

BBA in General Business

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Bachelor of Business Administration (BBA)

The College of Business Administration, with departments of Accounting and Information Systems, Economics and Finance, and Marketing and Management, offers a BBA degree with the following majors: Accounting; Information Systems; Economics; Finance with concentrations available in General Finance, Risk Management, Financial Analyst, and Commercial Banking; General Business with concentrations in General Business and Secondary Education; Management with concentrations available in General Management, Entrepreneurship and Human Resource Management; Marketing; and Operations and Supply Chain Management.

Policies Concerning Admission to and Completion of BBA Degree Programs

- Students entering the College of Business Administration will be designated as Pre-Business majors (PBUS) until they have shown sufficient competency in English and Mathematics (placed into RWS 1301 or higher and MATH 1320 or higher).
- Students meeting the College admissions requirements will be designated as Pre-Major (PMAJ) and must file a degree plan in the Office of the Dean.
- Admission to a major option program is limited to those students who meet the following requirements:
 - Completion of the Non-Business Foundation Requirements and the Business Foundation Requirements as described in the Undergraduate Course of Study for the Bachelor of Business Administration.
 - Completion of the following courses (or their equivalent) with a minimum grade of C:

Code	Title	Hours
ACCT 2301	Principles of Accounting I	3
ACCT 2302	Principles of Accounting II	3
ECON 2303	Principles of Economics	3
ECON 2304	Principles of Economics	3
RWS 1301	Rhetoric & Composition I	3
RWS 1302	Rhetoric & Composition 2	3
MATH 1320	Math for Social Sciences I	3
MATH 2301	Math for Social Sciences II	3
QMB 2301	Fundamentals of Bus Statistics	3
 - An overall GPA of 2.0 or greater in all hours attempted.
- Upon completion of requirements in item 2, the student will be admitted to one of the major option programs offered by the College of Business Administration. Upon admission, the major code will be changed from Pre-Major to the major option code for the program.
- Enrollment in the upper-division level courses offered by the College of Business Administration is restricted to students who have been admitted to one of the BBA major option programs. Concurrent enrollment in lower-division courses in item 3-b and upper-division business courses is allowed only once upon written permission of the Office of the Dean. Upper-division business courses taken by a Pre-Business major without written permission of the undergraduate advisor will be counted as business electives only, and other approved upper-level business courses will be designated to complete the degree requirements.
- A freshman-level course can be repeated once and the latter grade substituted for a previous grade in the student's grade point average (GPA) calculation. Grades and attempted hours for other repeated courses will be used in computing the GPA.
- Only those transfer credits with a grade of C or better will be accepted for credit toward the BBA degree. Courses taken at two-year institutions or as a requirement for a two-year degree are accepted by the College of Business Administration as transfer credits for lower-division courses only. Courses taken at four-year accredited institutions and designated as lower-division courses can be accepted as upper-division credits if the course is taught at the upper-division level at UTEP and has received additional validation from the Office of the Dean. Transfer credit for upper-division business administration courses is restricted to AACSB-accredited curricula. Transfer credit for courses from institutions outside the United States will be evaluated independently. The applicability of transfer credits to the degree plan is determined by the Office of the Dean.
- To complete the degree, a student must comply with the following:
 - Complete the required course of study as outlined below.
 - Follow University academic regulations as stated elsewhere in this catalog.
 - Earn a 2.0 GPA in all courses attempted within the College of Business Administration.
Note: Accounting majors must also earn a 2.0 or better GPA average in ACCT 3321 and accounting courses listed in the Accounting Option Requirement.
- A graduating senior must file an application for the degree with the Office of the Dean before the semester of graduation. Students are responsible for setting an appointment to clear for graduation during announced times.
- Students working toward the BBA degree cannot enroll on a pass/fail basis in any course taught in the College of Business Administration.

