of Management Human Resource Management Small Business Management Topics in Management
E	
F	Business Calculus
G	Business Policy Business Law I Organizational Behavior Organizational Theory and Design Industrial Relations
H	Technical and Business Writing Organizational Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at Brownsville (continued)	
Bachelor of Business Administration in Marketing	
A	Principles of Marketing International Business Consumer Behavior Sales Management Promotion Management Marketing Strategy Topics in Marketing Marketing Research
B	
C	Principles of Accounting I & II Macroeconomics Microeconomics Managerial Finance
D	Production Management Principles of Management
E	
F	Business Calculus
G	Business Policy Business Law I
H	Technical and Business Writing Organizational Communications
University of Texas at Brownsville (continued)	
Bachelor of Applied Sciences in Applied Business Technology	
A	Principles of Marketing Consumer Behavior
B	
C	Principles of Accounting I & II Macroeconomics Microeconomics Intermediate Accounting I & II Managerial Finance
D	Human Resource Management Principles of Management
E	
F	
G	Business Law I
H	Technical and Business Writing Organizational Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas of the Permian Basin	
Bachelor of Business Administration in Management	
A	Principles of Marketing
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Principles of Finance
D	Management Concepts and Organizational Theory Production and Operations Management Strategic Management Human Resource Management
E	
F	
G	Organizational Behavior Public Policies Toward Business
H	
University of Texas of the Permian Basin	
Bachelor of Business Administration in Marketing	
A	Principles of Marketing Marketing Management Consumer Behavior
B	
C	Principles of Financial Accounting Principles of Managerial Accounting Principles of Macroeconomics Principles of Microeconomics Principles of Finance
D	Management Concepts and Organizational Theory Production and Operations Management Strategic Management
E	
F	
G	
H	

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at San Antonio	
Bachelor of Business Administration in General Business	
A	Principles of Marketing Marketing Management
B	
C	Principles of Accounting I & II Introductory Macroeconomics Introductory Microeconomics Principles of Business Finance
D	Management Strategy and Policy (In final semester) Management Science and Production Management Introduction to Organization Theory, Behavior, and Management Economics of Managerial Decisions
E	
F	Algebra with Calculus for Business Quantitative Methods in Business
G	Business Law Social and Ethical Issues in Business Business Organizations and Commercial Law Organizational Behavior
H	Business Communications Technical Writing
University of Texas at San Antonio (continued)	
Bachelor of Business Administration in Accounting: Traditional/Financial Reporting Track	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Introductory Macroeconomics Introductory Microeconomics Principles of Business Finance Financial Reporting I & II Cost Analysis
D	Management Strategy and Policy (In final semester) Management Science and Production Management Introduction to Organization Theory, Behavior, and Management
E	
F	Algebra with Calculus for Business Quantitative Methods in Business
G	Business Law Social and Ethical Issues in Business
H	Business Communications Technical Writing

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at San Antonio (continued)	
Bachelor of Business Administration in Accounting: Managerial/Systems Track	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Introductory Macroeconomics Introductory Microeconomics Principles of Business Finance Financial Reporting I Cost Analysis Managerial Accounting
D	Management Strategy and Policy (In final semester) Management Science and Production Management Introduction to Organization Theory, Behavior, and Management
E	
F	Algebra with Calculus for Business Quantitative Methods in Business
G	Business Law Social and Ethical Issues in Business
H	Business Communications Technical Writing
University of Texas at San Antonio (continued)	
Bachelor of Business Administration in Information Systems	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Introductory Macroeconomics Introductory Microeconomics Principles of Business Finance
D	Management Strategy and Policy (In final semester) Management Science and Production Management Introduction to Organization Theory, Behavior, and Management
E	
F	Algebra with Calculus for Business Quantitative Methods in Business
G	Business Law Social and Ethical Issues in Business Organizational Behavior
H	Business Communications

Table C-10 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
University of Texas at San Antonio (continued)
Bachelor of Business Administration in Economics
A Principles of Marketing
B
C Principles of Accounting I & II
Introductory Macroeconomics
Introductory Microeconomics
Principles of Business Finance
Aggregate Economic Analysis
D Management Strategy and Policy (In final semester)
Management Science and Production Management
Introduction to Organization Theory, Behavior, and Management
Economics of Managerial Decisions
E
F Algebra with Calculus for Business
Quantitative Methods in Business
Introduction to Mathematical Economics
Forecasting Techniques in Business and Economics
G Business Law
Social and Ethical Issues in Business
H Business Communications
University of Texas at San Antonio (continued)
Bachelor of Business Administration in Finance
A Principles of Marketing
B
C Principles of Accounting I & II
Introductory Macroeconomics
Introductory Microeconomics
Principles of Business Finance
Financial Reporting I & II
D Management Strategy and Policy (In final semester)
Management Science and Production Management
Introduction to Organization Theory, Behavior, and Management
Economics of Managerial Decisions
E
F Algebra with Calculus for Business
Quantitative Methods in Business
G Business Law
Social and Ethical Issues in Business
H Business Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at San Antonio (continued)	
	Bachelor of Business Administration in Construction Management
A	Principles of Marketing
B	
C	Principles of Accounting I & II Introductory Macroeconomics Introductory Microeconomics Principles of Business Finance
D	Management Strategy and Policy (In final semester) Management Science and Production Management Introduction to Organization Theory, Behavior, and Management
E	
F	Algebra with Calculus for Business Quantitative Methods in Business
G	Business Law Social and Ethical Issues in Business
H	Business Communications
University of Texas at San Antonio (continued)	
	Bachelor of Business Administration in Management: International Business Concentration
A	Principles of Marketing International Marketing
B	
C	Principles of Accounting I & II Introductory Macroeconomics Introductory Microeconomics Principles of Business Finance
D	Management Strategy and Policy (In final semester) Management Science and Production Management Introduction to Organization Theory, Behavior, and Management International Management Comparative International Management Practices
E	
F	Algebra with Calculus for Business Quantitative Methods in Business
G	Business Law Social and Ethical Issues in Business
H	Business Communications

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at San Antonio (continued)	
	Bachelor of Business Administration in Management: Leadership and Administration Concentration
A	Principles of Marketing
B	
C	Principles of Accounting I & II
	Introductory Macroeconomics
	Introductory Microeconomics
	Principles of Business Finance
	Introduction to Accounting Topics
D	Management Strategy and Policy (In final semester)
	Management Science and Production Management
	Introduction to Organization Theory, Behavior, and Management
	International Management
E	
F	Algebra with Calculus for Business
	Quantitative Methods in Business
G	Business Law
	Social and Ethical Issues in Business
	Organizational Behavior
	Business and Society
	Advanced Organization Theory
H	Business Communications
	Public Speaking
	Introduction to Mass Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at San Antonio (continued)	
Bachelor of Business Administration in Management: Small Business and Entrepreneurship Concentration	
A	Principles of Marketing Retailing Entrepreneurship
B	
C	Principles of Accounting I & II Introductory Macroeconomics Introductory Microeconomics Principles of Business Finance Aggregate Economic Analysis
D	Management Strategy and Policy (In final semester) Management Science and Production Management Introduction to Organization Theory, Behavior, and Management Small Business Management
E	
F	Algebra with Calculus for Business Quantitative Methods in Business
G	Business Law Social and Ethical Issues in Business Business Organizations and Commercial Law
H	Business Communications Public Speaking Technical Writing

