



# ALFRED LERNER COLLEGE OF BUSINESS AND ECONOMICS

## UNDERGRADUATE PROGRAMS

- **Dean's Scholar Program**
- **Business Fundamentals Certificate Program**
- **Accounting and Management Information Systems**
- **Business Administration**
- **Economics**
- **Finance**

The mission of the Alfred Lerner College of Business and Economics is to foster scholarship and to offer distinctive, innovative educational opportunities related to the successful management and leadership of organizations operating in an environment of scarce resources, rapid change, global competition, and advances in technology.

The Lerner College offers baccalaureate degrees in Accounting, Economics, Economics Education, Finance, International Business Studies, Management, Management Information Systems, Marketing, and Operations Management. Honors degrees are available in many degree programs.

Minors are offered in Business Administration, Economics, Entrepreneurial Studies, International Business, and Management Information Systems. Enrollment in minors is limited and certain qualifications must be met. The Certificate in Business Fundamentals is also offered to non-business majors.

Undergraduate students are admitted as new students into the Accounting, Economics, Finance, International Business Studies, Management, Management Information Systems, Marketing, or Operations Management degree programs, or into Undeclared Business. The undeclared students must select a major in the Lerner College by October 1 of their sophomore year. Students already admitted to the University of Delaware who are matriculated in other programs may apply to change their degree program to Accounting, Economics, Finance, International Business Studies, Management, Management Information Systems, Marketing, or Operations Management after successfully completing the required microeconomics course, macroeconomics course, and calculus course, and earning a minimum of 28 credits at the University of Delaware. Students should consult with the appropriate department as to application deadlines within the Lerner College. Review for admission consideration will first be performed for students who have completed all their coursework (including the microeconomics, macroeconomics, and calculus courses) at the University of Delaware. The major criterion used for admission selection is academic performance. The average grade point of those accepted over the past five years is 2.8. Applications for admission to the minors are also reviewed and have similar criteria. Additional information and application forms are available in the four departments; application forms are also available on-line.

Note that Lerner College students who were previously dismissed for academic deficiency and are now applying for readmission to the University may be eligible for readmission into

their degree program in the Alfred Lerner College of Business and Economics if they: (1) had met with the Lerner College's assistant dean during advance registration of each semester and term in which they were dismissed, and obtained the dean's prior approval to take courses in the University of Delaware Division of Professional and Continuing Studies to qualify for readmission into the Lerner College, (2) had a minimum of 60 earned credit hours at the time they were dismissed, (3) were enrolled as a Lerner College student at the time of their dismissal, and (4) have a minimum cumulative grade point index of a 2.0 after taking courses in the University of Delaware Division of Professional and Continuing Studies. Only courses that were approved by the Lerner College's assistant dean prior to enrolling in the courses will count towards readmission into the Lerner College.

Also note that Lerner College students who have earned 59 credit hours or less at the time they were dismissed will not automatically be considered, nor are they guaranteed readmission into the Alfred Lerner College of Business and Economics. The major criterion for readmission selection is academic performance. Upon dismissal from the Lerner College, the student must meet with the Lerner College's assistant dean to discuss and determine a University major that he or she is best academically qualified to pursue prior to enrolling in courses during the dismissal period. If a major in business continues to be the most appropriate major for the student to pursue, in order to qualify for readmission, the student must: (1) have obtained the assistant dean's approval, prior to the beginning of each semester or term, to take courses in the University of Delaware Division of Professional and Continuing Studies, and (2) have a cumulative grade point index of a 2.0.

All dismissed Lerner College students who seek readmission into the Alfred Lerner College of Business and Economics, regardless of their total number of credit hours must, with prior approval of the assistant dean, take courses in the University of Delaware Division of Professional and Continuing Studies. Students will only be permitted to take a maximum total of 7 credit hours each semester or term in the Division of Professional and Continuing Studies during their dismissal period. If a major outside of the Alfred Lerner College of Business and Economics is determined to be more appropriate for the student to pursue, the student must meet with the assistant dean of the college in which the major is offered and comply with that college's readmission policy.

**DEAN'S SCHOLAR PROGRAM**

The Dean's Scholar Program exists to serve the needs of students whose clearly defined educational goals cannot be effectively achieved by pursuing the standard curricula for all existing majors, minors, and interdepartmental majors sponsored by the University. Driven by an overarching passion or curiosity that transcends typical disciplinary bounds and curricula, a Dean's Scholar's intellectual interests may lead to broad interdisciplinary explorations of an issue or to more intense, in-depth studies in a single field at a level akin to graduate work. In consultation with faculty advisors and the assistant dean of their college, Dean's Scholars design an imaginative and rigorous individual plan of study to meet the total credit hours required for graduation. Contact the assistant dean in the Alfred Lerner College of Business and Economics or go to [www.udel.edu/deansscholar/](http://www.udel.edu/deansscholar/) for more information and the application.