11. Six of the last 30 hours needed to complete the BBA degree can be taken at another university; however, the student must receive written approval from the Office of the Dean before enrolling at the other institution.
12. MGMT 4300 Strategic Management, may be taken only during the semester or summer term in which the degree is to be conferred. Approval of the undergraduate advisor is required for enrollment in this course.
13. Non-BBA students wishing to take upper-division business courses must be advised in the College of Business Administration, Room 104. Students wishing to take upper-division courses must have junior standing (60 credit hours) and a 2.0 cumulative GPA and must have completed the stated prerequisites for the course.
14. Students must complete 50 percent or more of their College of Business Administration credit hours at UTEP.
15. Students can pursue more than one major option by completing all requirements, including Major Option Requirements, for all major options selected.

Concentrations

- General Business

Degree Plan

BBA in General Business with Concentrations

Code	Title	Hours
Business Designated Core (All courses require a C or better.)		
Complete the Business Designated Core requirements. (http://catalog.utep.edu/archive/2019-2020/undergrad/college-of-business-administration/business-administration-deans-office/general-business-bba/#business-designated-core)		
University Core Curriculum		
Complete the University Core Curriculum requirements. (http://catalog.utep.edu/archive/2019-2020/undergrad/college-of-business-administration/business-administration-deans-office/general-business-bba/#university-core-curriculum)		42
Business Foundation (All courses require a grade of C or better.)		
Required Courses:		
ACCT 2301	Principles of Accounting I	3
ACCT 2302	Principles of Accounting II	3
ECON 2303	Principles of Economics	3
ECON 2304	Principles of Economics	3
QMB 2301	Fundamentals of Bus Statistics	3
Math Elective:		
Select one of the following:		3-4
MATH 1411	Calculus I	
MATH 1411A	Calculus I - Part A	
MATH 1411B	Calculus I - Part B	
MATH 1411C	Calculus I - Part C	
MATH 2301	Math for Social Sciences II	
Business Core		
Required Courses:		
BLAW 3301	Legal Environment of Business	3
BUSN 3304	Global Business Environment	3
or BUSN 3305	Global Busn Environ-Study Away	
CIS 3345	Management Information Systems	3
FIN 3310	Business Finance	3
MGMT 3303	Intro-Mgmt/Organizational Beha	3
MGMT 4300	Strategic Management	3
MKT 3300	Principles of Marketing	3
OSCM 3321	Production/Operations Mgmt	3
QMB 3301	Quantitative Methods in Bus	3
ECON 3310	Managerial Economics	3
Concentration		

Complete one of the following concentrations	30
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Total Hours	120-121
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Upper-Division Business

Code	Title	Hours
ACCT 3309	Survey of Acct Principles	3
ACCT 3314	Management Accounting	3
ACCT 3319	Software Applications for ACCT	3
ACCT 3320	Accounting Systems	3
ACCT 3321	Intermediate Accounting I	3
ACCT 3322	Intermediate Accounting II	3
ACCT 3323	Cost Accounting	3
ACCT 3327	Fed Income Tax - Individuals	3
ACCT 4304	Auditing Principles/Procedures	3
ACCT 4396	Internship	3
ACCT 4398	Independent Study in Acct	3
ACCT 4399	Current Concepts in Accounting	3
BLAW 3301	Legal Environment of Business	3
BLAW 4325	International Business Law	3
BLAW 4391	Business Law	3
BUSN 3304	Global Business Environment	3
BUSN 4394	Spec Top in Intnat'l Business	3
CIS 3301	Intro to Data Process & Prog	3
CIS 3325	Adv Microcomp Bus Applications	3
CIS 3340	Org Impact-Information Tech	3
CIS 3345	Management Information Systems	3
CIS 3350	Systems Analysis and Design	3
CIS 4320	Advanced Programming	3
CIS 4330	Expert Sys & Decision Sup Sys	3
CIS 4365	Database Management	3
CIS 4368	Advanced Database Management	3
CIS 4370	Business Data Communications	3
CIS 4375	Intro to Electronic Commerce	3
CIS 4385	Info Security Systems	3
CIS 4396	Internship in CIS	3
CIS 4398	Independent Study (CIS)	3
CIS 4399	Current Topics	3
ECON 3302	Intermed Macroeconomic Theory	3
ECON 3303	Intermed Microeconomic Theory	3
ECON 3310	Managerial Economics	3
ECON 3320	Money and Banking	3
ECON 3325	Public Choice	3
ECON 3334	Regional Economics	3
ECON 3335	Urban Economics	3
ECON 3351	Industrial Organ & Govern Pol	3
ECON 3366	Economics of Latin America	3
ECON 3367	Economic Development	3
ECON 3372	Mathematical Economics	3
ECON 3373	Introduction to Econometrics	3
ECON 3380	History of Economic Thought	3
ECON 4312	Current Issues in Banking	3
ECON 4325	International Economics	3

