



# Bachelor of Business Administration Program (BBA)

Effective fall 2024

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

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

<b>UMKC Essentials General Education--30 hours</b>				
<b>Foundation--12 hours</b>				
Course Completed for Req't	Hrs Req'd	Hrs Earned	Grade	
Oral Communications: COMM-ST 110, 140, 212 or 277	3			
ENGLISH 110, Intro to Academic Prose	3			
ENGLISH 225, English II: Intermediate Academic Prose	3			
Math Pathway course (MATH 110 recommended)	3			

<b>Essential Questions--18 hours</b>				
Course Completed for Req't	Hrs Req'd	Hrs Earned	Grade	
GEFSE 101, First Semester Experience	3			
GECRT-AH course: Critical Thinking in the Arts & Humanities	3			
GECRT-SC course: Critical Thinking in Nat & Phys Sciences	3			
GECRT-SS course: Critical Thinking in Beh & Social Sciences	3			
GECDV course: Culture & Diversity	3			
GECUE course: Civic & Urban Engagement	3			

<b>Constitution Requirement--3 hours</b>				
Course Completed for Req't	Hrs Req'd	Hrs Earned	Grade	
Select one: CJC 364; HIST 101; HIST 102; HONORS 230; POL-SCI 210	3			

**General Electives to bring program total to 120; number will vary depending on courses selected in General Education.** Only two hours of PE activity will be counted. No vocational, remedial or military science courses will apply.

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<b>Basic Skills Courses--24 hours</b>					
Course	Prerequisite(s)	Transfer Course Used	Hrs Req'd	Hrs Earned	Grade
ACCTNG 210/210L, Intro to Financial Acctng	see below		3		
ACCTNG 211, Intro to Managerial Accounting	ACCTNG 210/L & 45 hrs earned		3		
DSOM 211, Business Analytics I	see below		3		
ECON 201, Principles of Macroeconomics			3		
ECON 202, Principles of Microeconomics			3		
MATH 110, Precalculus Algebra	see below		3		
MGT 256, Legal & Regulatory Context of Orgs			3		
MIS 202, Computer Applications in Mgmt	see below		3		

Prerequisites for math-related courses:

ACCTNG 210 prerequisites: 30 credit hours completed AND MATH 110 or MATH 120 or STAT 235 or higher OR ALEKS score of 61% or higher OR MyMath College Algebra score of 70% or higher OR 28 or higher ACT Math or 660 or higher SAT Math

DSOM 211 prerequisite: MATH 110 or 120 or higher OR ALEKS score of 61% or higher OR MyMath College Algebra score of 70% or higher OR 28 or higher ACT Math OR 660 or higher SAT Math

MATH 110 prerequisite: ALEKS score of 51% or higher OR MyMath Intermediate Algebra score of 70% or higher OR 22 or higher ACT Math OR 550 or higher SAT Math OR concurrent enrollment in MATH 109 OR completion of three or more units of high school Algebra I and higher mathematics courses and a high school GPA of 3.0 or higher

MIS 202 prerequisite: MATH 110 or 120 or higher or STAT 235 OR ALEKS score of 61% or higher OR MyMath College Algebra score of 70% or higher OR 28 or higher ACT Math OR 660 higher SAT Math

### International Requirement--3 hours

Options: MGT 370, International Management; MGT 470, International Study in Business. With approval from the Department of Entrepreneurship and Management, this can include international business-related course work transferred from other institutions, study abroad opportunities and emphasis-specific international courses.

Course Satisfying Requirement	Prerequisite(s)	Transfer Course Used	Hrs Req'd	Hrs Earned	Grade
			3		

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

<b>Business Core--27 hours</b>	Prerequisite(s)	Tfer Course	Hrs Req'd	Hrs Earned	Grade
DSOM 311, Business Analytics II	DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110		3		
DSOM 340, Supply Chain & Operations Mgmt			3		
ENT 315, Entrepreneurial Mindset & Opportunity Recognition#			3		
FIN 325, Financial Management	ACCTNG 210		3		
MGT 301, Effective Business Communication	ENGLISH 225, DISC 200 or equivalent AND minimum 45 hours completed		3		
MGT 332, Principles of Organizational Behavior	MGT 301 or concurrent enrollment in MGT 301		3		
MKT 324, Principles of Marketing			3		
MIS 402, Information Management	MIS 202 & junior standing		3		
MGT 471, Strategic Management	Completion of DSOM 340 or concurrent enrollment plus completion of ACTG 211, MGT 332, MKT 324 and FIN 325		3		

