

# BBA in Management

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## Entrepreneurship

BBA in management (entrepreneurship) graduates acquire the knowledge, skills, and abilities to conceive business ideas and create new businesses. Entrepreneurship graduates either start their own businesses or work as part of an intrapreneurial team in a larger company. If independence and flexibility are what you look for in a career, then entrepreneurship can deliver on that by allowing you to pursue your own independent career and be your own boss with unlimited income opportunities.

## General Management

BBA in management (general management) graduates acquire the knowledge, skills, and abilities to pursue lifelong learning with many career options. They typically enter the workforce at the assistant manager position or team leader at many organizations across many industries. They are responsible for planning and managing the operations of a single business unit or an entire organization.

## Human Resources Management

BBA in Management (Human Resources) graduates acquire the knowledge, skills, and abilities to effectively manage an organization's employees. HRM professionals perform such activities as compensation, benefits, training and development, staffing, strategic HR management, among others. HRM graduates frequently work at large employers in all major industries.

## Marketable Skills

Students in **Entrepreneurship** will develop the following marketable skills:

- Confidence: Be self-assured through appreciating your own talents, abilities, skills, and qualities
- Critical thinking: Analyze and evaluate issues in order to solve problems and develop informed opinions
- Entrepreneurship: Develop, organize, and manage ideas and opportunities turning them into new products, services, firms, or industries
- Leadership: Step up, think, and act critically and creatively to bring others together to accomplish a common task
- Problem-solving: Find solutions to difficult or complex issues
- Social skills: Effectively use body language, verbal and non-verbal communication skills, and personal appearance to communicate and interact with others

Students will also gain analytical skills, small business management, startup funding knowledge, innovation, and creativity.

Students in **General Management** will develop the following marketable skills:

- Communication: Reach mutual understanding through effective exchange of information, ideas, and feelings
- Critical thinking: Analyze and evaluate issues in order to solve problems and develop informed opinions
- Global awareness: Understand and appreciate people, cultures, and ideas from around the world that impact our community
- Leadership: Step up, think, and act critically and creatively to bring others together to accomplish a common task
- Organization: Use resources effectively and efficiently in order to stay focused on different tasks
- Teamwork: Participate as an effective, efficient member of a group in order to meet a common goal

Additionally, students will gain social responsibility and strategic planning.

Students in **Human Resources Management** will develop the following marketable skills:

- Communication: Reach mutual understanding through effective exchange of information, ideas, and feelings
- Critical thinking: Analyze and evaluate issues in order to solve problems and develop informed opinions
- Leadership: Step up, think, and act critically and creatively to bring others together to accomplish a common task
- Listening: Be able to accurately receive and interpret messages during a conversation
- Social skills: Effectively use body language, verbal and non-verbal communication skills and personal appearance to communicate and interact with others
- Stress management: Be able to identify causes of stress, identify effective coping mechanisms, and take action to change the situation

Students will also gain emotional intelligence, teamwork, writing, and organization skills.

## Degree Plan

### BBA in Management with a Concentration

Required Credits: 120

Code	Title	Hours
<b>Business Designated Core (All courses require a C or better.)</b>		
Complete the Business Designated Core requirements. (p. 3)		
<b>University Core Curriculum</b>		
Complete the University Core Curriculum requirements. (p. 4)		42
<b>Business Foundation (All courses require a C or better.)</b>		
Required Courses:		
ACCT 2301	Principles of Accounting I	3
ACCT 2302	Principles of Accounting II	3
ECON 2304	Principles of Microeconomics	3
QMB 2301	Business Stats & Analytics I	3
Math Elective:		
Select one of the following:		3-4
MATH 1411	Calculus I	
MATH 2301	Math for Social Sciences II	
<b>Business Core</b>		
Required Courses:		
BLAW 3301	Legal Environment of Business	3
BUSN 3304	Global Business Environment	3
or BUSN 3305	Global Busn Environ-Study Away	
ECON 3310	Managerial Economics	3
or ECON 3320	Money and Banking	
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	Business Stats & Analytics II	3
<b>Concentration</b>		
Complete one of the following concentrations		24
<b>Minor</b>		
Select a Business minor or certificate		12
<b>Total Hours</b>		<b>120-121</b>

