

Texas Tech University
Jerry S. Rawls College of Business

MANAGEMENT MAJOR

Upper Division Requirements and Schedule for BBA Degree
Catalog Years 2015-2016

Student Name: _____ GPA: _____ Date: _____

R Number: _____ Advisor: _____

Program Requirements	* 120 Hours
	*A minimum 2.75 TTU GPA
	*Must make a "B" or better in MGT 3370

Upper Division Core		
BLAW 3391	Business Law I. Prerequisite: C or better in ENGL 1301 and 1302	Upper Division Core (Min. 2.75 TTU GPA)
FIN 3320	Financial Management. Prereq: C or better in ACCT 2300, ACCT 2301, ECO 2302 and MATH 2345.	
ISQS 3344	Introduction to Production and Operations Management. Prerequisite: C or better in ISQS 2340 and MATH 2345.	
MKT 3350	Introduction to Marketing. Prerequisite: C or better in ECO 2302.	
MGT 3370	Organization and Management	
BCOM 3373	Business Communication. Prerequisite: C or better in ENGL 1301 & 1302.	

Major Courses		
MGT 3376	Organizational Behavior. Prerequisite: B or better in MGT 3370.	Required
MGT 3379	Advanced Organization and Management. Prereq: B or better in MGT 3370.	
MGT 3374	Managing Human Resources. Prerequisite: C or better in MGT 3370.	Group A (Choose four)
MGT 3375	Entrepreneurship: New Value Creation. Prereq: C or better in MGT 3370.	
MGT 4370	Consulting to Entrepreneurial Organizations. Prerequisite: C or better in MGT 3370.	
MGT 4373	Leadership Ethics. Prerequisite: C or better in MGT 3370.	
MGT 4375	International Management. Prereq: C or better in MGT 3370 & MGT 3376.	
MGT 4376	Ent: Discovering Entrepreneurial Opportunities. Prerequisite: C or better in MGT 3370.	
MGT 4377	Family Enterprise. Prerequisite: Previous experience in a family business or intent to establish a family business.	
MGT 4383	Special Topics: Technology Commercialization. Consent of Instructor.	
MGT 4384	Managing Conflict and Negotiation. Prereq: C or better in MGT 3370.	
MGT 4385	Recruitment, Selection & Retention. Prerequisite: C or better in MGT 3370.	
MGT 4388	Change and Innovation Processes. Prerequisite: C or better in MGT 3370.	
MGT 4389	Team Leadership	
MGT 4397	Management and the Business Environment. Prereq: C or better in MGT 3370.	
<i>NOTE: One course chosen from any junior-or senior-level business course provided it is not used to fulfill another requirement.</i>		Group B
MGT 4380	Strategic Management. Prerequisite: C or better in ALL Upper Division Core, and final semester.	Capstone

Upper Level Economics		
BECO 4310	Applied Business Economics. Prerequisite: C or better in ECO 2302.	

Electives		
Non-Business/ Non-Economics Electives		Take 6 hours
Free Electives		Take 9 hours

60 hrs. Additional Notes: