

**TEXAS TECH UNIVERSITY**  
**JERRY S. RAWLS COLLEGE OF BUSINESS ADMINISTRATION**

**MANAGEMENT MAJOR**

Upper Division Requirements and Schedule for BBA Degree  
 120 Hours

Catalog Year 2009-2010; 2010-2011; 2011-2012; 2012-2013; 2013-2014

A minimum 2.75 GPA is required for this major.

A minimum of 60 hours must be earned at Texas Tech University to qualify for graduation with honors.

**UPPER DIVISION CORE**

**18 HOURS – MINIMUM GRADES OF C ARE REQUIRED**

<b>BLAW 3391</b>	<b>Business Law I.</b> Prerequisite: Minimum grade of C in ENGL 1301 and 1302 and minimum 2.75 Tech GPA
<b>FIN 3320</b>	<b>Financial Management.</b> Prerequisite: ACCT 2300, 2301, ECO 2301, ECO 2302, MATH 2345 and minimum 2.75 Tech GPA
<b>ISQS 3344</b>	<b>Introduction to Production and Operations Management.</b> Prerequisite: ISQS 2340, MATH 2345 and minimum 2.75 Tech GPA
<b>MKT 3350</b>	<b>Introduction to Marketing.</b> Prerequisite: ECO 2301 and minimum 2.75 Tech GPA
<b>MGT 3370</b>	<b>Organization and Management.</b> Prerequisite: Minimum 2.75 Tech GPA
<b>MGT 3373</b>	<b>Managerial Communication.</b> Prerequisite: ISQS 2340 and minimum grades of C in ENGL 1301 and 1302 and minimum 2.75 Tech GPA

**MAJOR COURSES**

**24 HOURS – MINIMUM GRADES OF C ARE REQUIRED**

<b>MGT 3376</b>	<b>Organizational Behavior.</b> Prerequisite: MGT 3370 with a minimum grade of B
<b>MGT 3379</b>	<b>Advanced Organization and Management.</b> Prerequisite: MGT 3370 with a minimum grade of B

**GROUP A – Four courses chosen from the following:**

<b>BA 4000</b>	<b>Technology Commercialization.</b>
<b>MGT 3374</b>	<b>Managing Human Resources.</b> Prerequisite: MGT 3370 with a minimum grade of C
<b>MGT 3375</b>	<b>Entrepreneurship: New Value Creation.</b> Prerequisite: MGT 3370 with minimum grade of C
<b>MGT 4370</b>	<b>Consulting to Entrepreneurial Organizations.</b> Prerequisite: MGT 3370 with minimum grade of C; Field Project in the Lubbock Community, not an in-classroom class
<b>MGT 4373</b>	<b>Leadership Ethics.</b> Prerequisite: MGT 3370 with a minimum grade of C
<b>MGT 4374</b>	<b>International Entrepreneurship.</b> Prerequisite: MGT 3370 with a minimum grade of C
<b>MGT 4375</b>	<b>International Management.</b> Prerequisite: MGT 3370 with a minimum grade of C
<b>MGT 4376</b>	<b>Entrepreneurship: Discovering Entrepreneurial Opportunities.</b> Prerequisite: MGT 3370 with a minimum grade of C
<b>MGT 4377</b>	<b>Family Enterprise.</b> Prerequisite: Permission of instructor or previous experience with or in a family business
<b>MGT 4384</b>	<b>Managing Conflict and Negotiation.</b> Prerequisite: MGT 3370 with a minimum grade of C
<b>MGT 4385</b>	<b>Recruitment, Selection &amp; Retention.</b> Prerequisite: MGT 3370 with a minimum grade of C
<b>MGT 4386</b>	<b>Entrepreneurship: New Venture Creation.</b>
<b>MGT 4388</b>	<b>Change and Innovation Processes.</b> Prerequisite: MGT 3370 with a minimum grade of C
<b>MGT 4389</b>	<b>Team Leadership.</b>
<b>MGT 4397</b>	<b>Management and the Business Environment.</b> Prerequisite: MGT 3370 with a minimum grade of C
<b>HOM 4371</b>	<b>Health Organization Management.</b> Prerequisite: Junior standing

**GROUP B –** One course chosen from any junior- or senior-level Business course provided it is not used to fulfill another requirement

**Senior Course Requirement:**

**MGT 4380 Strategic Management.** Prerequisite: BLAW 3391, FIN 3320, ISQS 3344, MGT 3370, 3373, MKT 3350, and final semester

**UPPER LEVEL ECONOMICS REQUIREMENT**

**3 HOURS – MINIMUM GRADE OF C IS REQUIRED**

**BECO 4310 Applied Business Economics.** Prerequisite: ECO 2301 & 2302 with a minimum grade of C  
OR any junior/senior level ECO course except ECO 3323 & 4332 will meet this requirement

**NON-BUSINESS / NON-ECONOMICS ELECTIVES**

**6 HOURS – MINIMUM GRADES OF D ARE REQUIRED**

Courses can be taken in the Lower Division and are eligible for pass/fail.

**FREE ELECTIVES**

**9 HOURS OR ENOUGH TO COMPLETE THE 120-HOUR REQUIREMENT – MINIMUM GRADES OF D ARE REQUIRED**

These courses are eligible for the pass/fail option provided they are not major courses. Total pass/fail hours cannot exceed 13 hours.

**SCHEDULE THE ABOVE COURSES AS FOLLOWS:**

All courses are not offered each semester, and only a limited number of courses are taught in the summer (due to funding restrictions and available faculty).

5 <sup>TH</sup> SEMESTER	6 <sup>TH</sup> SEMESTER	7 <sup>TH</sup> SEMESTER	8 <sup>TH</sup> SEMESTER
FIN 3320	BLAW 3391	GROUP A – 6 hours	MGT 4380
MGT 3370	ISQS 3344	GROUP B – 3 hours	GROUP A – 3 hours
MGT 3373	MGT 3379	Non-BA/non-ECO elective – 3 hours	Free elective – 6 hours or enough to complete 120 total hours
MKT 3350	MGT 3376	Free elective – 3 hours	
Jr/Sr Economics course	GROUP A – 3 hours		
	<b>Submit Intent to Graduate</b>		

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