## Concentrations

### Entrepreneurship

Code	Title	Hours
Required Courses:		
FIN 3330	Finance for Entrepreneurs	3
MGMT 3306	Entrepreneurship	3
MGMT 3310	Creativity and Innovation	3
MGMT 3320	Small Business Management	3
Select three courses from the following:		9
BLAW 4391	Business Law	
MGMT 4306	Franchising	
MGMT 4320	Corporate Entrepreneurship	
MKT 4301	Marketing Research	
Upper Division Business:		

Select three hours of upper division business courses	3
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<b>Total Hours</b>	<b>24</b>
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### General Management

Code	Title	Hours
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Required Courses:

MGMT 3306	Entrepreneurship	3
MGMT 3311	Intro to Human Resource Mgmt	3
MGMT 3314	Human Resource Info Systems	3
MGMT 3320	Small Business Management	3
MGMT 4337	Compensation/Employee Benefits	3

Select nine hours of upper division MGMT from the following:	9
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MGMT 3304	Organization Development	
MGMT 3310	Creativity and Innovation	
MGMT 3315	Employee and Labor Relations	
MGMT 4304	Human Resource Training/Develp	
MGMT 4306	Franchising	
MGMT 4325	International Management	
MGMT 4396	Internship in Management	
MGMT 4398	Independent Study in Managemen	
MGMT 4399	Current Topics in Management	
OSCM 3335	Project Management	

<b>Total Hours</b>	<b>24</b>
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### Human Resource Management

Code	Title	Hours
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Required Courses:

MGMT 3311	Intro to Human Resource Mgmt	3
MGMT 3315	Employee and Labor Relations	3
MGMT 3314	Human Resource Info Systems	3
MGMT 4304	Human Resource Training/Develp	3
MGMT 4315	Human Resource Staffing/Plan	3
MGMT 4337	Compensation/Employee Benefits	3

Select six hours of upper division MGMT from the follwoing:	6
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MGMT 3304	Organization Development	
MGMT 3306	Entrepreneurship	
MGMT 3310	Creativity and Innovation	
MGMT 3315	Employee and Labor Relations	
MGMT 3320	Small Business Management	
MGMT 4304	Human Resource Training/Develp	
MGMT 4306	Franchising	
MGMT 4315	Human Resource Staffing/Plan	
MGMT 4320	Corporate Entrepreneurship	
MGMT 4325	International Management	
MGMT 4337	Compensation/Employee Benefits	
MGMT 4396	Internship in Management	
MGMT 4398	Independent Study in Managemen	
MGMT 4399	Current Topics in Management	

<b>Total Hours</b>	<b>24</b>
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### 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
<b>Mathematics</b>		
Select one of the following:		
MATH 1411	Calculus I	
MATH 1320	Math for Social Sciences I	
MATH 1508	Precalculus	
<b>Social and Behavioral Sciences</b>		
Required:		
ECON 2303	Principles of Macroeconomics	3
<b>The following additional courses are also recommended:</b>		
COMM 1302	Business/Profession Comm	
MATH 1320	Math for Social Sciences I	
PHIL 2306	Ethics	

Other Content

## 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)		
COMM 1611	Written and Oral Communication	6
ENGL 1313	Writing About Literature	
ESOL 1311	Expos Engl Compos-Spkr Esl <sup>1</sup>	
ESOL 1312	Res & Crit Writng Spkr Esl <sup>1</sup>	
RWS 1301	Rhetoric & Composition I	
RWS 1302	Rhetoric & Composition 2	
RWS 1601	Rhetoric, Composition & Comm	
<b>Total Hours</b>		<b>6</b>

## 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
<b>Total Hours</b>		<b>6</b>

## Language, Philosophy & Culture

Code	Title	Hours
Select one of the following:		
ENGL 2311	English Literature	3
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	Course CHEM 1407 Not Found	
CHEM 1408	Course CHEM 1408 Not Found	
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	

