



Name: \_\_\_\_\_

Student ID Number: \_\_\_\_\_

**General Education and Elective Requirements--45 hours**

Course	Pre-requisite(s)	Transfer Course Used	Hrs Req'd	Hrs Earned	Grade
COM-ST 110, Fund. of Effective Spkg & Listening			3		
ENGL 110, English I: Intro to Academic Prose			3		
ENGL 225, English II: Intermed. Academic Prose	ENGL 110 & 30 hours		3		
PHILOS 210, Foundations of Philosophy <b>OR</b> one semester college foreign language	PHIL 210--30 hours		3		
<b>Natural Science</b> --Select from: Biology; Chemistry; Environmental Science; select Geography (see UMKC UG Catalog, Arts & Sciences General Degree Requirements for specific courses); Geology; Life Sciences-Anatomy; Life Sciences-Microbiology; Life Sciences- Physiology; PACE-Natural Science; Physical Science; Physics			8 hours; must include lab		
<b>Social Science</b> --Select from: American Studies, Anthropology, Criminal Justice, Geography, History, Political Science, Psychology or Sociology			3		
<b>Constitution</b> --Select from: HIST 1100, 1101, 360R, POL-SC 210			3		
<b>Fine Arts</b> --Select from Art, Art History, Conservatory, Theater			3		
<b>Free Electives --16 hours.</b> Only two hours of PE activity will be counted. No vocational, remedial or military science courses will apply.					

<b>Basic Skills Courses--27 hours</b>	Pre-requisite(s)	Transfer Course Used	Hrs Req'd	Hrs Earned	Grade
ACTG 210/210L, Intro to Financial Acctng	MATH 110 & 30 hrs earned		3		
ACTG 211, Intro to Managerial Accounting	ACTG 210/L & 45 hrs earned		3		
ECON 201, Intro to Economics I [macro]			3		
ECON 202, Intro to Economics II [micro]			3		
MATH 110, College Algebra	Entrance Exam Placement		3		
MATH 206, Brief Calculus & Matrix Algebra	Math 110 or exam placement		3		
MIS 202, Computer Applications in Mgmt	MATH 110 & 30 hrs earned		3		
STAT 235, Elementary Statistics	Math 110 or exam placement		3		
*MGT 301, Effective Business Communication	Satisfactory RooWriter Exam		3		

*\*Note: MGT 301 is included in the in-major GPA.*

Disallowed Courses:

Junior/senior level business classes are restricted to students admitted to Bloch School programs who have at least 45 hours completed. Pre-requisite and credit hour requirements apply regardless of ability to enroll via Pathway. Check the schedule in Pathway for enrollment restrictions.

<b>Business Core--36 hours</b>	Pre-requisite(s)	Tfer Course	Hrs Req'd	Hrs Earned	Grade
DSOM 309, Intermediate Business Statistics	STAT 235, MATH 206		3		
DSOM 326, Production/Operations Mgmt	ECON 202, STAT 235		3		
ECON 302, Microeconomic Analysis	ECON 202		3		
FIN 325, Financial Management	ACTG 210		3		
MGT 306, Legal, Ethical & Reg. Env. of Business			3		
MGT 330, Understanding the Individ. in the Org.			3		
MGT 355, Org. Effectiveness & Leadership	MGT 330		3		
MGT 370, International Management OR MGT 470, International Study in Business	MGT 470--special application process; additional fees		3		
MKT 324, Marketing Concepts			3		
MIS 402, Information Management	MIS 202, STAT 235		3		
ENT 460, Creating the Enterprise** (See note below this section)	Have completed or be concurrently enrolled in ACTG 211, FIN 325, MKT 324, MGT 330 and DSOM 326		3		
MGT 471, Strategic Management	Completion of DSOM 326 or concurrent enrollment plus completion of ACTG 211, MGT 330, MKT 324 and FIN 325		3		

\*\*Students in the Entrepreneurship emphasis will be waived from ENT 460 and will substitute a 300 or 400-level Bloch School course in its place.

<b>Emphasis Area--15 hours Five options: Enterprise Management, Entrepreneurship (three tracks), Finance, Marketing, Real Estate</b>			
Emphasis Area Selected:			
Courses Toward Emphasis:			
	Hrs Req'd	Hrs Earned	Grade
1.	3		
2.	3		
3.	3		
4.	3		
5.	3		

**Regulations and Expectations:**

\*Students are responsible for program information included on this evaluation, on their advising forms, in the UMKC Undergraduate Catalog and on the Bloch School website. Students should take time to become familiar with the policies that apply to their program.

\*Minimum of 123 hours required; at least 30 hours, including 50% of business core and emphasis area courses, must be completed at UMKC.

\*Students transferring to UMKC need a 2.5 cumulative GPA to be admitted, and must maintain a 2.25 UM and in-major GPA thereafter. "Cumulative" means attempts on all college-level courses and includes repeats (unless excluded per UMKC/Bloch policy).

\*Bloch School undergraduate students must maintain 2.25 UM and in-major GPAs to remain in good standing in the program. UM and in-major GPAs are calculated on classes completed at UMKC and other UM campuses in Columbia, St. Louis & Rolla.

\*Academic advising is required PRIOR to enrollment for freshman and junior students, students on academic contract or probation.

\*ALEKS placement exam is required for enrollment in initial college-level math course at UMKC. Completion of pre-requisite or higher course at UMKC or elsewhere will allow enrollment in subsequent courses.

\*Successfully complete University required writing assessment prior to enrollment in MGT 301. Results must be in Pathway in order to enroll.

\*Students must complete the ETS Proficiency Profile (EPP) and Major Field Assessment (MFAT) tests to meet graduation requirements.