**MINOR IN ENTREPRENEURIAL STUDIES**

The minor in entrepreneurial studies is designed for students who may be interested in conceptualizing, developing, and launching their own business. This would involve everything from doing market research, writing a business plan, developing a product, and finding someone to fund the business. The minor is not restricted to students who are majoring in the Lerner College of Business and Economics. Applications to be admitted into the Entrepreneurial Studies minor should be filled out and submitted online during the first semester of the student's sophomore year. Acceptance will be based on academic standing, motivation for proposed study, and availability of seats. More information is available at [www.lerner.udel.edu/es](http://www.lerner.udel.edu/es). The requirements for the minor are as follows:

Required Courses:

ECON 151	Introduction to Microeconomics: Prices and Markets	3
ACCT 207	Accounting I	3
ECON 350	Economics of Entrepreneurship	3
ENTR 301	Introductory Entrepreneurship	3
ENTR 410	Business Venture Competition I	3
ENTR 411	Business Venture Competition II	3

One of the following courses: . . . . . 3

BUAD 444	Entrepreneurship and Small Business Management	
ENTR/ELEG 460	High Technology Entrepreneurship	
FREC 430	Establishing and Managing a Food and Agribusiness Enterprise	
HRIM 314	Hospitality Entrepreneurship and Value Creation	
LEAD 411	Topics in Leadership Dynamics (permission required from Leadership Studies Department)	

**BUSINESS FUNDAMENTALS CERTIFICATE PROGRAM**

The Certificate in Business Fundamentals is designed to provide non-business majors with an understanding of core business principles and to expose these students to key business tools. The Certificate may be attractive to students in a variety of majors outside of the Alfred Lerner College of Business and Economics to augment their major field of study and provide alternative career options.

The following required courses work together to provide these students with a fundamental understanding of the language and fundamental principles of business. All courses require a minimum grade of C-.

ECON 100	Economic Issues and Policies	Credits
BUAD 100	Introduction to Business	3
ACCT 200	Survey of Accounting	4
FINC 200	Fundamentals of Finance	3

Both FINC 200 and BUAD 100 are restricted to students who have been admitted into the Certificate program, and to those students who need to take these classes to fulfill a requirement for their major or minor. It is recommended that students follow the course sequence listed above. All courses are designed exclusively for non-business majors; these courses will NOT count towards required coursework for any student who eventually transfers into a business major in the Alfred Lerner College of Business and Economics. Economics majors should check with their advisor to determine how these courses fit into their curriculum.

Full-time matriculated students may apply to the Certificate program during the semester in which they will complete at least 60 credits and achieve junior status, and when the Certificate coursework can be completed prior to graduation. Admission will be limited to top students as measured by GPA. Students should consult the program's website for application deadlines. Students must meet with their advisor prior to applying for the Certificate in Business Fundamentals to determine how these credits will be allocated toward their degree program.

After completing the four required courses, the student must submit an on-line "Request for Certification" at least 30 days prior to graduation. The "Request for Certification" may be submitted during the semester in which the student completes the final course(s). All applications, requests, and allowable course substitutions are only available on-line at:

[www.lerner.udel.edu/advising/businesscertificate.html](http://www.lerner.udel.edu/advising/businesscertificate.html).

**ACCOUNTING AND MANAGEMENT INFORMATION SYSTEMS**

Telephone: (302) 831-2961  
<http://www.lerner.udel.edu/accounting>  
 Faculty Listing: <http://www.lerner.udel.edu/accounting/faculty.html>

The mission of the Department of Accounting and Management Information Systems (MIS) is to offer distinctive and innovative educational opportunities related to the professions of Accounting and MIS, promote scholarship in Accounting and MIS, and to advance successful leadership in a rapidly changing technological environment. The Department offers majors in Accounting and MIS, as well as a minor in MIS, to undergraduate students.

The Bachelor of Science for Accounting majors is designed to prepare students for an accounting career in industry, in government, or in public accounting. An Honors Degree option is available. During the first two years, the accounting major follows a format of courses that enables the student to acquire a broad liberal arts background. The accounting program is designed to provide flexibility in the selection of humanities and social and natural science courses from broad groupings to augment the professional development of the student. The undergraduate accounting major includes work in accounting information systems, intermediate, cost, income tax, advanced accounting, and auditing.

The program provides preparation for the Uniform Certified Public Accountant Examination, the Certificate in Management Accounting, and other professional certifications.

Candidates for a Bachelor of Science degree must: (1) earn a minimum of 120 credits, (2) achieve a minimum cumulative GPA of C (2.0) on all work undertaken at the University of Delaware, (3) fulfill the course requirements of the degree program, and (4) achieve at least a C- in specified business, finance, economics, and accounting courses. Of the required upper division ACCT courses (ACCT 302, 315, 316, 327, 413, 415, 417, and 425), no more than two may be transferred from another institution.

The Management Information Systems major is designed to prepare students for careers that leverage information technology in a business environment, enabling graduates to use information systems

to manage the organization. An Honors Degree option is available. During the first two years, the MIS major follows a format of courses that enables the student to acquire a broad liberal arts background. The MIS program is designed to provide flexibility in the selection of humanities and social and natural science courses from broad groupings to augment the professional development of the student. The undergraduate MIS major includes work in programming languages, databases, system analysis and design, business problem solving, and project management. MIS majors are also required to select a professional concentration in one discipline of business (Accounting, Economics, Finance, Management, Marketing or Operations Management) to promote a thorough understanding of the issues, needs, and practices of that area of business.

Students in the Lerner College of Business and Economics may also take courses leading to the minor in Management Information Systems.

Telephone: (302) 831-6515  
 www.lerner.udel.edu/accounting/mis/misminor.html

**DEGREE: BACHELOR OF SCIENCE**  
**MAJOR: ACCOUNTING**

CURRICULUM CREDITS

**UNIVERSITY REQUIREMENTS**

ENGL 110 Critical Reading and Writing  
 (with a minimum grade of C-) . . . . . 3

First Year Experience (see page 68) . . . . . 0-4  
 Discovery Learning Experience (see page 68) . . . . . 3

Three credits in an approved course or courses stressing multi-cultural, ethnic, and/or gender-related course content (see pages 68-70) . . . . . 3

**MAJOR REQUIREMENTS**

Twelve Humanities credits from: . . . . . 12  
 Art History, History, English (except composition or similar courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre (except performance), Comparative Literature, and literature courses in a foreign language.