ECON 4330	Public Sector Economics	3
ECON 4335	Economics & Law	3
ECON 4340	Economics of Labor	3
ECON 4368	Economy of Mexico	3
ECON 4398	Independent Study in Economics	3
ECON 4399	Current Topics in Econ	3
FIN 3310	Business Finance	3
FIN 3315	Investments	3
FIN 3317	Principles of Insurance	3
FIN 3321	Real Estate Finance & Investmt	3
FIN 3325	Money & Capital Markets	3
FIN 3330	Finance for Entrepreneurs	3
FIN 3350	Personal Financial Planning	3
FIN 4310	Managerial Finance	3
FIN 4311	Commercial Bank Management	3
FIN 4312	Current Issues in Banking	3
FIN 4315	Portfolio Analysis	3
FIN 4316	Analysis of Derivatives	3
FIN 4318	Fin Anal of Firm & Valuation	3
FIN 4324	Finance fr Hospitality/Tourism	3
FIN 4325	International Finance	3
FIN 4328	Central Banking	3
FIN 4396	Internship in Finance	3
FIN 4398	Independent Study In Finance	3
FIN 4399	Current Topics in Finance	3
MGMT 3303	Intro-Mgmt/Organizational Beha	3
MGMT 3304	Organization Development	3
MGMT 3306	Entrepreneurship	3
MGMT 3307	Intro to Hospitality/Tourism	3
MGMT 3310	Creativity and Innovation	3
MGMT 3311	Intro to Human Resource Mgmt	3
MGMT 3315	Employee and Labor Relations	3
MGMT 3320	Small Business Management	3
MGMT 4300	Strategic Management	3
MGMT 4304	Human Resource Training/Develp	3
MGMT 4306	Franchising	3
MGMT 4310	Employment Law/Dispute Resolut	3
MGMT 4315	Human Resource Staffing/Plan	3
MGMT 4320	Corporate Entrepreneurship	3
MGMT 4325	International Management	3
MGMT 4337	Compensation/Employee Benefits	3
MGMT 4338	Hospitality/Tourism Law	3
MGMT 4339	Humn Resrc Hospitality/Tourism	3
MGMT 4395	Intrnship/ Hospitality/Tourism	3
MGMT 4396	Internship in Management	3
MGMT 4398	Independent Study in Managemen	3
MGMT 4399	Current Topics in Management	3
MKT 3300	Principles of Marketing	3
MKT 3302	Consumer Behavior	3
MKT 3320	Advertising & Sales Promotion	3
MKT 4301	Marketing Research	3
MKT 4304	Electronic Marketing	3

MKT 4305	Selling and Sales Management	3
MKT 4307	Multi-Cultural Marketing	3
MKT 4308	Real Estate Principles	3
MKT 4310	Principles of Retailing	3
MKT 4320	Hospitality/Tourism Marketing	3
MKT 4325	International Marketing	3
MKT 4340	Special Events Marketing Mgmt	3
MKT 4391	Services Marketing	3
MKT 4395	Strategic Marketing Management	3
MKT 4396	Marketing Internship	3
MKT 4398	Independent Study In Marketing	3
MKT 4399	Current Topics In Marketing	3
OSCM 3321	Production/Operations Mgmt	3
OSCM 3322	Adv Production/Operations Mgmt	3
OSCM 3331	Service Operations Management	3
OSCM 3333	Production Planning & Control	3
OSCM 3335	Project Management	3
OSCM 3336	Inventory Management	3
OSCM 3337	Logistics Management	3
OSCM 3339	Quality Planning and Control	3
OSCM 3390	Internship-Prod/Oper Mgmt	3
OSCM 4315	Purchasing & Supply Management	3
OSCM 4371	Trans & Warehsing Systems	3
OSCM 4375	Oper Mdl for Supply Chain Mgmt	3
OSCM 4398	Independent Study in POM	3
QMB 3301	Quantitative Methods in Bus	3