\*In order to be eligible for Latin honors at graduation, a student must complete a minimum of 60 hours at UMKC.

**Emphasis Areas:** Choose one. Each emphasis is 15 credit hours. Students may take emphasis course work concurrent with business core classes as long as pre-requisite requirements (in parenthesis) have been met.

## Bachelor of Business Administration Degree Emphasis Area Options

### Enterprise Management

Two Required Courses:

1. DSOM 346, Management Analysis (DSOM 326, MIS 202)
2. MGT 337, Managing Human Capital (MGT 330)

Select Three of the Following Required Electives:

- DSOM 431, Quality & Process Improvement (DSOM 309, DSOM 326)  
 ENT 364, Entrepreneurial Management and Innovation  
 FIN 419, Financial Statement Analysis (FIN 325)  
 \*MGT 370, International Management

**OR**

- \*MGT 470, International Study in Business (special application)  
 MIS 415, Managing the Info Systems Resource (MIS 202 and at least 6 hours of 300+ level business course work)  
 MKT 348, Market Analysis (MKT 324, DSOM 309 or take with 348)

**\*The course taken to meet the Business Core requirement may not count toward the required electives in Enterprise Management.**

### Entrepreneurship (Two Track Options)

#### Option 1: Entrepreneurship with Entrepreneurship Track

Three Required Courses:

1. ENT 215, Intro to Entrepreneurship (also listed as ENT 315)
2. ENT 327, Creating the New Venture: Experience Learning (ENT 215)

**OR**

2. ENT 328, Creating the E-Business: Experiential Learning (ENT 215)
3. ENT 332, Managing the New Venture (ENT 215/315 and ENT 327 or 328)

Select Two of the Following Required Electives:

- ENT 341, Technology Entrepreneurship  
 ENT 361, New Product Development  
 ENT 364, Entrepreneurial Management and Innovation  
 ENT 412, Entrepreneurial Finance & Venture Capital Investment  
 ENT 425, Corporate Entrepreneurship  
 ENT 432, Entrepreneurial Marketing & Selling  
 ENT 446, Entrepreneurial Selling & Sales Force Management  
 ENT 491, Entrepreneurial Consulting  
 Other ENT courses approved by faculty

**Note: Tracks and Concentration will not appear on transcript or diploma.**

### Option 2: Entrepreneurship with Innovation Management Track

Two Required Courses:

1. ENT 215, Intro to Entrepreneurship (also listed as ENT 315)
2. ENT 361, New Product Development

Select Three of the Following Required Electives:

- ENT 321, Real Estate Principles  
 ENT 327, Creating the New Venture: Experience Learning (ENT 215)  
 ENT 328, Creating the E-Business: Experiential Learning (ENT 215)  
 ENT 332, Managing the New Venture (ENT 215 and ENT 327 or 328)  
 ENT 341, Technology Entrepreneurship  
 ENT 364, Entrepreneurial Management and Innovation  
 ENT 412, Entrepreneurial Finance & Venture Capital Investment  
 ENT 421, Real Estate Finance Fundamentals  
 ENT 425, Corporate Entrepreneurship  
 ENT 432, Entrepreneurial Marketing & Selling  
 ENT 446, Entrepreneurial Selling & Sales Force Management  
 ENT 491, Entrepreneurial Consulting

**OR**

Select Two from the List Above and One Course from the List Below:

- FIN 345, Investments (FIN 325)  
 FIN 419, Financial Statement Analysis (FIN 325)  
 MKT 348, Market Analysis (DSOM 309 or with 348, MKT 324)  
 MKT 442, Internet/Direct Marketing (MKT 324)  
 MKT 476, Services Marketing (MKT 324)  
 MKT 480, Marketing Strategy (MKT 335 & MKT 348 or concurrent)

### Finance

Four Required Courses:

1. FIN 326, Financial Management II (FIN 325)
2. FIN 345, Investments I (FIN 325)
3. FIN 435, Advanced Corporate Finance (FIN 325)
4. FIN 445, Advanced Investments (FIN 345)

Select One of the Following Required Electives:

- FIN 340, Global Financial Markets & Institutions (FIN 325)  
 FIN 350, Intro to Risk Management & Insurance  
 FIN 351, International Financial Management (FIN 325)  
 FIN 369, Payment Systems  
 FIN 419, Financial Statement Analysis (FIN 325)  
 FIN 428, Commercial Bank Management (ECON 202, FIN 325)

**Marketing***Three Required Courses:*

1. MKT 335, Consumer Behavior (MKT 324)
2. MKT 348, Market Analysis (DSOM 309 or with 348, MKT 324)
3. MKT 480, Marketing Strategy (MKT 335 & MKT 348 or concurrent)

*Select Two of the Following Required Electives:*

- ENT 361, New Product Development
- MKT 365, Introduction to Retailing & Pricing (MKT 324)
- MKT 418, Sales & Promotional Strategies (MKT 324)
- MKT 442, Internet/Direct Marketing (MKT 324)
- MKT 476, Services Marketing (MKT 324)

**Real Estate***Three Required Courses:*

1. RL-EST 321, Real Estate Principles
2. RL-EST 421, Fundamentals of Real Estate Finance (RL-EST 321)
3. RL-EST 425, Principles of Real Estate Property Management (RL-EST 321)

*Select Two of the Following Required Electives:*

- RL-EST 496, Internship: Real Estate (faculty approval and internship contract required)
- ENT 215/315, Introduction to Entrepreneurship
- ENT 327, Creating the New Venture: Experiential Learning (ENT 215/315)
- OR
- ENT 328, Creating the E-Business: Experiential Learning (ENT 215/315)
- ENT 361, New Product Development
- ENT 412, Entrepreneurial Finance and Venture Capital Investment