Three Social and Behavioral Science credits from: . . . . . 3  
 Anthropology, Psychology, or Sociology.

Choose one of the following MATH combinations  
 (Option I, II, or III): . . . . . 6-12

*Option I*  
 MATH 221 Calculus I  
 MATH 230 Finite Mathematics with Applications

*Option II*  
 MATH 241 Analytic Geometry and Calculus A  
 MATH 230 Finite Mathematics with Applications

*Option III*  
 MATH 241 Analytic Geometry and Calculus A  
 MATH 242 Analytic Geometry and Calculus B  
 MATH 243 Analytic Geometry and Calculus C

MATH 201/202 Introduction to Statistics I and II . . . . . 6

One of the following: . . . . . 3  
 ENGL 301 Expository Writing  
 ENGL 302 Advanced Composition  
 ENGL 312 Written Communications in Business  
 ENGL 410 Technical Writing  
 ENGL 415 Writing in the Professions  
 COMM 212 Oral Communication in Business  
 COMM 255 Fundamentals of Communication

Six credits chosen from: . . . . . 6  
 Mathematics beyond Calculus I, Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Physical Geography, Physical Science, Animal Science, or Plant Science.

ECON 151 Introduction to Microeconomics: Prices and Markets  
 (minimum grade C-) . . . . . 3

ECON 152	Introduction to Macroeconomics: National Economy (minimum grade C-) . . . . .	3
BUAD 301	Introduction to Marketing (minimum grade C-) . . . . .	3
BUAD 306	Operations Management (minimum grade C-) . . . . .	3
BUAD 309	Management and Organizational Behavior (minimum grade C-) . . . . .	3
FINC 311	Principles of Finance (minimum grade C-) . . . . .	3
FINC 313	Financial Markets . . . . .	3
ECON 302	Banking and Monetary Policy . . . . .	3
ACCT 160	Introduction to Business Information Systems I . . . . .	3
ACCT 207	Accounting I (minimum grade C-) . . . . .	3
ACCT 208	Accounting II (minimum grade C-) . . . . .	3
ACCT 302	Accounting Information Systems (minimum grade C-) . . . . .	3
ACCT 315	Intermediate Accounting I (minimum grade C-) . . . . .	3
ACCT 316	Intermediate Accounting II (minimum grade C-) . . . . .	3
ACCT 350	Business Law I . . . . .	3
ACCT 351	Business Law II . . . . .	3

In the following 5 required courses, a grade of C- or better must be earned in all but one:

ACCT 327	Cost Accounting . . . . .	3
ACCT 413	Income Tax Accounting . . . . .	3
ACCT 415	Advanced Accounting . . . . .	3
ACCT 417	Auditing . . . . .	3
ACCT 425	Strategic Information Systems and Accounting . . . . .	3

**PROFESSIONAL ELECTIVES**

ACCT or FINC courses (at 300-level or higher) . . . . . 6  
 See ACCT course descriptions for enrollment restrictions.

**ELECTIVES**

In addition to required courses, sufficient credits must be taken to meet the minimum credits required for the degree. Elective courses should be chosen from outside the Alfred Lerner College of Business and Economics. For Economics, International Business, or Management Information/Decision Support Systems minors only, six credits from the Alfred Lerner College of Business and Economics may be applied to the elective category. No more than two credits can be from HESC 120.

**CREDITS TO TOTAL A MINIMUM OF . . . . . 120**

**HONORS BACHELOR OF SCIENCE:**  
**ACCOUNTING**

The recipient must complete:  
 1. All requirements for the Bachelor of Science in Accounting.  
 2. All of the University's generic requirements for the Honors Baccalaureate degree (see page 52 of this catalog).

The Honors credits in the major will normally include ACCT 207 and ACCT 208. They may include required courses from other departments in the Alfred Lerner College of Business and Economics. An ACCT course taken at the 600-level will count for Honors credit.

**DEGREE: BACHELOR OF SCIENCE**  
**MAJOR: MANAGEMENT INFORMATION SYSTEMS**

CURRICULUM CREDITS

**UNIVERSITY REQUIREMENTS**

ENGL 110 Critical Reading and Writing  
 (with a minimum grade of C-) . . . . . 3

First Year Experience (see page 68) . . . . . 0-4

Discovery Learning Experience (see page 68) . . . . . 3

Three credits in an approved course or courses stressing multi-cultural, ethnic, and/or gender-related course content (see page 68-70) . . . . . 3

**MAJOR REQUIREMENTS**

Twelve Humanities credits from: . . . . . 12  
 Art History, History, English (except composition or similar course), Foreign Languages (up to 6 of the allowable 9 credits may be grammar courses), Philosophy, Music (except credit for participation in instrumental and/or choral

organization), Theatre (except performance), Comparative Literature, and literature courses in a foreign language. No more than nine credits may be taken in one department.