Table C-10 (Continued)

College or University
Bachelor Level Program
Curricular Grouping
Qualifying Courses
University of Texas at Tyler
Bachelor of Business Administration in Accounting
A Principles of Marketing
B
C Macroeconomics
Microeconomics
Financial Accounting
Managerial Accounting
Economic Principles
Financial Management
Intermediate Accounting I & II
Cost Accounting
D Managerial Strategy and Policy
Production and Operations Management
E
F Algebra with Calculus for Business
Quantitative Methods in Business
G Organization Theory and Behavior
Business Law and Social Responsibility
H Speech
Information and Communication Techniques
University of Texas at Tyler (continued)
Bachelor of Business Administration in Finance
A Principles of Marketing
B
C Managerial Accounting or Intermediate Accounting II or Cost Accounting
Principles of Economics I & II
Principles of Accounting I & II
Financial Management
Intermediate Finance Management
D Managerial Strategy and Policy
Production and Operations Management
E
F
G Organization Theory and Behavior
Business Law and Social Responsibility
H

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at Tyler (continued)	
Bachelor of Business Administration in General Business	
A	
B	
C	Principles of Accounting I & II Principles of Economics I & II Financial Management
D	Managerial Strategy and Policy Production and Operations Management
E	
F	
G	Organization Theory and Behavior Business Law and Social Responsibility
H	Information and Communications Techniques
University of Texas at Tyler (continued)	
Bachelor of Business Administration in Management	
A	Principles of Marketing
B	
C	Principles of Accounting I & II Principles of Economics I & II Intermediate Microeconomic Analysis or Intermediate Macroeconomics Analysis or Managerial Economics Managerial Accounting or Intermediate Accounting or Cost Accounting Financial Management
D	Management Strategy and Policy Production and Operations Management Management Science Human Resource Management Management of Organizations
E	
F	
G	Organization Theory and Behavior Business Law and Social Responsibility
H	Information and Communication Techniques

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas at Tyler (continued)	
Bachelor of Business Administration in Marketing	
A	Principles of Marketing Consumer Behavior Marketing Research Marketing Management Channel System and Marketing Structure
B	
C	Principles of Accounting I & II Principles of Economics I & II Financial Management
D	Management Strategy and Policy Production and Operations Management
E	
F	
G	Organization Theory and Behavior Business Law and Social Responsibility
H	Information and Communication Technique
University of Texas at Tyler (continued)	
Bachelor of Science in Technology: Industrial Technology Option	
A	
B	
C	
D	Supervision
E	Production Technology Manufacturing Technology
F	
G	Industrial Psychology Industrial Relations Public Relations Organization Theory and Behavior
H	Business and Professional Speaking Visual and Communication Technology

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas – Pan American	
Bachelor of Business Administration in Accounting	
A	International Business Principles of Marketing
B	
C	Introduction to Financial Accounting Fundamentals of Managerial Accounting Principles of Economics II Managerial Finance Cost Accounting Intermediate Accounting I & II & III Advanced Accounting I
D	Principles of Management and Organizational Behavior Production Management
E	
F	Business Calculus or Introduction to Quantitative Methods in Business Elementary Business and Economic Statistics Intermediate Business and Economic Statistics
G	Business Law I
H	Presentational Speaking Organizational Communication
University of Texas – Pan American (continued)	
Bachelor of Business Administration in Computer Information Systems	
A	International Business Principles of Marketing
B	
C	Introduction to Financial Accounting Fundamentals of Managerial Accounting Principles of Economics II Managerial Finance
D	Principles of Management and Organizational Behavior Production Management
E	
F	Business Calculus or Introduction to Quantitative Methods in Business Elementary Business and Economic Statistics Intermediate Business and Economic Statistics
G	Business Law I
H	Presentational Speaking Organizational Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas – Pan American (continued)	
Bachelor of Business Administration in Economics	
A	International Business Principles of Marketing
B	
C	Introduction to Financial Accounting Fundamentals of Managerial Accounting Principles of Economics II Managerial Finance Macroeconomic Theory Microeconomic Theory
D	Principles of Management and Organizational Behavior Production Management
E	
F	Business Calculus or Introduction to Quantitative Methods in Business Elementary Business and Economic Statistics Intermediate Business and Economic Statistics
G	Business Law I
H	Presentational Speaking Organizational Communication
University of Texas – Pan American (continued)	
Bachelor of Business Administration in Finance	
A	International Business Principles of Marketing
B	
C	Introduction to Financial Accounting Fundamentals of Managerial Accounting Principles of Economics II Managerial Finance Advanced Managerial Finance
D	Principles of Management and Organizational Behavior Production Management
E	
F	Business Calculus or Introduction to Quantitative Methods in Business Elementary Business and Economic Statistics Intermediate Business and Economic Statistics
G	Business Law I
H	Presentational Speaking Organizational Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas – Pan American (continued)	
	Bachelor of Arts in Economics
A	International Business Principles of Marketing
B	
C	Introduction to Financial Accounting Principles of Economics II Managerial Finance Macroeconomic Theory Microeconomic Theory
D	Principles of Management and Organizational Behavior Production Management
E	
F	Business Calculus or Introduction to Quantitative Methods in Business Elementary Business and Economic Statistics Intermediate Business and Economic Statistics Econometrics
G	Business Law I
H	Presentational Speaking Organizational Communication
University of Texas – Pan American (continued)	
	Bachelor of Business Administration in Management
A	International Business Principles of Marketing
B	
C	Introduction to Financial Accounting Fundamentals of Managerial Accounting Principles of Economics II Managerial Finance
D	Principles of Management and Organizational Behavior Production Management Human Resource Management
E	
F	Business Calculus or Introduction to Quantitative Methods in Business Elementary Business and Economic Statistics Intermediate Business and Economic Statistics
G	Business Law I Organizational Behavior Societal Problems in Business
H	Presentational Speaking Organizational Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas – Pan American (continued)	
	Bachelor of Business Administration in Marketing: Sales Option
A	International Business
	Principles of Marketing
	Consumer Behavior
	Marketing Research
	Professional Salesmanship
	Sales Management
	Promotion Management
	Industrial Marketing
	International Marketing
	Marketing Management
B	
C	Introduction to Financial Accounting
	Fundamentals of Managerial Accounting
	Principles of Economics II
	Managerial Finance
D	Principles of Management and Organizational Behavior
	Production Management
E	
F	Business Calculus or Introduction to Quantitative Methods in Business
	Elementary Business and Economic Statistics
	Intermediate Business and Economic Statistics
G	Business Law I
H	Presentational Speaking
	Organizational Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas – Pan American (continued)	
	Bachelor of Business Administration in Marketing: Retail Management Option
A	International Business
	Principles of Marketing
	Consumer Behavior
	Marketing Research
	Retailing Management
	Purchasing and Supply Management
	Promotion Management
	Professional Salesmanship
	International Marketing
	Marketing Management
B	
C	Introduction to Financial Accounting
	Fundamentals of Managerial Accounting
	Principles of Economics II
	Managerial Finance
D	Principles of Management and Organizational Behavior
	Production Management
E	
F	Business Calculus or Introduction to Quantitative Methods in Business
	Elementary Business and Economic Statistics
	Intermediate Business and Economic Statistics
G	Business Law I
H	Presentational Speaking
	Organizational Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas – Pan American (continued)	
	Bachelor of Business Administration in Marketing: Promotion Management Option
A	International Business
	Principles of Marketing
	Marketing Management
	Advertising
	Professional Salesmanship
	Promotion Management
	Industrial Marketing
	International Marketing
B	
C	Introduction to Financial Accounting
	Fundamentals of Managerial Accounting
	Principles of Economics II
	Managerial Finance
D	Principles of Management and Organizational Behavior
	Production Management
E	
F	Business Calculus or Introduction to Quantitative Methods in Business
	Elementary Business and Economic Statistics
	Intermediate Business and Economic Statistics
G	Business Law I
H	Presentational Speaking
	Organizational Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas – Pan American (continued)	
Bachelor of Business Administration in International Business: Management Option	
A	International Business Principles of Marketing International Marketing
B	
C	Introduction to Financial Accounting Fundamentals of Managerial Accounting Principles of Economics II Managerial Finance
D	Principles of Management and Organizational Behavior Production Management Management Environment in International Business
E	
F	Business Calculus or Introduction to Quantitative Methods in Business Elementary Business and Economic Statistics Intermediate Business and Economic Statistics
G	Business Law I Legal Considerations of International Business
H	Presentational Speaking Organizational Communication
University of Texas – Pan American (continued)	
Bachelor of Business Administration in International Business: Marketing Option	
A	International Business Principles of Marketing International Marketing
B	
C	Introduction to Financial Accounting Fundamentals of Managerial Accounting Principles of Economics II Managerial Finance International Finance
D	Principles of Management and Organizational Behavior Production Management Management Environment and International Business
E	
F	Business Calculus or Introduction to Quantitative Methods in Business Elementary Business and Economic Statistics Intermediate Business and Economic Statistics
G	Business Law I Legal Considerations of International Business
H	Presentational Speaking Organizational Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
University of Texas – Pan American (continued)	
	Bachelor of Business Administration in International Business: Economics/Finance Option
A	International Business
	Principles of Marketing
	International Marketing
	International Trade
B	
C	Introduction to Financial Accounting
	Fundamentals of Managerial Accounting
	Principles of Economics II
	Managerial Finance
	International Finance
D	Principles of Management and Organizational Behavior
	Production Management
	Management Environment in International Business
E	
F	Business Calculus or Introduction to Quantitative Methods in Business
	Elementary Business and Economic Statistics
	Intermediate Business and Economic Statistics
G	Business Law I
	Legal Considerations of International Business
H	Presentational Speaking
	Organizational Communication
West Texas A & M University	
	Bachelor of Business Administration in Accounting: Economics Specialization
A	Principles of Marketing
B	
C	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Microeconomics
	Business Finance
	Intermediate Accounting I & II
	Cost Accounting
	Advanced Accounting Theory
	Intermediate Microeconomics
	Intermediate Macroeconomics
D	Principles of Management
	Strategic Management and Policy
E	
F	Statistics for Business and Economics
	Mathematics for Business and Economics
G	Business Law
H	Business Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
West Texas A & M University (continued)	
	Bachelor of Business Administration in Accounting: Finance Specialization
A	Principles of Marketing
B	
C	Introduction to Financial Accounting Introduction to Managerial Accounting Principles of Microeconomics Business Finance Intermediate Accounting I & II Cost Accounting Advanced Accounting Theory International Finance Finance Management
D	Principles of Management Strategic Management and Policy
E	
F	Statistics for Business and Economics Mathematics for Business and Economics
G	Business Law
H	Business Communication
West Texas A & M University (continued)	
	Bachelor of Business Administration in Management
A	Principles of Marketing
B	
C	Introduction to Financial Accounting Introduction to Managerial Accounting Principles of Microeconomics Business Finance
D	Principles of Management Strategic Management and Policy Human Resource Management International Management Contemporary Problems in Management
E	
F	Statistics for Business and Economics Mathematics for Business and Economics
G	Business Law Organizational Behavior Business Ethics and Society
H	Business Communication