Concentration in General Business

Code	Title	Hours
General Business Concentration		
	Select 24 hours of upper division Business courses, with no more than six hours in any one area	24
	Select six hours of upper division Non-Business courses	6
Total Hours		30

Upper Division Business Courses

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ACCT 3309	Survey of Acct Principles	3
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ACCT 3321	Intermediate Accounting I	3
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ACCT 4399	Current Concepts in Accounting	3
BLAW 3301	Legal Environment of Business	3
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BUSN 3304	Global Business Environment	3

BUSN 4394	Spec Top in Intnat'l Business	3
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ECON 4340	Economics of Labor	3
ECON 4368	Economy of Mexico	3
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ECON 4399	Current Topics in Econ	3
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FIN 3321	Real Estate Finance & Investmt	3
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FIN 4318	Fin Anal of Firm & Valuation	3
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FIN 4328	Central Banking	3
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MGMT 3304	Organization Development	3
MGMT 3306	Entrepreneurship	3
MGMT 3307	Intro to Hospitality/Tourism	3
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MGMT 4306	Franchising	3
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MGMT 4320	Corporate Entrepreneurship	3
MGMT 4325	International Management	3
MGMT 4337	Compensation/Employee Benefits	3
MGMT 4338	Hospitality/Tourism Law	3
MGMT 4339	Humn Resrc Hospitality/Tourism	3
MGMT 4395	Intrnship/ Hospitality/Tourism	3
MGMT 4396	Internship in Management	3
MGMT 4398	Independent Study in Managemen	3
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MKT 3300	Principles of Marketing	3
MKT 3302	Consumer Behavior	3
MKT 3320	Advertising & Sales Promotion	3
MKT 4301	Marketing Research	3
MKT 4304	Electronic Marketing	3
MKT 4305	Selling and Sales Management	3
MKT 4307	Multi-Cultural Marketing	3
MKT 4308	Real Estate Principles	3
MKT 4310	Principles of Retailing	3
MKT 4320	Hospitality/Tourism Marketing	3
MKT 4325	International Marketing	3
MKT 4340	Special Events Marketing Mgmt	3
MKT 4391	Services Marketing	3
MKT 4395	Strategic Marketing Managment	3
MKT 4396	Marketing Internship	3
MKT 4398	Independent Study In Marketing	3
MKT 4399	Current Topics In Marketing	3
OSCM 3321	Production/Operations Mgmt	3
OSCM 3322	Adv Production/Operations Mgmt	3
OSCM 3331	Service Operations Management	3
OSCM 3333	Production Planning & Control	3
OSCM 3335	Project Management	3
OSCM 3336	Inventory Management	3
OSCM 3337	Logistics Management	3
OSCM 3339	Quality Planning and Control	3
OSCM 3390	Internship-Prod/Oper Mgmt	3

OSCM 4315	Purchasing & Supply Management	3
OSCM 4371	Trans & Warehsing Systems	3
OSCM 4375	Oper Mdl for Supply Chain Mgmt	3
OSCM 4398	Independent Study in POM	3
QMB 3301	Quantitative Methods in Bus	3

Business Designated Core

Although the UTEP choice is larger, these choices satisfy the requirements of both the core and the major.

All courses listed within this degree require a grade of C or better for successful completion.

Code	Title	Hours
Mathematics		
Select one of the following:		
MATH 1411	Calculus I	
MATH 1320	Math for Social Sciences I	
MATH 1508	Precalculus	
Behavioral and Social Sciences		
Required:		
ECON 2303	Principles of Economics	3
The following additional courses are also recommended:		
COMM 1302	Business/Profession Comm	
MATH 1320	Math for Social Sciences I	
PHIL 2306	Ethics	

University Core Curriculum

NOTE: The department may make specific suggestions for courses which are most applicable towards your major.