Six social and behavioral science credits from Anthropology, Psychology, or Sociology . . . . . 6

ECON 151	Introduction to Microeconomics: Prices and Markets (minimum grade C-)	3
ECON 152	Introduction to Macroeconomics: National Economy (minimum grade C-)	3
COMM 212	Oral Communication in Business	3
MATH 221	Calculus I	3
MATH 230	Finite Mathematics with Applications	3
MATH 201/202	Introduction to Statistics I and II	6

One of the following courses: . . . . . 3

ENGL 301	Expository Writing	
ENGL 312	Written Communications in Business	
ENGL 410	Technical Writing	
ENGL 415	Writing in the Professions	

Six Credits chosen from: . . . . . 6  
 Mathematics beyond Calculus I, Biological Sciences, Chemistry, Entomology, Geology, Physical Geography, Marine Studies, Physical Science, Animal Science or Plant Science.

Minimum grade C- in all of these courses:

BUEC 225	Modern Business Computing	3
CISC 250	Business Telecommunication Networks	3
ACCT 207	Accounting I	3
ACCT 208	Accounting II	3
ACCT 160	Business Information Systems I	3
BUAD 301	Introduction to Marketing	3
BUAD 306	Operations Management	3
BUAD 309	Management and Organizational Behavior	3
FINC 311	Principles of Finance	3
BUEC 330	Data Base Design & Implementation	3
BUEC 430	Systems Analysis & Implementation	3
BUEC 431	Technological Problem Solving	3
BUEC 432	Problem Solving Project Management	3

**Professional Concentration** . . . . . 12  
 Twelve Credits from any one area of business, accounting, or economics. Students must select ONE of the following disciplines: Accounting, Economics, Finance, Management, Marketing, or Operations Management, and complete 12 credits of 300 and/or 400 level courses in that ONE discipline and approved by the student's academic advisor.

**MIS Electives** . . . . . 9  
 (minimum grade C- in all of these courses)  
 BUEC courses 300-level or above (excluding BUEC 225) and CISC courses 300-level or above and approved by the student's academic advisor. CISC 220: Data Structures is strongly recommended as an elective course.

**ELECTIVES**

In addition to the required courses, sufficient credits must be taken to meet the minimum credits required for the degree. Elective courses should be taken outside of the Lerner College of Business & Economics. For Economics or International Business Minors only six (6) credits can be applied to the elective category. No more than two credits can come from HESC 120.

**CREDITS TO TOTAL A MINIMUM OF . . . . . 120**

**MINOR IN MANAGEMENT INFORMATION SYSTEMS (MIS)**

The MIS Minor is designed to provide students with an opportunity to acquaint themselves with the three interrelated areas of Management Information Systems: Business Foundations, Information Technology, and Project Management/Hands on Experience, and to explore the rapidly expanding field of computer-based management information systems. Applications to be admitted into the MIS Minor are submitted on-line through UDSIS. The minor requires the following eight courses, with a grade of C or better in 21 of the 24 credits and an overall average of C or better for all eight courses in the minor. More information and applications are available at [www.lerner.udel.edu/accounting/mis/misminor.html](http://www.lerner.udel.edu/accounting/mis/misminor.html).

	Credits
ACCT 160	Introduction to Business Information Systems I . . . . . 3
ACCT 207	Accounting I . . . . . 3
BUAD 306	Operations Management . . . . . 3
BUEC 225	Modern Business Computing . . . . . 3
BUEC 330	Database Design and Implementation . . . . . 3

BUEC 430	Systems Analysis and Implementation . . . . . 3
BUEC 431	Technological Problem Solving . . . . . 3
BUEC 432	Problem Solving Project Management . . . . . 3

All substitutions must be approved in writing by the MIS Project Director PRIOR to taking ANY BUEC course.

**BUSINESS ADMINISTRATION**

Telephone: (302) 831-2554  
<http://www.lerner.udel.edu/business/>  
 Faculty Listing: <http://www.lerner.udel.edu/business/BUADf&s.html>

Professional education in business administration serves to develop the capabilities of students so that they may assume positions of leadership and responsibility at all levels of management in our society.

Students pursuing a program of study leading to the degree of Bachelor of Science within the Department of Business Administration must select one of four majors: international business studies, management, marketing, or operations management. Honors Degree options are available in all the majors. Students may apply to the minors in management information systems, economics, or a variety of other fields. A minor in international business is available for students majoring in marketing, management, operations management, MIS, accounting, or finance. A minor in business administration is also available to students majoring in other fields.

Each candidate for a degree must: (1) earn a minimum of 121 credits, 126 credits for international business studies majors, (2) achieve a minimum cumulative GPA of C (2.0) on all work undertaken at the University of Delaware, (3) fulfill the course requirements of the degree program, and (4) achieve at least a C- in specified business, finance, accounting, math and economics courses. Students seeking a Bachelor of Science Degree in any major within the Department of Business Administration may take only one of the four required upper-level Courses in their major at another institution unless advance permission is granted for credit earned in residential study-abroad courses.

All 300- and 400-level courses are restricted to Business Administration Department students and to those students whose programs require the course.

**DEGREE: BACHELOR OF SCIENCE  
 MAJOR: INTERNATIONAL BUSINESS STUDIES**

International Business Studies focuses on in-depth study of a region of the world with heavy emphasis on advanced language skills and international studies to accompany a strong curriculum of business and international business courses. Along with the requirements below, all International Business Studies majors must complete a semester abroad studying in a region of the world consistent with their language of choice.