Table C-10 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
West Texas A & M University (continued)	
	Bachelor of Business Administration in Marketing
A	Principles of Marketing
	Sales Management
	Marketing Strategy
	Retail Marketing
	Principles of Advertising
	International Marketing
	Marketing Research
	Selling
	Consumer Behavior
B	
C	Introduction to Financial Accounting
	Introduction to Managerial Accounting
	Principles of Microeconomics
	Business Finance
D	Principles of Management
	Strategic Management and Policy
E	
F	Statistics for Business and Economics
	Mathematics for Business and Economics
G	Business Law
	Business Ethics and Society
H	Business Communication

Table C-11
**Vermont Schools Qualifying for Full Study by Requiring Minimum of Two Courses
in Each of at Least Three Curricular Groupings**

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Castleton State College	
	Bachelor of Science in Business Administration: Accounting
A	Principles of Marketing
B	
C	Accounting I & II
	Macroeconomics
	Principles of Microeconomics of Prices and Outputs
	Principles of Finance
	Intermediate Accounting I & II
	Cost Accounting
	Advanced Accounting
D	Principles of Management
	Strategic Management
E	
F	Accounting Tools
G	Business Law I & II
H	
Castleton State College (continued)	
	Bachelor of Science in Business Administration: Management
A	Principles of Marketing
B	
C	Accounting I & II
	Macroeconomics
	Principles of Microeconomics of Prices and Outputs
	Principles of Finance
	Managerial Accounting
D	Principles of Management
	Strategic Management
	Quantitative Business Decisions
	Operations Management
	Case Studies in Business Management
E	
F	
G	Business Law
	Organizational Development and Behavior
H	

Table C-11 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Castleton State College (continued)	
Bachelor of Science in Business Administration: E-Commerce	
A	Principles of Marketing Advertising Marketing Research Electronic Commerce Strategy
B	
C	Accounting I & II Macroeconomics Principles of Microeconomics of Prices and Outputs Principles of Finance
D	Principles of Management Strategic Management
E	
F	
G	Business Law
H	
Castleton State College (continued)	
Bachelor of Science in Business Administration: Marketing	
A	Principles of Marketing Consumer Behavior Advertising Marketing Research Marketing Strategy
B	
C	Accounting I & II Macroeconomics Principles of Microeconomics of Prices and Outputs Principles of Finance
D	Principles of Management Strategic Management
E	
F	
G	Business Law
H	

Table C-11 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Johnson State College	
Bachelor of Arts in Business	
A	Principles of Marketing Marketing Strategies
B	
C	Financial Management Financial Accounting (4 credit hours) Managerial Accounting (4 credit hours) Microeconomics Macroeconomics
D	Principles of Management Human Resource Management Organizational Behavior and Management
E	
F	
G	Business Law I
H	
Lyndon State College	
Bachelor of Science in Accounting	
A	Principles of Marketing
B	
C	Financial Accounting (4 credit hours) Intermediate Accounting I & II Financial Management Advanced Accounting I & II Economics I & II
D	Cost Management Principles of Management Management Planning and Control
E	
F	
G	Business Law I & II Organizational Behavior in Business Business Policy
H	Effective Management Presentations

Table C-11 (Continued)