<b>Emphasis Area--12 hours Nine options: Analytics and Business Intelligence; Entrepreneurship and Innovation; Finance; Health Administration; Human Resources Management and Leadership; Marketing; Nonprofit Management; Real Estate; Supply Chain Management</b>					
Emphasis Area Selected:					
Courses Toward Emphasis:			Hrs Req'd	Hrs Earned	Grade
1.			3		
2.			3		
3.			3		
4.			3		
<b>Interest Area--9 hours Please see emphasis area or interest area listings for pairing information.</b>					
Interest Area Selected:					
Courses Toward Interest Area:			Hrs Req'd	Hrs Earned	Grade
1.			3		
2.			3		
3.			3		

# Students who have completed ENT 215 may substitute that for ENT 315.

Disallowed:

**Regulations and Expectations:**

- \*Students are responsible for program information included on this evaluation, in their advising notes, in the UMKC Catalog and on the Bloch School website. Students should take time to become familiar with the policies that apply to their program.
- \*Minimum of 120 hours required; at least 30 hours, including 50% of business core, emphasis area and interest area courses, must be completed at UMKC.
- \*A minimum of 60 hours from UMKC is required for Latin honors eligibility.
- \*The Bloch School has a 2.25 entrance requirement. 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.
- \*Academic advising is required PRIOR to enrollment. Advising is provided by Roo Advising staff.
- \*Math placement exam or appropriate ACT/SAT Math score is required for enrollment in initial college-level math course at UMKC. Completion of prerequisite or higher math course at UMKC or elsewhere with required grade will allow enrollment in subsequent courses.
- \*Students must complete the ETS HEIghTen exit exam, Missouri Civics exam and any other state/University required assessments to meet graduation requirements.



## Bachelor of Business Administration Degree Emphasis Area Options

**Emphasis Areas:** Choose one. Each emphasis is 12 credit hours. Students may take emphasis course work concurrent with business core classes and interest area courses as long as prerequisite requirements (in parenthesis) have been met. Alternate interest area pairings considered by petition only.

### **Analytics and Business Intelligence**

Four Required Courses:

1. MGT 367, Human Resource Analytics (MGT 337 and DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110)  
or DSOM 346, Service Industry Analytics (DSOM 340)
2. MKT 390, Customer Data Analytics (MKT 324 and DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110)  
or DSOM 443, Project Management
3. DSOM 458, Data Visualization
4. MIS 459, Data Wrangling

*Interest Area Pairings:*

Sales and Business Development; Financial Management;  
Human Resource Management or General Business

### **Entrepreneurship**

Four Required Courses:

1. ENT 327, Designing the Business Model (ENT 215 or ENT 315)
2. ENT 364, Entrepreneurial Management and Innovation (MIS 202)
3. ENT 412, Entrepreneurial Finance (ACCTNG 210, ENT 327, and MIS 202)
4. ENT 462, Entrepreneurial Experience (ENT 327 and ENT 412)  
or ENT 329, Entrepreneurship Scholars (application required)  
or ENT 461, Social Entrepreneurship (ENT 327 and ENT 412)

*Interest Area Pairings:*

Technology, Innovation, and Management; Sales and Business  
Development; Market Research and Analysis or General Business

### **Finance**

Four Required Courses:

1. FIN 326, Financial Management 2 (FIN 325)
2. FIN 340, Financial Markets & Institutions (FIN 325)
3. FIN 345, Investments (FIN 325)
4. FIN 435, Advanced Corporate Finance (FIN 326)

*Interest Area Pairings:*

Banking and Financial Services; Corporate Finance and  
Investments; Real Estate or General Business

### **Health Administration**

Four Required Courses:

1. HLTH-ADM 481, Health Policy in the United States  
Plus, three from:  
HLTH-ADM 471, Financial Management Issues in Health and  
Human Service Organizations  
HLTH-ADM 473, Health and Social Equity (DSOM 211 or STAT 235 or  
STAT 115 or MOTRMATH 110)  
HLTH-ADM 477, Leadership and Management in Health Care  
Organizations  
HLTH-ADM 480, The Economics of Health and Medicine (DSOM 311)

*Interest Area Pairings:*

Analytics and Business Intelligence; Innovation and Startup;  
Human Resource Management or General Business

### **Human Resources Management and Leadership**

Four Required Courses:

1. MGT 337, Human Resource Management (MGT 332)  
Plus, three from:  
MGT 347, Employee Staffing (MGT 332)  
MGT 357, Employee Training and Development (MGT 332)  
MGT 360, Groups and Teams  
MGT 367, Human Resource Analytics (MGT 337 and DSOM 211 or STAT  
235 or STAT 115 or MOTRMATH 110)  
MGT 372, Ethics and Leadership (MGT 332 or concurrent)  
MGT 377, Total Rewards Management (MGT 332)  
MGT 410, Corporate Social Responsibility (MGT 332 or concurrent  
and MGT 301 or ACCTNG 360 or concurrent)