CURRICULUM	CREDITS
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**UNIVERSITY REQUIREMENTS**

ENGL 110	Critical Reading and Writing (with a minimum grade of C-)	3
First Year Experience	(see page 68)	0-4
Discovery Learning Experience	(see page 68)	3
Three credits in an approved course or courses stressing multi-cultural, ethnic, and/or gender-related course content	(see page 68-70)	3

**MAJOR REQUIREMENTS**

Psychology	3
Sociology	3

Region Studies Courses: 12 credits of courses related to one region of the world consistent with the students language course from the following:

Six credits from . . . . . 6  
 Art History, History, and Philosophy.  
 Six credits from . . . . . 6  
 Anthropology, Geography, Political Science and International Relations.

MATH 221 Calculus I  
 (minimum grade C-) . . . . . 3  
 MATH 201/202 Introduction to Statistics I and II  
 (minimum grade C-) . . . . . 6  
 COMM 212 Oral Communication in Business . . . . . 3

Fifteen credits from . . . . . 15  
 Foreign Languages and Literatures (Five courses in the language of choice,  
 Chinese, French, German, Italian, Japanese, or Spanish at the 200-level and  
 above. Of these five courses at least two must be at the 300-level and one is  
 recommended to be a business language course, depending upon the language of  
 choice. All International Business Studies majors must complete a semester abroad  
 studying in a region of the world consistent with their language of choice.)

Seven Natural and Physical Science credits including one lab credit from: . . . 7  
 Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine  
 Studies, Physics, Plant Science and Science.

ECON 151 Introduction to Microeconomics: Prices and Markets  
 (minimum grade C-) . . . . . 3  
 ECON 152 Introduction to Macroeconomics: National Economy  
 (minimum grade C-) . . . . . 3  
 ACCT 160 Introduction to Business Information Systems I . . . . . 3  
 ACCT 207 Accounting I (minimum grade C-) . . . . . 3  
 ACCT 208 Accounting II (minimum grade C-) . . . . . 3  
 ACCT 261 Introduction to Business Information Systems II . . . . . 3  
 ACCT 352 Law and Social Issues in Business . . . . . 3  
 FINC 311 Principles of Finance  
 (minimum grade C-) . . . . . 3

Only one of the following will count toward graduation:  
 ACCT 261 Introduction to Business Information Systems II . . . . . 3  
 or  
 ACCT 302 Accounting Information Systems . . . . . 3

Students must earn a grade of C- or better in all the following courses:  
 BUAD 110 Basics of Business . . . . . 3  
 BUAD 301 Introduction to Marketing . . . . . 3  
 BUAD 306 Operations Management . . . . . 3  
 BUAD 309 Management and Organizational Behavior . . . . . 3  
 BUAD 341 Environment of Multinational Corporations . . . . . 3  
 (cross-listed with ECON 341 and/or POSC 341)  
 BUAD 382 International Business Management . . . . . 3  
 BUAD 441 Strategic Management . . . . . 3  
 BUAD 475 International Marketing . . . . . 3  
 ECON 340 International Economics . . . . . 3  
 FINC 415 International Finance . . . . . 3

One Information Technology related course from the following . . . . . 3  
 (minimum grade C-)  
 BUEC 427 IT Applications in Management  
 BUAD 477 IT Applications in Marketing

**Professional Electives**  
 ACCT, FINC, BUAD, or BUEC courses (at the 300 level or higher) . . . . . 6

**ELECTIVES**  
 After required courses are completed, sufficient credits must be taken to meet the  
 minimum credits required for the degree (usually a minimum of 5 credits). These  
 credits may be 100-level language courses. Elective courses should be chosen  
 from outside the Alfred Lerner College of Business and Economics, and no more  
 than two credits can be from HESC 120.

**CREDITS TO TOTAL A MINIMUM OF . . . . . 126**

**HONORS BACHELOR OF SCIENCE:  
 INTERNATIONAL BUSINESS STUDIES**

The recipient must complete:  
 1. All requirements for the Bachelor of Science degree.  
 2. All of the University's generic requirements for the Honors Baccalaureate  
 degree (see page 52 of this catalog).

The Honors credits in the major must include six credits of BUAD and/or FINC  
 courses and six credits of the chosen language (CHIN, FREN, GRMN, ITAL, JAPN,  
 or SPAN).

**DEGREE: BACHELOR OF SCIENCE  
 MAJOR: MANAGEMENT**

Managers are essential to every organization because they work with people to  
 make and implement decisions that move organizations forward. The  
 Management major prepares students to be productive and insightful managers. It  
 enhances students' leadership, communication, and analytical skills; provides  
 strategies and models for solving problems ethically and effectively; and equips  
 students to become managers who can make things happen in a dynamic global  
 economy.

CURRICULUM CREDITS

**UNIVERSITY REQUIREMENTS**  
 ENGL 110 Critical Reading and Writing  
 (with a minimum grade of C-) . . . . . 3

First Year Experience (see page 68) . . . . . 0-4

Discovery Learning Experience (see page 68) . . . . . 3

Three credits in an approved course or courses stressing  
 multi-cultural, ethnic, and/or gender-related course content (see pages 68-70). 3

**MAJOR REQUIREMENTS**  
 Twelve Humanities credits from: . . . . . 12  
 Art History, History, English (except composition or similar courses), Foreign  
 Languages (up to 6 of the allowable 9 credits may be grammar courses),  
 Philosophy, Music (except credit for participation in instrumental and/or choral  
 organizations), Theatre, Comparative Literature, and literature courses in a foreign  
 language. No more than nine credits may be taken in one department.

Psychology . . . . . 3

Sociology . . . . . 3

Six credits from: . . . . . 6  
 Anthropology, Economics (200-level or higher), Geography, Political Science and  
 International Relations, Psychology or Sociology (except Criminal Justice). No  
 more than six credits may be taken in one department to fulfill Social and  
 Behavioral Science requirements.