College or University	
Bachelor Level Program	
Curricular Grouping	
Qualifying Courses	
Lyndon State College (continued)	
Bachelor of Science in Business Administration: Business Concentration	
A	Principles of Marketing
B	
C	Economics I & II Financial Accounting (4 credit hours)
D	
E	Principles of Management Financial Management Management Planning and Control Production/Operations Management
F	
G	Business Law I Organizational Behavior in Business Business Policy
H	Effective Management Presentations
Vermont Technical College	
Bachelor of Science in Management of Technology	
A	Principles of Marketing
B	
C	Financial Accounting (4 credit hours) Financial Management
D	Principles of Management Leadership and Management Techniques (4 credit hours) Organizational Behavior and Management Human Resources Management
E	
F	
G	Introduction to Business Law Business Ethics
H	

APPENDIX D

Table D-1
ACCREDITING REGION OF NEW ENGLAND ASSOCIATION OF SCHOOLS AND COLLEGES

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Castleton State College	BSBA in Accounting	3		27	6		3	6		45
	BSBA in Management	3		18	15			6		42
	BSBA in E-Commerce	12		15	6			3		36
	BSBA in Marketing	15		15	6			3		39
Johnson State College	BA in Business	6	17	9				3		35
Lyndon State College	BS in Accounting	3		25	9			12	3	52
	BSBA in Business Concentration	3		10		12		9	3	37
Vermont Technical College	BS in Management of Technology	3		7	13			6		29
Number of Programs →									8	
Number of Programs Requiring Courses		8	1	8	6	1	1	8	2	
Minimum Credit Hours Required		3	17	7	6	12	3	3	3	29
Maximum Credit Hours Required		15	17	27	15	12	3	12	3	52
Mean Credit Hours Required		6.0	17.0	15.8	9.2	12.0	3.0	6.0	3.0	39.4

Table D-2

ACCREDITING REGION OF MIDDLE STATES ASSOCIATION COMMISSION ON HIGHER EDUCATION

School	Degree	Credit Hours per Curricular Grouping								Total per program
		A	B	C	D	E	F	G	H	
Delaware State University										
	BS in Accounting	3		39	22		3	9	3	79
	BS In Management (General Management Concentration)	6		9	19			12	3	49
	BS in Management (Bus Economics Concentration)	3		12	13		3	6		37
	BS in Management (E-Commerce Concentration)	6		9	16			6		37
	BS in Management (Fin & Banking Concentration)	3		9	16			6		34
	BS in Management (Marketing Concentration)	15		9	16			6		46
	BS in Management (Human Resources Management Concentration)	3		9	16			9		37
City University of New York Brooklyn College										
	BS in Business Management & Finance	3		13	9		6			31
City University of New York College of Staten Island										
	Bachelor of Science in Marketing	15		11	7		3	4		40
City University of New York Medgar Evers College										
	BS in Accounting – CPA Emphasis	6		27	6		3	12		54
	BS in Accounting – Managerial Accounting Emphasis	6		27	6		3	9		51

Table D-2 (Continued)

		Credit Hours per Curricular Grouping								Total per program
School	Degree	A	B	C	D	E	F	G	H	
State University of New York College at Fredonia										
	BS in Accounting	3		33	6		3	6		51
	BSBA: Marketing Concentration	12		15	9			3		39
State University of New York College at Geneseo										
	BS in Accounting			27	3	3		9	6	48
	BA in Economics			12			6		6	24
	BS in Management	6		15	9		3	6	6	45
State University of New York Institute of Technology at Utica/Rome										
	BS in Accounting			27	9			9		45
	BBA in Business			15	9			9	3	36
	BS in Business	3		15	9			9	3	39
	BS in Finance	3		24	9			9	3	48
	BBA in Finance	3		24	9			9	3	48
	Bachelor of Professional Studies in Finance	3		24	9			9	3	48

Table D-2 (Continued)

		Credit Hours per Curricular Grouping								Total per program
School	Degree	A	B	C	D	E	F	G	H	
State University of New York at New Paltz										
	BBA in Accounting	3		18	12		6	6		45
	BBA in Finance	3		12	12		6	3		36
	BBA in General Business	3		9	9		6	3		30
	BBA in International Business	9		9	9		6	3		36
	BBA in Management	6		9	18		6	6		45
	BBA in Marketing	24		9	9		6	3		51
State University of New York at Old Westbury										
	BS in Bus & Management: HR Management Specialization	3		15	12		3	9		42
	BS in Bus & Management: Management Sys Specialization	9		15	21		3	9		57
State University of New York at Oswego										
	BS in Management Accounting	3		24	9		3	6	6	51
	BS in Public Accounting	3		27	6		3	6	6	51
	BS in Human Resource Management	3		15	15	3	3	6	3	48
	BS in Marketing	12		18	6		3	3	3	45

Table D-2 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per program
		A	B	C	D	E	F	G	H	
State University of New York College at Plattsburgh										
	BS in Management	3		18	9		3	6	3	42
	BS in Marketing	18		15	6		3		3	45
Bloomsburg University of Pennsylvania										
	BSBA: Management	3		15	12			9	6	45
	BSBA: Management - Human Resources Concentration	3		15	12		12		6	48
	BSBA: Marketing	21		15	3		3	6		48
Clarion University of Pennsylvania										
	BSBA: Accounting	3		24	9		6	3	3	48
	BSBA: Management - General Management Track	6		15	12		6	6	3	48
	BSBA: Management - Materials Management Track	9		18	12		9	6	3	57
	BSBA: Management - Small Business Management	9		15	18		6	6	3	57
	BSBA: Management - Sports Management	3		15	9		6	3	3	39
	BSBA: Management - Library Science	6		15	12		6	6	3	48
	BSBA: Industrial Relations	3		15	12		6	6	3	45
	BSBA: International Business	3		24	9		6	3	3	48
	BSBA: Finance	3		21	9		6	3	3	45
	BSBA: Real Estate	3		15	9		6	3	3	39
	BSBA: Marketing	21		15	9		6	3	3	57

Table D-2 (Continued)

		Credit Hours per Curricular Grouping								Total per program
School	Degree	A	B	C	D	E	F	G	H	
Edinboro University of Pennsylvania	BSBA: Accounting Concentration	3		27	6		3	6		45
	BSBA: Financial Services Concentration	6		15	6		3	3		33
	BSBA: Forensic Accounting Concentration	3		27	6		3	6		45
	BSBA: International Bus Concentration	6		21	9		3	3		42
	BSBA: Marketing Concentration	12		15	6		3	3		39
Kutztown University of Pennsylvania	BSBA: International Marketing	6		21	6		3	3		39
	BSBA: Management	3		15	9		3	6		36
Lock Haven University of Pennsylvania	BS in Accounting	3		24	6			6	3	42
	BS in Management General Management Concentration	3		15	9			6		33
	BS in Management International Bus Concentration	6		21	6			3		36
Mansfield University of Pennsylvania	BSBA: Accounting Concentration	3		27	6		3	6		45
	BSBA: International Bus Concentration	6		21	9		3	9		48
	BSBA: Management Concentration	6		15	12		3	9		45
	BSBA: Marketing Concentration	9		15	6		3	6		39