*Interest Area Pairings:*

Analytics and Business Intelligence; Healthcare Management;  
Technology, Innovation, and Management or General Business

**Marketing**Four Required Courses:

1. MKT 335, Customer Insights (MKT 324)
2. MKT 348, Marketing Research (MKT 324 and DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110)
3. MKT 442, Social Media and Mobile Marketing (MKT 324)
4. MKT 480, Strategic Marketing (MKT 324)

Interest Area Pairings:

Sales and Business Development; Market Research and Analytics;  
or General Business

**Nonprofit Management**Four Required Courses:

1. PUB-ADM 492, Creating and Measuring Social Impact (Jr or Sr standing)
2. PUB-ADM 493, Nonprofit Fundraising and Development (Jr or Sr standing)
3. PUB-ADM 494, Leading & Managing Nonprofit Organizations (Jr or Sr standing)
4. PUB-ADM 495, Nonprofit Organizations in Context

Interest Area Pairings:

Analytics and Business Intelligence; Healthcare Management;  
Human Resource Management or General Business

**Real Estate**Four Required Courses:

1. RL-EST 321, Real Estate Principles
2. RL-EST 421, Fundamentals of Real Estate Finance (FIN 325)
3. RL-EST 425, Principles of Real Estate Property Management
4. FIN 340, Financial Markets & Institutions (FIN 325)  
or FIN 326, Financial Management 2 (FIN 325)  
or MKT 430, Personal Selling

Interest Area Pairings:

Corporate Finance and Investments; Banking and Financial  
Services; Sales and Business Development or General Business

**Supply Chain Management**Four Required Courses:

1. DSOM 432, Spending, Analytics, Contracts, and Risk Management (DSOM 340)
2. DSOM 442, Logistics, Transportation, Warehousing, and Distribution (DSOM 340)
3. DSOM 444, Digital Transformations and Supply Chain (DSOM 340)
4. DSOM 445, Strategic Sourcing and Supplier Relationship Management (DSOM 340)

Interest Area Pairings:

Select any from the interest area options



## Bachelor of Business Administration Degree Interest Area Options

Interest areas are intended to complement the emphasis area to allow more in-depth study in a particular field or to develop new skills in preparation for workplace entry. Choose one that pairs with your desired emphasis area. Each interest area is 9 credit hours. Students may take interest area course work concurrent with business core classes and emphasis area courses as long as prerequisite requirements (in parenthesis) have been met.

### Note:

1. The same course **CANNOT** apply to both a student's emphasis area and interest area.
2. Interest areas are not listed on a student's official transcript. Only emphasis areas are transcribed.
3. Course substitutions within the interest area are considered by petition only and require approval from the Dean or designee.

### **Analytics and Business Intelligence**

1. MGT 367, Human Resource Analytics (MGT 337 and DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110)  
or DSOM 346, Service Industry Analytics (DSOM 340)
2. MKT 390, Customer Data Analytics (MKT 324 and DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110)  
or DSOM 443, Project Management
3. DSOM 458, Data Visualization  
or MIS 459, Data Wrangling

#### *Emphasis area pairings:*

Health Administration; Human Resources Management and Leadership; Nonprofit Management and Supply Chain Management

### **Banking and Financial Services**

1. FIN 426, Credit Analysis (FIN 325)
2. FIN 428, Commercial Bank Management (FIN 325)
3. FIN 350, Introduction to Risk Management and Insurance  
or FIN 419, Financial Statement Analysis (FIN 325)  
or FIN 425, Financial Services Marketing and Relationship  
Management (FIN 325)

#### *Emphasis area pairings:*

Finance; Real Estate and Supply Chain Management

### **Corporate Finance and Investments**

1. FIN 419, Financial Statement Analysis (FIN 325)
2. FIN 445, Advanced Investments (FIN 345)
3. FIN 350, Introduction to Risk Management and Insurance  
or ACCTNG 307, Cost Management (ACCTNG 211)  
or ACCTNG 412, Introduction to Income Taxation (ACCTNG 211)  
or RL-EST 421, Real Estate Finance Fundamentals (FIN 325)

#### *Emphasis area pairings:*

Finance; Real Estate and Supply Chain Management

### **Financial Management**

1. FIN 326, Financial Management 2 (FIN 325)
2. FIN 340, Financial Markets and Institutions (FIN 325)
3. FIN 345, Investments (FIN 325)  
or ACCTNG 307, Cost Management (ACCTNG 211)

#### *Emphasis area pairings:*

Analytics and Business Intelligence and Supply Chain Management

### **Healthcare Management**

1. HLTH-ADM 471, Financial Management Issues of Health and Human  
Services Organizations
2. HLTH-ADM 477, Leadership and Management in Health Care  
Organizations
3. HLTH-ADM 481, Health Policy in the United States

#### *Emphasis area pairings:*

Human Resources Management; Nonprofit Management or Supply Chain Management

### **Human Resource Management**

1. MGT 337, Human Resource Management (MGT 332)  
Plus, two from:  
MGT 347, Employee Staffing (MGT 332)  
MGT 357, Employee Training and Development (MGT 332)  
MGT 367, Human Resource Analytics (MGT 337 and DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110)  
MGT 377, Total Rewards Management (MGT 332)

#### *Emphasis area pairings:*

Analytics and Business Intelligence; Health Administration; Nonprofit Management or Supply Chain Management

**Innovation and Startup**

1. ENT 326, Creativity, Innovation, and Problem Solving
2. ENT 327, Designing the Business Model (ENT 215 or ENT 315)
3. ENT 329, Entrepreneurship Scholars (application required) or ENT 364, Entrepreneurial Management and Innovation (MIS 202) or ENT 461, Social Entrepreneurship (ENT 327 and ENT 412)

*Emphasis area pairings:*

Health Administration or Supply Chain Management

**Market Research and Analytics**

1. MKT 390, Customer Data Analytics (MKT 324 and DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110)
2. MKT 430, Personal Selling
3. DSOM 458, Data Visualization or MIS 459, Data Wrangling

*Emphasis area pairings:*

Entrepreneurship; Marketing or Supply Chain Management

**Real Estate**

1. RL-EST 321, Real Estate Principles
2. RL-EST 421, Real Estate Finance Fundamentals (FIN 325)
3. RL-EST 425, Principles of Real Estate Property Management

*Emphasis area pairings:*

Finance and Supply Chain Management

**Sales and Business Development**

1. MKT 335, Customer Insights (MKT 324) or MKT 390, Customer Data Analytics (MKT 324 and DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110)
2. MKT 420, Sales Management (MKT 324)
3. MKT 430, Personal Selling

*Emphasis area pairings:*

Analytics and Business Development; Entrepreneurship; Marketing; Real Estate and Supply Chain Management

**Technology, Innovation and Management**

1. ENT 326, Creativity, Innovation, and Problem Solving
2. ENT 341, Technology Entrepreneurship
3. ENT 361, New Product Development

*Emphasis area pairings:*

Entrepreneurship; Human Resources Management and Leadership and Supply Chain Management

**General Business**

- ACCTNG 306, Introduction to Intermediate and Accounting Profession (ACCTNG 210)
- ACCTNG 307, Cost Management (ACCTNG 211)
- ACCTNG 412, Introduction to Income Taxation (ACCTNG 211)
- DSOM 346, Service Industry Analytics (DSOM 340)
- DSOM 443, Project Management
- DSOM 444, Digital Transformations and Supply Chain (DSOM 340)
- DSOM 458, Data Visualization
- ENT 326, Creativity, Innovation and Problem Solving
- ENT 329, Entrepreneurship Scholars (application required)
- ENT 364, Entrepreneurial Management (MIS 202)
- FIN 326, Financial Management 2 (FIN 325)
- FIN 345, Investments (FIN 325)
- FIN 350, Intro to Risk Management and Insurance
- FIN 425, Financial Services Marketing and Relationship Management (FIN 325)
- HLTH-ADM 473, Health and Social Equity (DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110)
- HLTH-ADM 481, Health Policy in the United States
- MGT 337, Human Resource Management (MGT 332)
- MGT 360, Groups and Teams
- MGT 410, Corporate Social Responsibility (MGT 332 or concurrent and MGT 301, ACCTNG 360 or concurrent)
- MIS 459, Data Wrangling
- MKT 390, Customer Data Analytics (MKT 324 and DSOM 211 or STAT 235 or STAT 115 or MOTRMATH 110)
- MKT 420, Sales Management (MKT 324)
- MKT 430, Personal Selling
- MKT 442, Social Media and Mobile Marketing (MKT 324)
- PUB-ADM 493, Nonprofit Fundraising and Development (Jr or Sr standing)
- PUB-ADM 495, Nonprofit Organizations in Context (Jr or Sr standing)
- RL-EST 321, Real Estate Principles
- RL-EST 425, Principles of Real Estate Property Management
- Or other courses by petition

*Emphasis area pairings:*

can be paired with any emphasis area