Psychology and Criminal Justice majors and minors are required to take MATH 1320 Math for Social Sciences I or a higher level Calculus course.

Business majors are required to take MATH 1320 Math for Social Sciences I or a higher level Calculus course.

NOTE: All courses require a C or better

Communication

Code	Title	Hours
Select six hours of the following: (Note: ESL students should take ESOL 1300 & ESOL 1312)		6
COMM 1611	Written and Oral Communication	
ENGL 1313	Writing About Literature	
ESOL 1311	Expos Engl Compos-Spkr Esl ¹	
ESOL 1312	Res & Crit Writng Spkr Esl ¹	
RWS 1301	Rhetoric & Composition I	
RWS 1302	Rhetoric & Composition 2	
RWS 1601	Rhetoric, Composition & Comm	
Total Hours		6

American History

Code	Title	Hours
Required Courses:		
HIST 1301	History of U.S. to 1865	3
HIST 1302	History of U.S. Since 1865	3
Total Hours		6

Language, Philosophy & Culture

Code	Title	Hours
Select one of the following:		3
ENGL 2311	English Literature	
ENGL 2312	English Literature	
ENGL 2313	Intro to American Fiction	
ENGL 2314	Intro to American Drama	
ENGL 2318	Intro to American Poetry	
FREN 2322	Making of the "Other" Americas	
HIST 2301	World History to 1500	
HIST 2302	World History Since 1500	
PHIL 1301	Introduction to Philosophy	
PHIL 2306	Ethics	
RS 1301	Introduct to Religious Studies	
SPAN 2340	Seeing & Naming: Conversations	
WS 2300	Introduction to Womens Studies	
WS 2350	Global Feminisms	
Total Hours		3

Mathematics

Code	Title	Hours
Select one of the following:		3
MATH 1319	Math in the Modern World	
MATH 1320	Math for Social Sciences I	
MATH 1411	Calculus I	
MATH 1411A	Calculus I - Part A	
MATH 1411B	Calculus I - Part B	
MATH 1411C	Calculus I - Part C	
MATH 1508	Precalculus	
MATH 1508A	Pre-calculus - Part A	
MATH 1508B	Pre-calculus - Part B	
MATH 1508C	Pre-calculus - Part C	
MATH 2301	Math for Social Sciences II	
STAT 1380	Descriptive & Inferential Stat	
STAT 2480	Elementary Statistical Methods	
Total Hours		3

Life & Physical Sciences - Lab

Code	Title	Hours
Select one of the following:		1-4
ASTR 1107	Astronomy Lab I	
BIOL 1103	Introductory Biology Lab	
BIOL 1104	Human Biology Laboratory	
BIOL 1107	Topics in Study of Life I	
BIOL 1108	Organismal Biology Laboratory	
BIOL 2111	Human Anat/Physio Lab I	
BIOL 2113	Human Anat/Physio Lab II	
CHEM 1105	Laboratory for CHEM 1305	
CHEM 1106	Laboratory for CHEM 1306	
CHEM 1407		
CHEM 1408		
ESCI 1101	Environmental Sci. Lab	

ESCI 1102	Non-major Lab for ESCI 1301
GEOL 1103	Lab for GEOL 1313
GEOL 1104	Lab for GEOL 1314
GEOG 1106	Laboratory for GEOG 1306
GEOL 1111	Principles of Earth Sci - Lab
GEOL 1112	Laboratory for Geology 1212
PHYS 1403	General Physics I
PHYS 1404	General Physics II
PHYS 2420	Introductory Mechanics
PHYS 2421	Introductory Electromagnetism

Total Hours

1-4

Life and Physical Sciences

A minimum of two semesters of lecture and one semester of laboratory associated with one of the courses, or two semesters of combined (3 credit) lecture-laboratory courses (Only six hours apply toward the required 42.)