Table D-2 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per program
		A	B	C	D	E	F	G	H	
Millersville University of Pennsylvania	BSBA: Accounting Option	3		24	12		6	3		48
	BSBA: Finance Option	3		21	9		6	3		42
	BSBA: International Business Option	6		15	9		6	3		39
	BSBA: Management Option	3		15	15		6	3		42
	BSBA: Marketing Option	6		15	12		6	3		42
Pennsylvania State University - Harrisburg Capitol College	BS in Marketing	9		12	6			6		33
	BS in General Business	3		12	9			9		33
	BS in Finance	3		12	9		6			30
	BS in Management	3		12	9			9		33
	BS in Accounting	3		30	9			6		48

Table D-2 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per program
		A	B	C	D	E	F	G	H	
Shippensburg University of Pennsylvania	BSBA: Accounting	3		27	6		3	6		45
	BA in Economics	3		18	6		3	6		36
	BSBA: Economics	3		18	6		3	6		36
	BSBA: Finance	3		15	6		3	6		33
	BSBA: Information Management & Analysis - Accounting Option	6		18	6		3	6		39
	BSBA: Information Management & Analysis - Finance Option	3		15	6		3	6		33
	BSBA: Information Management & analysis - Marketing Option	9		15	6		3	6		39
	BSBA: Management Information Systems	3		15	6		3	6		33
	BSBA: Management - General Management Concentration	6		15	6		6	6		39
	BSBA: Management - Human Resources Management Concentration	3		15	12		3	9		42
	BSBA: Management - International Management Concentration	9		15	9		3	6		42
	BSBA: Marketing	12		15	6		3	6		42
	BSBA: Marketing - Supply Chain Operations & Management	12		15	6		6	6		45

Table D-2 (Continued)

		Credit Hours per Curricular Grouping								Total per program
School	Degree	A	B	C	D	E	F	G	H	
Slippery Rock University of Pennsylvania	BS in Economics	3		18	9		3	9		42
	BSBA: Human Resource Management	3		12	12			15		42
	BSBA: International Business	3		18	6			9		36
	BSBA: Management	3		12	12			9		36
	BSBA: Marketing	18		12	3			9		42
University of Pittsburgh - Greensburg	BS in Management	3		21	12		9	9		54
	BS in Management Information Systems Emphasis	3		15	12		6			36
	BS in Management/Accounting	3		30	12		6	9		60
University of Pittsburgh - Johnstown	BSBA: Accounting	3		21	12			6		42
	BSBA: Finance	3		15	12			6		36
	BSBA: General Management (Additional courses in seven areas yield 100's of variations)	3		12	12			6		33
	BSBA: Marketing	12		12	12			6		42

Table D-2 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per program
		A	B	C	D	E	F	G	H	
West Chester University of Pennsylvania	BS in Marketing	18		15	6		3	3		45
	BS in Business Management	3		15	18		6	9		51
						No. of Programs →				101
	No. of Programs Requiring Courses	97	0	101	100	2	72	95	30	
	Minimum Credit Hours Required	3	0	9	3	3	3	3	3	24
	Maximum Credit Hours Required	24	0	39	22	3	12	15	6	79
	Mean Credit Hours Required	5.9	0.0	17.3	9.7	3.0	4.5	6.3	3.7	42.8

Table D-3
ACCREDITING REGION OF SOUTHERN ASSOCIATION OF SCHOOLS & COLLEGES

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Angelo State University	BBA in Finance	3		18	9			6		36
	BBA in Finance in Financial Planning Option	3		21	9			6		39
	BBA in General Business	9		15	9		3	3	6	45
	BBA in General Business in International Option	6		21	9		3	3	3	45
	BBA in General Business in Management Information Systems Option	3		15	9		6	3	6	42
	BBA in Management	3		18	12		3	6	6	48
	BBA in Marketing	12		18	9		6	3	3	51
Lamar University	BS in Industrial Engineering		39		3	6	6			54
	BBA	3		15	6		9	9	3	45
Midwestern State University	BBA in Accounting	3		24	6			9		42
	BBA in Bus. Computer Information Systems	3		15	6			6		30
	BBA in Economics	3		21	6		3	6		39
	BBA in Finance	3		21	6			6		36
	BBA in International Trade	6		24	9			6		45
	BBA in Management	3		15	12			9		39
	BBA in Marketing	18		15	6			6		45
	BBA in General Business	6		21	6			6		39

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Prairie View A & M University										
	BA in Accounting	3		27	9		3	6	3	51
	BA in Management	3		15	15		3	9	3	48
	BA in Marketing	15		15	9		3	3	3	48
Sam Houston State University										
	BBA in Accounting	3		24	9		6	6	3	51
	BBA in Economics	3		21	9		6	3	3	45
	BBA in Finance	3		27	9		6	3	3	51
	BBA in General Business Administration	3		15	9		6	6	3	42
	BBA in Human Resource Management	3		21	15		6	15	3	63
	BBA in Management Information Systems	3		12	9		6	3	3	36
	BBA in International Business	6		24	9		9	3	3	54
	BBA in Management	3		24	15		6	6	3	57
Southwest State University										
	BBA in Management	3		15	12			6	3	39
	BBA in Marketing	21		15	6			3	3	48

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Stephen F. Austin State University	BBA in Accounting	3		24	9		3	6	3	48
	BBA in Computer Information Systems	3		15	6		3	6	3	36
	BBA in Business Economics	3		15	9		3	6	3	39
	BBA in Finance	3		15	9		3	6	3	39
Sul Ross State University	BBA in Accounting	6		24	6		3	3		42
	BBA in Business Management	6		18	6		3	3		36
Tarleton State University	BBA in Management	6		15	21		3	12		57
	BBA in Marketing	30		15	6		3	9		63
	BBA in Human Resource Management	6		21	12		3	15		57
	BBA in Interdisciplinary Business	6		15	6		3	9		39
	BAAS in Business Occupations	6		15	6		3	6		36
	BS in Accounting	3		30	6		3	6		48
	BBA in Accounting	3		30	6		3	6		48
	BS in Finance	3		30	6		3	6		48
	BBA in Finance	3		30	6		3	6		48
	BSBA	3		18	12		3	6	3	45
	BS in Economics	3		24	6		3	6		42
	BS in Economics in International Economics	9		18	6		3	6		42
	BS in Management	6		15	24		3	9		57

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Texas A & M International University	BBA in Accounting	6		33	6		6	6		57
	BBA in Business Administration	6		18	9		6	6		45
	BBA in Computer Information Systems	6		18	6		6	6	3	45
	BBA in Finance	3		24	9			6	3	45
	BBA in International Economics	6		24	12		6	6	3	57
	BBA in Management	6		18	12		6	18		60
	BBA in Marketing	27		18	6		6	6	3	66
Texas A & M University Commerce	BBA in Accounting	9		18	9		3	3	3	45
	BBA in General Business	9		9	12		6	6	6	48
	BBA in Human Resource Management	15		9	12		3	6	3	48
	BBA in Management	15		9	12		3	3	3	45
	BBA in Professional Accountancy	9		21	9		3	3	3	48
	BBA in Marketing	27		9	9		3	3	3	54
	BBA in Management Information Systems	9		12	9		6	3	3	42
	BBA in Production/Operations Management	18		9	12		3	3	3	48
	BSBA	9		9	9		3	3	3	36
	BA in Economics	9		15	9		3	3	3	42
	BA in Economics in Minor in Finance	9		21	9		3	3	3	48
	BBA in Finance	9		12	9		3	3	3	39
	BS in Technical Management	15		9	12	3	3	3	3	48

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Texas A & M University Corpus Christi	BBA in Accounting	3		27	6		3	9	6	54
	BBA in Finance	3		24	6		3	9	6	51
	BBA in General Business	6		18	6		3	6	6	45
	BBA in Management in General Management	6		15	18		3	9	6	57
	BBA in Management in Health Care Emphasis	6		15	9	3	3	9	6	51
	BBA in Management in Human Resource Management	6		15	9		3	12	6	51
	BBA in Management Information. System in Bus. Analyst Emphasis	6		15	6		3	9	6	45
	BBA in Management Information. System in Bus. Applications Emphasis	6		15	6		3	9	6	45
	BBA in Marketing	15		15	6		3	12	6	57
Texas A & M University Kingsville	BBA in Accounting	3		24	6		3	6	6	48
	BBA in Management	3		15	12		3	6	6	45
	BBA in General Business Administration	6		15	12		3	6	6	48
	BBA in Finance	3		15	6		3	6	3	36
Texas A & M University Texarkana	BBA in Management	9		12	9			21	3	54
	BBA in Human Resource Management	3		12	9			21	3	48
	BBA in International Business	9		12	3			9	3	36

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Texas Southern University	BBA in Accounting	3		30	9		3	9	3	57
	BBA in Marketing	18		15	12		3	6	3	57
	BBA in Economics	3		24	9		9	6	3	54
	BBA in Finance	3		30	9		3	6	3	54
	BBA in Management	3		15	27		6	12	3	66
University of Houston Downtown	BBA in Accounting	3		30	9		3	3	6	54
	BBA in Administrative Management	3		15	24		3	3	6	54
	BBA in Computer Information Systems	3		15	9		3	3	6	39
	BBA in Finance	3		27	9		6	3	6	54
	BBA in General Business	3		15	9		3	6	6	42
	BBA in International Business	9		24	12		3	6	6	60
	BBA in Management	3		15	24		3	6	6	57
	BBA in Marketing	24		15	9		3	3	6	60
	BBA in Purchasing & Supply Management	9		15	12	6	3	3	6	54
University of Houston Victoria	BBA in Accounting	3		24	6		9	6	3	51
	BBA in Management	3		12	15		9	9	3	51
	BBA in General Business	3		12	6		9	6	3	39

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
University of North Texas	BBA in Operations Management Science	6		15	12	6	3	9	6	57
	BBA in Marketing	15		15			3	9	6	48
	BBA in Finance	3		18			3	12	6	42
	BBA in Economics	3		21			3	9	6	42
	BBA in Entrepreneurship & Strategic Management	6		15	12		3	12	6	54
	BBA in Organizational Behavior & Human Resource Management	3		15	9		3	12	6	48
	BBA in General Business in Business Administration Track	9		15	3		3	12	6	48
	BBA in General Business in Education Track	6		15	3			9	6	39
	BS in Accounting Control Systems	3		33			3	9	6	54
	BBA in Bus. Computer Information Systems	3		15	9		3	9	6	45
University of Texas at Arlington	BBA in International Business	6		18	6		6	6		42
	BBA in Accounting	3		24	6		3	6	3	45
	BBA in Economics	3		15	9		6	3		36
	BBA in Marketing	12		15	6		3	3		39
	BBA in Operations Management	9		15	15		3	3		45
	BS in Accounting	3		21	9		6	6		45

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
University of Texas at Brownsville										
	BBA in General Business	6		15	6		3	6	6	42
	BBA in Finance	6		21	6		3	6	6	48
	BBA in Accounting in Corp or Governmental Track	6		27	9		3	6	6	57
	BBA in Accounting in Auditing & Financial Reporting Track	6		24	6		3	9	6	54
	BBA in Management	6		15	15		3	15	6	60
	BBA in Marketing	24		15	6		3	6	6	60
	BAS in Applied Business Technology	6		21	6			3	6	42
University of Texas of the Permian Basin										
	BBA in Management	3		15	12			6		36
	BBA in Marketing	9		15	9					33

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
University of Texas at San Antonio	BBA in General Business	6		15	12		6	12	6	57
	BBA in Accounting in Traditional/Financial Reporting Track	3		24	9		6	6	6	54
	BBA in Accounting in Managerial/Systems Track	3		24	9		6	6	6	54
	BBA in Information Systems	3		15	9		6	9	3	45
	BBA in Economics	3		18	12		12	6	3	54
	BBA in Finance	3		21	12		6	6	3	51
	BBA in Construction Management	3		15	9		6	6	3	42
	BBA in Management in International Bus Concentration	6		15	15		6	6	3	51
	BBA in Management in Leadership & Administration Concentration	3		18	12		6	15	9	63
	BBA in Management in Small Business & Entrepreneurship Concentration	9		18	12		6	9	9	63
	University of Texas at Tyler	BBA in Accounting	3		27	6		6	6	6
BBA in Finance		3		21	6			6		36
BBA in General Business				15	6			6	3	30
BBA in Management		3		21	15			6	3	48
BBA in Marketing		15		15	6			6	3	45
BS in Technology in Industrial Technology Option					3	6		12	6	27

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
University of Texas - Pan American										
	BBA in Accounting	6		27	6		9	3	6	57
	BBA in Computer Information Systems	6		12	6		9	3	6	42
	BBA in Economics	6		18	6		9	3	6	48
	BBA in Finance	6		15	6		9	3	6	45
	BA in Economics	6		15	6		12	3	6	48
	BBA in Management	6		12	9		9	9	6	51
	BBA in Marketing in Sales Option	30		12	6		9	3	6	66
	BBA in Marketing in Retail Management Option	30		12	6		9	3	6	66
	BBA in Marketing in Promotion Management Option	24		12	6		9	3	6	60
	BBA in International Bus in Management Option	9		12	9		9	6	6	51
	BBA In International Bus in Marketing Option	9		15	9		9	6	6	54
	BBA in International Bus in Econ/Finance Option	12		15	9		9	6	6	57
West Texas A & M University										
	BBA in Accounting in Economics Specialization	3		30	6		6	3	3	51
	BBA in Accounting in Finance Specialization	3		30	6		6	3	3	51
	BBA in Management	3		12	15		6	9	3	48
	BBA in Marketing	27		12	6		6	6	3	60
Florida A & M University										
	BS in Accounting	6		24	3		9	9		51
	BSBA	6		21	9		6	9		51

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Florida Atlantic University	BBA in Accounting			15	12		3	6	3	39
	BBA in Economics			18	9		6	6	3	42
	BBA in Finance			21	9		6	6	3	45
	BBA in International Business & Trade	6		15	12		3	6	3	45
	BBA in Management in General Option	6		15	12		3	6	3	45
	BBA in Management in Human Resources Option	3		12	12		3	12	3	45
	BBA in Management in Small Business & Entrepreneurship Option	9		12	15		3	6	3	48
	BBA in Marketing - General Marketing Option	15		12	9		3	6	3	48
	BBA in Marketing - Sales Management Option	15		12	9		3	6	3	48
	BBA in Marketing - Advertising Option	6		12	9		3	6	3	39
	BBA in Marketing - Retail Management Option	3		12	15		3	6	3	42
Florida Gulf Coast University	BS in Accounting	3		27	9		6	3	6	54
	BS in Finance	3		24	9		6	3	6	51
	BS in Management	3		15	18		3	6	6	51
	BS in Marketing	12		15	9		6	3	6	51