MATH 221 Calculus I  
 (minimum grade C-) . . . . . 3

MATH 201/202 Introduction to Statistics I and II  
 (minimum grade C-) . . . . . 6

COMM 212 Oral Communication in Business . . . . . 3

Seven Natural and Physical Science credits including one lab credit from: . . . 7  
 Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine  
 Studies, Physics, Plant Science and Science.

ECON 151 Introduction to Microeconomics: Prices and Markets . . . . . 3  
 (minimum grade C-)

ECON 152 Introduction to Macroeconomics: National Economy . . . . . 3  
 (minimum grade C-)

ACCT 160 Introduction to Business Information Systems I . . . . . 3

ACCT 207 Accounting I (minimum grade C-) . . . . . 3

ACCT 208 Accounting II (minimum grade C-) . . . . . 3

ACCT 261 Introduction to Business Information Systems II . . . . . 3

ACCT 352 Law and Social Issues in Business . . . . . 3

FINC 311 Principles of Finance (minimum grade C-) . . . . . 3

Only one of the following will count toward graduation:  
 ACCT 261 Introduction to Business Information Systems II . . . . . 3  
 or  
 ACCT 302 Accounting Information Systems . . . . . 3

Students must earn a grade of C- or better in all of the following courses:  
 BUAD 110 Basics of Business . . . . . 3  
 BUAD 301 Introduction to Marketing . . . . . 3  
 BUAD 306 Operations Management . . . . . 3  
 BUAD 309 Management and Organizational Behavior . . . . . 3  
 BUAD 421 Human Resource Management . . . . . 3  
 BUAD 422 Designing Effective Organizations . . . . . 3  
 BUAD 441 Strategic Management . . . . . 3

Three of the following seven courses: . . . . . 9  
 (minimum grade C- in each course)  
 BUAD 382 International Business Management  
 BUAD 420 Labor Relations

BUAD 423	Negotiation & Conflict Resolution	
BUAD 425	Current Issues in Global Management	
BUAD 428	Management Systems	
BUAD 429	Selected Topics in Management	
BUAD 444	Small Business Management	
One Information Technology related course from the following . . . . . 3		
(minimum grade C-)		
BUEC 427	IT Applications in Management	
BUAD 428	Management Systems	
	(counts for Information Technology requirement OR	
	Management core, but not both)	
BUAD 448	Decision Support Systems for Operations	
One of the following International theme courses: . . . . . 3		
ACCT 383	Introduction to International Accounting	
ACCT 395	Seminar: International Accounting	
BUAD 341	Environment of Multinational Corporations	
	(cross-listed with ECON 341 and/or POSC 341)	
BUAD 382	International Business Management	
	(counts for International requirement OR	
	Management core, but not both)	
BUAD 383	Seminar on International Business	
BUAD 391	Seminar on International Management	
BUAD 393	Seminar on International Marketing Management	
BUAD 394	Seminar on International Operations Management	
BUAD 425	Current Issues in Global Business	
BUAD 475	International Marketing	
ECON 305	Cooperative Economic Systems	
ECON 311	Economics of Developing Countries	
ECON 318	Economic History of France	
ECON 340	International Economics	
ECON 341	Environment of Multinational Corporations	
	(may be cross-listed as BUAD 341 and/or POSC 341)	
ECON 344	The Making of the European Economy	
ECON 348	Industrial Policies of France	
ECON 405	The Planned Economics	
ECON 411	Economic Theory of Developing Countries	
ECON 441	Advanced International Microeconomics	
ECON 443	International Monetary Economics	
ECON 444	Analysis of European Economic Performance	
FINC 392	Seminar on International Financial Management	
FINC 415	International Finance	

**Professional Electives**

ACCT, FINC, BUAD, or BUEC courses (at the 300 level or higher) . . . . . 3

**ELECTIVES**

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree (usually a minimum of 9 credits). Elective courses should be chosen from outside the Alfred Lerner College of Business and Economics, and no more than two credits can be from HESC 120.

**CREDITS TO TOTAL A MINIMUM OF . . . . . 121**

**DEGREE: BACHELOR OF SCIENCE  
MAJOR: MARKETING**

Marketing majors learn how to gather information regarding consumers' needs and wants and use this information to make strategic decisions regarding goods or services, pricing, promotion and distribution. The goal of marketing is to create, build and maintain mutually beneficial exchanges with consumers and/or businesses to achieve organizational objectives.

CURRICULUM . . . . . CREDITS

**UNIVERSITY REQUIREMENTS**

ENGL 110	Critical Reading and Writing	
	(minimum grade C-) . . . . .	3
First Year Experience (see page 68) . . . . . 0-4		
Discovery Learning Experience (see page 68) . . . . . 3		
Three credits in an approved course or courses stressing multi-cultural, ethnic, and/or gender-related course content (see pages 68-70) . . . . . 3		

**MAJOR REQUIREMENTS**

Twelve Humanities credits from: . . . . . 12  
Art History, History, English (except composition or similar courses), Foreign Languages (up to 6 of the allowable 9 credits may be grammar courses),

Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature, and literature courses in a foreign language. No more than nine credits may be taken in one department.

Psychology . . . . .	3
Sociology . . . . .	3

Six credits from: . . . . . 6  
Anthropology, Economics (200-level or higher), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice). No more than six credits may be taken in one department to fulfill the Social and Behavioral Science requirements.