Code	Title	Hours
Select six hours of the following: ¹		6
ASTR 1107	Astronomy Lab I	
ASTR 1307	Elem Astronomy-Solar System	
ASTR 1308	Elem Astr Stars & Galaxies	
BIOL 1103	Introductory Biology Lab	
BIOL 1104	Human Biology Laboratory	
BIOL 1107	Topics in Study of Life I	
BIOL 1108	Organismal Biology Laboratory	
BIOL 1203	Introductory Biology	
BIOL 1304	Human Biology	
BIOL 1305	General Biology	
BIOL 1306	Organismal Biology	
BIOL 2111	Human Anat/Physio Lab I	
BIOL 2113	Human Anat/Physio Lab II	
BIOL 2311	Human Anat/Physiology I	
BIOL 2313	Human Anat/Physiology II	
CHEM 1105	Laboratory for CHEM 1305	
CHEM 1106	Laboratory for CHEM 1306	
CHEM 1305	General Chemistry	
CHEM 1306	General Chemistry	
CHEM 1407		
CHEM 1408		
ESCI 1101	Environmental Sci. Lab	
ESCI 1102	Non-major Lab for ESCI 1301	
ESCI 1301	Intro to Environmental Sci	
GEOL 1103	Lab for GEOL 1313	
GEOL 1104	Lab for GEOL 1314	
GEOG 1106	Laboratory for GEOG 1306	
GEOL 1111	Principles of Earth Sci - Lab	
GEOL 1112	Laboratory for Geology 1212	
GEOL 1211	Principles of Earth Sciences	
GEOL 1212	Principles of Earth Science	
GEOL 1230	The Blue Planet	
GEOL 1231	Natural Hazards	
GEOG 1306	Physical Geography	
GEOL 1313	Intro to Physical Geology	

GEOL 1314	Intro to Historical Geol	
HSCI 2302	Fundamentals of Nutrition	
HSCI 2303	Wellness Dynamics	
MICR 2330	Microorganisms and Disease	
PHYS 1403	General Physics I	
PHYS 1404	General Physics II	
PHYS 2420	Introductory Mechanics	
PHYS 2421	Introductory Electromagnetism	
Total Hours		6

¹ Based on the major selected, options listed might not be applicable; please refer to the prerequisite area at top if one is present.

Political Science

Code	Title	Hours
Required Courses:		
POLS 2310	Introduction to Politics	3
POLS 2311	American Gover & Politics	3
Total Hours		6

Social and Behavioral Sciences

Code	Title	Hours
Select one of the following:		
		3
ANTH 1301	Intro-Phys Anth/Archeolog	
ANTH 1302	Intro-Cultural Anthropology	
ANTH 1310	Cultural Geography	
ANTH 2320	Intro to Linguistics	
CE 2326	Econ for Engrs & Scientists	
COMM 2350	Interpersonal Communication	
COMM 2372	Mass Media and Society	
ECON 2303	Principles of Economics	
ECON 2304	Principles of Economics	
EDPC 1301	Introduction to Ed Psychology	
EDU 1342	Action Research in Classrooms	
ENGL 2320	Introduction to Linguistics	
GEOG 1310	Cultural Geography	
LING 2320	An Intro. to Linguistics	
LING 2340	Lang. Inside & Out: Sel Topics	
PSYC 1301	Introduction to Psychology	
SOCI 1301	Introduction to Sociology	
SOCI 1310	Cultural Geography	
Total Hours		3

Creative Arts

Code	Title	Hours
Select one of the following:		
		3
ART 1300	Art Appreciation	
ARTH 1305	History of Art I	
ARTH 1306	History of Art II	
DANC 1304	Dance Appreciation	
FILM 1390	Intro-Art of Motion Pict.	
MUSL 1324	Music Appreciation	
MUSL 1327	Jazz to Rock	
MUSL 2321	Music, Culture, and Society	

THEA 1313	Introduction to Theatre	
Total Hours		3

Component Area Option

Code	Title	Hours
Select two of the following:		
BUSN 1301	Intro to Global Business	
COMM 1301	Public Speaking	
COMM 1302	Business/Profession Comm	
CS 1310	Intro-Computational Thinking	
CS 1320	Computer Programming Sci/Engr	
SCI 1301	Inquiry in Math & Science	
UNIV 1301	Seminar/Critical Inquiry	
Total Hours		6