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Florida International University										
	BBA in Management	6		18	12		9	6	3	54
	BBA in Marketing	18		18	9		9	3	3	60
	BBA in International Business	9		21	12		9	3	3	57
	BBA in Finance	3		21	12		9	3	3	51
	Bachelor of Accounting	3		30	9		9	3	3	57
University of Central Florida										
	BSBA in Finance	6		21	6		6	3		42
	BSBA in Economics	6		21	6		9	3		45
	BSBA in Management	6		15	15		6	6		48
	BSBA in Marketing	21		15	9		6	3		54
University of North Florida										
	BBA in Accounting	3		30	9		6	3		51
	BBA in Economics	3		21	9		9	3	3	48
	BBA in Finance in Corporate Track	3		30	9		9	3		54
	BBA in Finance in Investments Track	3		27	9		9	3		51
	BBA in Finance in Real Estate Track	3		21	9		6	3		42
	BBA in Financial Services in Institutional Track	3		27	9		9	3	3	54
	BBA in Finance in Financial Planning Track	3		21	9		9	3	3	48
	BBA in Management	3		15	15		6	9		48
	BBA in Marketing	15		27	9		9	3		63
	BBA in Transportation & Logistics	6		15	18		9	3	3	54

Table D-3 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
University of West Florida	BSBA in Accounting in Prof Accountancy Specialization	6		24	9		3	3	3	48
	BSBA in Accounting in Accounting Inf. Sys Specialization	6		24	9		3	3	3	48
	BSBA in Accounting in Controllershship Specialization	6		24	9		3	3	3	48
	BSBA in Finance	6		24	9		3	3	3	48
	BSBA in Econ in Comprehensive Econ Specialization	6		18	9		3	3	3	42
	BSBA in Econ in Global Econ Specialization	9		18	9		3	3	3	45
	BSBA in Econ in E-Commerce Econ Specialization	15		21	9		3	3	3	54
	BSBA in Economics in Economic Research Specialization	9		24	9		3	3	3	51
	BSBA in Marketing in Comprehensive Marketing Specialization	15		18	9		3	3	3	51
	BSBA in Marketing in Global Marketing Specialization	18		18	9		3	3	3	54
	BSBA in Marketing in E-Commerce Marketing Specialization	24		18	12		3	3	3	63
	BSBA in Marketing in Marketing Research Specialization	21		18	12		3	3	3	60
	BSBA in Marketing in Sales Management Specialization	18		18	15		3	3	3	60
Number of Programs Requiring Courses in Curricular Grouping										208
Minimum Credit Hours Required										27
Maximum Credit Hours Required										66
Mean Credit Hours Required										48.6

Table D-4
ACCREDITING REGION OF NORTH CENTRAL ASSOCIATION OF COLLEGES AND SCHOOLS

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Dickinson State University										
	BS in Accounting	3		27	3			9	9	51
	BSBA in Accounting	9		24	6			6	6	51
	BSBA in Agri-Business	12		18	6			6	12	54
	BSBA in Banking & Finance	9		21	6			6	9	51
	BSBA in Management	15		15	9			12	9	60
	BSBA in Management Information Systems	9		15	6			6	9	45
	BSBA in Manufacturing Technology	9	3	15	6			6	9	48
	BSBA in Office Administration	9		15	9			6	9	48
	BA in Business Administration	6		15	6			6	6	39
Mayville State University										
	BSBA in Management	6		15	15			9	3	48
	BSBA in Marketing/Merchandising	18		15	9			6	3	51
Minot State University										
	BS in International Business	9		24	15			6	3	57
	BS in Management	6		18	15			6	3	48
	BS in Marketing	18		18	9			3	3	51
Valley City State University										
	BSBA in Accounting	9		27	3		3	9	6	57
	BSBA in Finance	9		27	6		3	6	6	57
	BSBA in Management	9		21	9		3	12	6	60
	BSBA in Marketing	12		18	6		3	6	9	54

Table D-4 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
University of North Dakota										
	BSBA in Business Economics	3		21	9		3		6	42
	BBA in Economics			18			6	6		30
	BBA in Entrepreneurship	12		15	15		3	3	6	54
	BBA in Financial Management	3		27	9	3		3	6	51
Black Hills State University										
	BSBA in Accounting	3		27	9			6	3	48
	BSBA in Entrepreneurial Studies	12		18	24				3	57
	BSBA in Health Services Administration	6		15	12			6	3	42
	BSBA in Human Resource Management	9		18	15			9	3	54
	BSBA in Management	9		21	15			6	3	54
	BSBA in Marketing	24		15	9			3	6	57
	BSBA in Tourism & Hospitality Management	12		15	9			3	3	42
Dakota State University										
	BBA in Accounting	3		24	9		6	3		45
	BBA in Finance	3		21	9		6	3		42
	BBA in Management	6		15	15		6	3		45
	BBA in Management Information Systems	3		15	9		6	3		36
	BBA in Marketing	15		15	9		6	3		48
	BS in Electronic Commerce	6		15	9		6	3	3	42
	BS in Professional Accountancy	3		24	9		6	6	3	51

Table D-4 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Northern State University										
	BA in International Business	9		24	9			6		48
	BS in Management	3		21	12		3	9		48
	BS in Marketing	24		21	3			6		54
University of South Dakota										
	BS in Accounting	3		24	6		6	9	3	51
	BSBA in Economics	3		21	6		9	6	3	48
	BSBA in Management - Finance Emphasis	3		18	6		6		3	36
	BSBA in Management - Human Resources Emphasis	3		15	9		6	9	3	45
	BSBA in Management - Marketing Emphasis	12		15			6	6	3	42
Eastern Illinois University										
	BS in Business - Accountancy	3		15	15		3	6		42
	BS in Business - Management	3		6	18		3	6		36
	BS in Business - Marketing	15		6	12		3	3		39
Governors State University										
	BA in Business & Applied Sciences			12	12		3	9	3	39
	BA in Business & Administration - Management Concentration			27	6		6	9	3	51
	BA in Business & Administration - Human Resource Management			18	15		6	15	3	57
	BS in Accounting	6		18	12		3	9	3	51

Table D-4 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Illinois State University										
	BS in Accounting - Career Specialty Sequence			21	12		6	3	3	45
	BS in Accounting - Financial Sequence			21	12		6	6	3	48
	BS in Finance			12	12		6	3	3	36
	BS in Insurance			12	12		6	3	3	36
	BSBA			12	12		6	3	3	36
	BS in Management - Entrepreneurship & Small Business	3		12	15		6	6	3	45
	BS in Management - Human Resource Management			12	18		6	6	3	45
	BS in Management - Organizational Leadership			12	24		6	6	3	51
	BS in Management - Quality & Operations Management	3		12	15		6	6	3	45
Northeastern Illinois University										
	BS in Accounting	3		30	12		12	9		66
	BS in Finance	3		24	9		9	9		54
	BS in General Business Administration	3		15	6		9	3		36
	BS in Management	3		15	9		9	3		39
	BS in Marketing	9		15	12		12	3		51
Northern Illinois University										
	BS in Management - Human Resource Management Focus			9	9		3	9	3	33
	BS in Management - Organizational Management Focus			9	21		3	6	3	42