MATH 221	Calculus I	
	(minimum grade C-) . . . . .	3
MATH 201/202	Introduction to Statistics I and II	
	(minimum grade C-) . . . . .	6
COMM 212	Oral Communication in Business . . . . .	3

Seven Natural and Physical Science credits including one lab credit from: . . . 7  
Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Plant Science and Science.

ECON 151	Introduction to Microeconomics: Prices and Markets	
	(minimum grade C-) . . . . .	3
ECON 152	Introduction to Macroeconomics: National Economy	
	(minimum grade C-) . . . . .	3
ACCT 160	Introduction to Business Information Systems I . . . . .	3
ACCT 207	Accounting I (minimum grade C-) . . . . .	3
ACCT 208	Accounting II (minimum grade C-) . . . . .	3
ACCT 261	Introduction to Business Information Systems II . . . . .	3
ACCT 352	Law and Social Issues in Business . . . . .	3
FINC 311	Principles of Finance	
	(minimum grade C-) . . . . .	3

Only one of the following will count toward graduation:  
ACCT 261 or ACCT 302

Students must earn a grade of C- or better in all of the following courses:

BUAD 110	Basics of Business . . . . .	3
BUAD 301	Introduction to Marketing . . . . .	3
BUAD 302	Marketing Research . . . . .	3
BUAD 306	Operations Management . . . . .	3
BUAD 309	Management and Organizational Behavior . . . . .	3
BUAD 441	Strategic Management . . . . .	3
BUAD 477	Information Technology Applications in Marketing . . . . .	3
BUAD 479	Marketing Strategy for the Firm . . . . .	3

Three of the following courses: . . . . . 9  
(minimum grade C- in each course)

(must include either BUAD 471 or BUAD 473)		
BUAD 470	Sales Management and Selling	
BUAD 471	Advertising Management	
BUAD 472	Marketing, Society and Environment	
BUAD 473	Buyer Behavior	
BUAD 474	Marketing Channels and Retailing	
BUAD 475	International Marketing	
BUAD 478	Field Projects in Marketing	

One of the following International theme courses: . . . . . 3

ACCT 383	Introduction to International Accounting	
ACCT 395	Seminar: International Accounting	
BUAD 341	Environment of Multinational Corporations	
	(cross-listed with ECON 341 and/or POSC 341)	
BUAD 382	International Business Management	
BUAD 383	Seminar on International Business	
BUAD 391	Seminar on International Management	
BUAD 393	Seminar on International Marketing Management	
BUAD 394	Seminar on International Operations Management	
BUAD 425	Current Issues in Global Business	
BUAD 475	International Marketing	
ECON 305	Cooperative Economic Systems	
ECON 311	Economics of Developing Countries	
ECON 318	Economic History of France	
ECON 340	International Economics	
ECON 341	Environment of Multinational Corporations	
	(may be cross-listed as BUAD 341 and/or POSC 341)	
ECON 344	The Making of the European Economy	
ECON 348	Industrial Policies of France	
ECON 405	The Planned Economics	
ECON 411	Economic Theory of Developing Countries	
ECON 441	Advanced International Microeconomics	

ECON 443	International Monetary Economics
ECON 444	Analysis of European Economic Performance
FINC 392	Seminar on International Financial Management
FINC 415	International Finance

**Professional Electives**

ACCT, FINC, BUAD, or BUEC courses (at the 300 level or higher) . . . . . 3

**ELECTIVES**

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree (usually a minimum of 9 credits). Elective courses should be chosen from outside the Alfred Lerner College of Business and Economics, and no more than two credits can be from HESC 120.

**CREDITS TO TOTAL A MINIMUM OF . . . . . 121**

**DEGREE: BACHELOR OF SCIENCE  
MAJOR: OPERATIONS MANAGEMENT**

The Operations Management (OM) Major focuses on the process by which a firm produces a product or provides a service. OM majors are concerned with addressing questions such as how much of a product to produce? What is the most efficient way to produce that amount of product or that level of service? OM is all about the transformation of raw materials, labor and capital into final products and/or services. The OM major prepares students to be effective problem solvers by increasing their ability to analyze and interpret quantitative information that they then can use to make solid business decisions

CURRICULUM . . . . . CREDITS

**UNIVERSITY REQUIREMENTS**

ENGL 110 Critical Reading and Writing (minimum grade C-) . . . . . 3

First Year Experience (see page 68) . . . . . 0-4

Discovery Learning Experience (see page 68) . . . . . 3

Three credits in an approved course or courses stressing multi-cultural, ethnic, and/or gender-related course content (see pages 68-70) . . . . . 3

**MAJOR REQUIREMENTS**

Twelve Humanities credits from: . . . . . 12  
 Art History, History, English (except composition or similar courses), Foreign Languages (up to 6 of the allowable 9 credits may be grammar courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature, and literature courses in a foreign language. No more than nine credits may be taken in one department.

Psychology . . . . . 3

Sociology . . . . . 3

Six credits from: . . . . . 6  
 Anthropology, Economics (200-level or higher), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice). No more than six credits may be taken in one department to fulfill Social and Behavioral Science requirements.

MATH 221 Calculus I (minimum grade C-) . . . . . 3

MATH 201/202 Introduction to Statistics I and II (minimum grade C-) . . . . . 6

COMM 212 Oral Communication in Business . . . . . 3

Seven Natural and Physical Science credits including one lab credit from: . . . 7  
 Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Plant Science and Science.