## 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: <sup>1</sup>		
ASTR 1107	Astronomy Lab I	6
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	Course CHEM 1407 Not Found	
CHEM 1408	Course CHEM 1408 Not Found	
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	
<b>Total Hours</b>		<b>6</b>

<sup>1</sup> 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
<b>Total Hours</b>		<b>6</b>

## Social and Behavioral Sciences

Code	Title	Hours
Select one of the following:		
ANTH 1301	Intro-Phys Anth/Archeolog	3
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	
<b>Total Hours</b>		<b>3</b>

## Creative Arts

Code	Title	Hours
Select one of the following:		
ART 1300	Art Appreciation	3
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	
<b>Total Hours</b>		<b>3</b>

## Component Area Option

Code	Title	Hours
Select two of the following:		
BUSN 1301	Intro to Global Business	6

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****4-Year Sample Degree Plan****BBA in Management with a Concentration in Entrepreneurship**

<b>Code</b>	<b>Title</b>	<b>Hours</b>
<b>BBA IN MANAGEMENT- ENTREPRENEURSHIP</b>		
<b>FRESHMAN</b>		
<b>Fall</b>		
BUSN 1301	Intro to Global Business (*)	3
MATH 1320	Math for Social Sciences I (*)	3
RWS 1301	Rhetoric & Composition I (*)	3
	Creative Arts Area	3
	Life and Physical Science + Lab Area	4
<b>Spring</b>		
ACCT 2301	Principles of Accounting I	3
ECON 2303	Principles of Macroeconomics (*)	3
HIST 1301	History of U.S. to 1865	3
RWS 1302	Rhetoric & Composition 2 (*)	3
	Life and Physical Science Area	3
<b>SOPHOMORE</b>		
<b>Fall</b>		
ACCT 2302	Principles of Accounting II	3
COMM 1302	Business/Profession Comm	3
HIST 1302	History of U.S. Since 1865	3
PHIL 2306	Ethics	3
POLS 2310	Introduction to Politics (*)	3
<b>Spring</b>		
BLAW 3301	Legal Environment of Business	3
ECON 2304	Principles of Microeconomics	3
MATH 2301	Math for Social Sciences II	3
QMB 2301	Business Stats & Analytics I	3
POLS 2311	American Govern & Politics	3
<b>JUNIOR</b>		
<b>Fall</b>		
BUSN 3304 or BUSN 3305	Global Business Environment Global Busn Environ-Study Away	3
ECON 3310	Managerial Economics	3
MGMT 3303	Intro-Mgmt/Organizational Beha	3
MKT 3300	Principles of Marketing	3
OSCM 3321	Production/Operations Mgmt	3
<b>Spring</b>		
FIN 3310	Business Finance	3
MGMT 3306	Entrepreneurship	3
QMB 3301	Business Stats & Analytics II	3
	Minor Course	3
	Upper Division Business Elective	3



**SENIOR**

<b>Fall</b>		
FIN 3330	Finance for Entrepreneurs	3
MGMT 3310	Creativity and Innovation	3
MGMT 3320	Small Business Management	3
Minor Course		3
Minor Course		3
<b>Spring</b>		
MGMT 4300	Strategic Management	3
Minor Course		3
Elective		3
Elective		3
Elective		3
<b>Total Hours</b>		<b>121</b>