Table D-4 (Continued)

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
Southern Illinois University-Edwardsville	BSBA in Economics	3		18	12		7	6		46
	BSBA in Entrepreneurship	3		6	18		4	6		37
	BSBA in Finance	3		9	12		4	6		34
	BSBA in Human Resource Management	3		6	18		4	6		37
	BSBA in International Business	6		15	18		4	6		49
	BSBA in Management	3		6	15		4	6		34
	BSBA in Marketing	6		6	15		4	6		37
	BS in Business Economics & Finance	3		18	12		7	6		46
University of Illinois at Springfield	BBA in Accountancy	4		25	17		6	4		56
	BA in Economics	4		19	14		6	4		47
	BA in Management	4		16	30		6	4		60

Table D-4 (Continued)

[illegible]

Table D-5
**ACCREDITING REGION OF NORTHWEST ASSOCIATION OF SCHOOLS
AND OF COLLEGES AND UNIVERSITIES**

School	Degree	Credit Hours per Curricular Grouping								Total per Program
		A	B	C	D	E	F	G	H	
University of Alaska Anchorage	BBA in Global Logistics Management	12		15	6			9		42
University of Alaska Southeast	BBA in Accounting			15	6			9		30
	BBA in General Business			15	6			9		30
	BBA in Management			15	6			9		30
	BBA in Marketing			15	6			9		30
		Number of Programs →								5
	Number of Programs Requiring Courses	1	0	5	5	0	0	5	0	5
	Minimum Credit Hours Required	12	0	15	6	0	0	9	0	30
	Maximum Credit Hours Required	12	0	15	6	0	0	9	0	42
	Mean Credit Hours Required	12.0	0.0	15.0	6.0	0.0	0.0	9.0	0.0	32.4

Table D-6
ACCREDITING REGION OF WESTERN ACCOCIATION OF SCHOOLS & COLLEGES

School	Credit Hours per Curricular Grouping									Total per
	Degree	A	B	C	D	E	F	G	H	Program
California Polytechnic State University, San Luis Obispo	(QUARTER SYSTEM)*									
	BSBA	4		21	4		13	16	4	62
California State Polytechnic University, Pomona	(QUARTER SYSTEM)*									
	BS in International Business & Marketing	8		18	18			12		56
California State University, Bakersfield	(QUARTER SYSTEM)*									
	BSBA in General Business Option			20	20		5	15		60
	BSBA in Management Option	5		20			5	15		45
	BSBA in General Marketing Option			20	20		5	15		60
	BSBA in Consumer Marketing & Advertising Strategy Option	5		20	25		5	15		70
	BSBA in Small Business Management Option	5		20	25		5	15		70
California State University, Channel Islands										
	BS in Business	3		21	3		6	6	3	42

Table D-6 (Continued)

School	Credit Hours per Curricular Grouping									Total per
	Degree	A	B	C	D	E	F	G	H	Program
California State University, Dominguez Hills	BSBA in Accounting – Financial Track	3		24	9		6	6		48
	BSBA in Accounting – Managerial Track	3		27	9		6	6		51
	BSBA in Accounting – Internal Auditing Track	3		24	9		6	6		48
	BSBA in Information Systems	3		18	9		6	6		42
	BSBA in Finance	3		24	9		6	6		48
	BSBA in General Business	3		18	9		6	6		42
	BSBA in Human Resource Management	3		18	18		6	9		54
	BSBA in International Business	6		24	12		6	6		54
	BSBA in Management	3		18	21		6	9		57
	BSBA in Marketing – General	12		18	9		6	6		51
	BSBA in Marketing - Advertising	15		18	9		6	6		54
	BSBA in Productivity & Quality Management	3		18	9	3	9	6		48
California State University, Fresno	BSBA in Finance – General Finance Track	6		22	12		4	4		48
	BSBA in International Business	9		16	12			4		41
	BSBA in Legal Environment of Business	3		16	12			13		44
	BSBA in Entrepreneurship	6		16	15			6		43
	BSBA in Human Resource Management	3		16	18			13		50
	BSBA in Management – Prod/Log Management Track	6		16	21	4		4		51
	BSBA in Marketing	9		16	12		4	4	3	48

Table D-6 (Continued)

School	Credit Hours per Curricular Grouping Degree									Total per Program
		A	B	C	D	E	F	G	H	
California State University, Fullerton	Bachelor of Arts in Business Administration			18	6		6	3	6	39
California State University, Hayward	(QUARTER SYSTEM)* BSBA in Marketing			36	20		18	16	4	94
California State University, Los Angeles	(QUARTER SYSTEM)* BSBA	12		24	12		8	8		64
California State University, Monterey Bay	BS in Management & International Entrepreneurship			16	16				8	40
California State University, Northridge	BSBA			13	20		6	6		45
Humboldt State University	BSBA	6		12	12		6			36
San Francisco State University	BSBA			18	6		6	6	6	42
San Jose State University	BSBA	6		12	12		6	12		48

Table D-6 (Continued)

School	Credit Hours per Curricular Grouping									Total per Program
	Degree	A	B	C	D	E	F	G	H	
Sonoma State University	Sonoma State University	4		20	8		4	4		40
		Number of Programs →								36
	Number of Programs Requiring Courses	29	0	36	35	2	29	34	7	
	Minimum Credit Hours Required	3	0	12	3	3	4	3	3	36
	Maximum Credit Hours Required	15	0	27	21	4	9	13	8	57
	Mean Credit Hours Required	5.3	0.0	18.4	11.7	3.5	5.9	6.5	5.2	46.4

***NOTES:**

1. Credit Hours for nine programs on Quarter System are not included in calculations of minimum/maximum or mean credit hour requirements.
2. Number of programs requiring courses in each Curricular Grouping do include programs on Quarter System.

VITA

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EDUCATION

- 2003 Doctor of Philosophy, Educational Human Resource Development
Texas A&M University, College Station, Texas
- 1997 Master of Science in Training and Development
University of Texas at Tyler, Tyler, Texas
- 1970 Bachelor of Science in Industrial Distribution
Clarkson College of Technology, Potsdam, New York

EXPERIENCE

- 2003-Present University of Texas at Tyler, Tyler, Texas
Visiting Assistant Professor of Technology
- 1992 – 2002 Texas State Technical College Marshall, Marshall, Texas
Dean of Administrative Services,
Dean of Texas State Technical College East Texas Center
Program Chair, Computer Networking Technology
Instructor, Computer Networking Technology
Director, Defense Conversion Act Grant
Director, Carl Perkins Technical Preparation Grant
- 1983-2001 Morton-Thiokol, Incorporated, Karnack, Texas
Industrial Engineering Manager
Industrial Engineering Supervisor, Methods and Standards
Senior Industrial Engineer
- 1979-1983 Johnson and Johnson, Incorporated, Sherman, Texas
Senior Industrial Engineer
Industrial Engineer
Cost Improvement Coordinator
Production Supervisor
- 1970-1979 Army Corps of Engineers
Facilities Officer, Contract Liaison
Commander, Engineer Headquarters Company
Battalion Training Officer
Personnel Management Officer (Pentagon, Washington, D.C.)
Assistant Facilities Engineer
Platoon Leader and Executive Officer, Combat Engineer Company