



BROCK
SCHOOL OF BUSINESS
SAMFORD UNIVERSITY

General Business Minor

*Minor Curriculum
(22 credits)*

GROUP I				
{These courses must be completed before beginning Group II}				
Course Number & Title	Credits	Prerequisites for Minors	Term(s) the Course is Offered	Term Course is Completed
Acct 211 (Financial Acct)* Accounting Concepts I	3	A college level math	Fall, Spring, Summer I	
Acct 212 (Managerial Acct) Accounting Concepts II	3	Acct 211	Fall, Spring, Summer II	
Busa 100 World of Business	3	None	Fall and Spring	
Econ 201 Macroeconomics	4	A college level math	Fall, Spring, Summer I	
GROUP II				
{These courses can be completed in any order}				
Course Number & Title	Credits	Prerequisites for Minors	Term(s) the Course is Offered	Term Course is Completed
Busa 303* Principles of Management	3	Completion of Group I	Fall, Spring, Summer I or II	
Busa 311* Marketing Management	3	Completion of Group I	Fall, Spring, Summer I or II	
Busa 321* Financial Management	3	Completion of Group I	Fall and Spring	

*Prerequisites listed in the catalog are not required.

An overall 2.00 GPA in the above courses is required to earn the Business Minor.

Business Minors must complete six (6) credits at the 300 level at Samford and maintain a 2.00 Samford GPA.

~See other side for course descriptions~

Course Descriptions

ACCT 211 Accounting Concepts I

Introduction to the preparation and use of financial statements for business entities, focusing on the uses and limitations of accounting information for external reporting, and emphasizing accounting as a provider of financial information.

Prerequisite: A college level math course.

ACCT 212 Accounting Concepts II

Examination of accounting as an information provider with emphasis on the use of information for managerial decision-making. Includes an introduction to cost behavior, budgeting, responsibility accounting cost control, and product costing.

Prerequisite: Acct 211

BUSA 100 World of Business

Examination of current issues that businesses face as they operate in a global environment. Includes simulation, readings, cases, and teamwork to provide an understanding of major business functions and how they interrelate in actual practice. Designed for first-year students considering management or accounting as a major.

Prerequisite: None

ECON 201 Macroeconomics

Study of macroeconomics, providing a theoretical framework from which aggregate economic events such as inflation, unemployment, and economic growth are explained. The framework is used for analysis of current and potential problems of society. This course provides an organizing structure for understanding how the world economy works, providing the student with some ability to predict future economic events.

Prerequisite: A college-level math course.

BUSA 303 Principles of Management

Study of the individual-, group-, and organizational-level phenomena and processes that affect the functioning and outcomes of organizations in which we live and work. Key topics include diversity, perception and attribution, motivation, decision-making, teams and groups, leadership, communication, culture power and negotiation, organizational structure and design, and international dimensions of organizational behavior.

Prerequisite: Completion of Group I

BUSA 311 Marketing Management

Study of business activities planned and implemented to facilitate the exchange of goods and services in a contemporary marketing environment. Examines the product, price, promotion, and channel decisions faced by domestic and international business firms.

Prerequisite: Completion of Group I

BUSA 321 Financial Management

Examination of the theory and practice of financial management, with an emphasis on corporate applications. Topics include financial environment, time value of money, risk-return relationships, multinational financial management, features and valuation of corporate securities, cost of capital, and capital budgeting.

Prerequisite: Completion of Group I

Note: Prerequisites listed above are for Business Minors only. Please refer to the academic catalog for course prerequisites if you are a Business major or other student wanting to take Business courses.