**BBA in Management with a Concentration in General Management**

Code	Title	Hours
<b>BBA IN MANAGEMENT- GENERAL MANAGEMENT</b>		
<b>FRESHMAN</b>		
<b>Fall</b>		
BUSN 1301	Intro to Global Business	3
RWS 1301	Rhetoric & Composition I	3
MATH 1320	Math for Social Sciences I	3
Life and Physical Science + Lab Area		4
Creative Arts Area		3
<b>Spring</b>		
ACCT 2301	Principles of Accounting I	3
ECON 2303	Principles of Macroeconomics	3
HIST 1301	History of U.S. to 1865	3
RWS 1302	Rhetoric & Composition 2	3
Life and Physical Science Area		3
<b>SOPHOMORE</b>		
<b>Fall</b>		
ACCT 2302	Principles of Accounting II	3
COMM 1302	Business/Profession Comm	3
HIST 1302	History of U.S. Since 1865	3
PHIL 2306	Ethics	3
POLS 2310	Introduction to Politics	3
<b>Spring</b>		
BLAW 3301	Legal Environment of Business	3
ECON 2304	Principles of Microeconomics	3
MATH 2301	Math for Social Sciences II	3
QMB 2301	Business Stats & Analytics I	3
POLS 2311	American Govern & Politics	3
<b>JUNIOR</b>		
<b>Fall</b>		
BUSN 3304 or BUSN 3305	Global Business Environment Global Busn Environ-Study Away	3
ECON 3310	Managerial Economics	3
MGMT 3303	Intro-Mgmt/Organizational Beha	3
MKT 3300	Principles of Marketing	3
OSCM 3321	Production/Operations Mgmt	3

**Spring**

FIN 3310	Business Finance	3
MGMT 3306	Entrepreneurship	3
MGMT 3311	Intro to Human Resource Mgmt	3
QMB 3301	Business Stats & Analytics II	3
Minor Class		3

**SENIOR****Fall**

MGMT 3314	Human Resource Info Systems	3
MGMT 3320	Small Business Management	3
MGMT 4337	Compensation/Employee Benefits	3
Minor Class		3
Minor Class		3

**Spring**

MGMT 4300	Strategic Management	3
Elective		3
Elective		3
Elective		3
Minor Class		3

**Total Hours****121****BBA in Management with a Concentration in Human Resource Management**

Code	Title	Hours
<b>BBA IN MANAGEMENT- HUMAN RESOURCE MANAGEMENT</b>		
<b>FRESHMAN</b>		
<b>Fall</b>		
BUSN 1301	Intro to Global Business	3
RWS 1301	Rhetoric & Composition I	3
MATH 1320	Math for Social Sciences I	3
Life and Physical Science + Lab Area		4
Creative Arts Area		3
<b>Spring</b>		
ACCT 2301	Principles of Accounting I	3
ECON 2303	Principles of Macroeconomics	3
HIST 1301	History of U.S. to 1865	3
RWS 1302	Rhetoric & Composition 2	3
Life and Physical Science Area		3
<b>SOPHOMORE</b>		
<b>Fall</b>		
ACCT 2302	Principles of Accounting II	3
COMM 1302	Business/Profession Comm	3
HIST 1302	History of U.S. Since 1865	3
PHIL 2306	Ethics	3
POLS 2310	Introduction to Politics	3
<b>Spring</b>		
BLAW 3301	Legal Environment of Business	3
ECON 2304	Principles of Microeconomics	3
MATH 2301	Math for Social Sciences II	3
POLS 2311	American Gover & Politics	3
QMB 2301	Business Stats & Analytics I	3
<b>JUNIOR</b>		
<b>Fall</b>		

BUSN 3304	Global Business Environment	3
or BUSN 3305	Global Busn Environ-Study Away	
MGMT 3303	Intro-Mgmt/Organizational Beha	3
MKT 3300	Principles of Marketing	3
OSCM 3321	Production/Operations Mgmt	3
ECON 3310	Managerial Economics	3
<b>Spring</b>		
FIN 3310	Business Finance	3
MGMT 3311	Intro to Human Resource Mgmt	3
MGMT 3314	Human Resource Info Systems	3
QMB 3301	Business Stats & Analytics II	3
Elective		3
Minor Class		3
<b>SENIOR</b>		
<b>Fall</b>		
MGMT 3315	Employee and Labor Relations	3
MGMT 4337	Compensation/Employee Benefits	3
Minor Class		3
Minor Class		3
<b>Spring</b>		
MGMT 4300	Strategic Management	3
MGMT 4304	Human Resource Training/Develp	3
MGMT 4315	Human Resource Staffing/Plan	3
Elective		3
Elective		3
<b>Total Hours</b>		<b>121</b>