ECON 151 Introduction to Microeconomics: Prices and Markets (minimum grade C-) . . . . . 3

ECON 152 Introduction to Macroeconomics: National Economy (minimum grade C-) . . . . . 3

ACCT 160 Introduction to Business Information Systems I . . . . . 3

ACCT 207 Accounting I (minimum grade C-) . . . . . 3

ACCT 208 Accounting II (minimum grade C-) . . . . . 3

ACCT 261 Introduction to Business Information Systems II . . . . . 3

ACCT 352 Law and Social Issues in Business . . . . . 3

FINC 311 Principles of Finance . . . . . 3

(minimum grade C-) . . . . . 3  
 Only one of the following will count toward graduation:  
 ACCT 261 or ACCT 302

Students must earn a grade of C- or better in all of the following courses:

BUAD 110	Basics of Business . . . . .	3
BUAD 301	Introduction to Marketing . . . . .	3
BUAD 306	Operations Management . . . . .	3
BUAD 309	Management and Organizational Behavior . . . . .	3
BUAD 346	Analysis of Operations Problems . . . . .	3
BUAD 441	Strategic Management . . . . .	3
BUAD 446	Operations Planning and Control . . . . .	3
BUAD 447	Quality in Operations . . . . .	3
BUAD 448	Decision Support Systems for Operations . . . . .	3
BUAD 449	Problem Structuring for Operations Decision Making . . . . .	3

One of the following International theme courses: . . . . . 3

ACCT 383	Introduction to International Accounting
ACCT 395	Seminar: International Accounting
BUAD 341	Environment of Multinational Corporations (cross-listed with ECON 341 and/or POSC 341)
BUAD 382	International Business Management
BUAD 383	Seminar on International Business
BUAD 391	Seminar on International Management
BUAD 393	Seminar on International Marketing Management
BUAD 394	Seminar on International Operations Management
BUAD 425	Current Issues in Global Business
BUAD 475	International Marketing
ECON 305	Cooperative Economic Systems
ECON 311	Economics of Developing Countries
ECON 318	Economic History of France
ECON 340	International Economics
ECON 341	Environment of Multinational Corporations (may be cross-listed as BUAD 341 and/or POSC 341)
ECON 344	The Making of the European Economy
ECON 348	Industrial Policies of France
ECON 405	The Planned Economics
ECON 411	Economic Theory of Developing Countries
ECON 441	Advanced International Microeconomics
ECON 443	International Monetary Economics
ECON 444	Analysis of European Economic Performance
FINC 392	Seminar on International Financial Management
FINC 415	International Finance

**Professional Electives**

ACCT, FINC, BUAD, or BUEC courses (at the 300 level or higher) . . . . . 6

**ELECTIVES**

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree (usually a minimum of 9 credits). Elective courses should be chosen from outside the Alfred Lerner College of Business and Economics, and no more than two credits can be from HESC 120.

**CREDITS TO TOTAL A MINIMUM OF . . . . . 121**

**HONORS BACHELOR OF SCIENCE:  
MANAGEMENT, MARKETING, OR OPERATIONS  
MANAGEMENT**

The recipient must complete:

1. All requirements for the Bachelor of Science (any major).
2. All of the University's generic requirements for the Honors Baccalaureate degree (see page 52 of this catalog).

The Honors credits in the major must include at least six credits of BUAD and/or FINC courses. They may include required courses from other departments in the Alfred Lerner College of Business and Economics.

**MINOR IN BUSINESS ADMINISTRATION**

The minor in business administration provides students in degree programs other than in business with an opportunity to acquaint themselves with the basic concepts of business administration. Completion of the requirements for the minor provides a basic understanding of the language and major functional areas of business. The minor is awarded only to students who have applied and been admitted to the program. Applications are reviewed each October 15 and March 15. This program is not available to students whose major program requires all of the following courses. Students seeking a minor in Business Administration may only take one of the required Business or Finance courses at another institution.

Students must earn a grade of C- or better in all the following required courses:

	Credits
ACCT 160 Introduction to Business Information Systems I	3
ACCT 207 Accounting I	3
ACCT 208 Accounting II	3
BUAD 301 Introduction to Marketing	3
BUAD 306 Operations Management	3
BUAD 309 Management and Organizational Behavior	3
FINC 311 Business Finance	3
BUAD/BUEC/ACCT/FINC elective (300-level or higher)	3

Prerequisites for these courses include:

ECON 151 Introduction to Microeconomics: Prices and Markets (minimum grade C-)	3
ECON 152 Introduction to Macroeconomics: National Economy (minimum grade C-)	3
MATH 201 Introduction to Statistics I	3
MATH 202 Introduction to Statistics II	3
MATH 221 Calculus I	3

**CREDITS TO TOTAL A MINIMUM OF . . . . . 39**

**MINOR IN INTERNATIONAL BUSINESS**

The minor in international business is designed to give increased understanding of the important international dimension of business to students with a major in accounting, finance, management, marketing, management information systems, or operations management. The 18 credits required for the minor may also be used to meet other distribution requirements. Students interested in the Minor in International Business must apply to the Department of Business Administration prior to the second semester of their junior year. Also, students with a minor in business administration qualify to apply for the minor.

Nine credits must be passed with a minimum grade of C- from the following courses:

ACCT 383 Introduction to International Accounting	
ACCT 395 Seminar International Accounting	
BUAD 341 Environment of Multinational Corporations	
BUAD 382 International Business Management	
BUAD 383 Seminar on International Business	
BUAD 391 Seminar on International Management	
BUAD 393 Seminar on International Marketing Management	
BUAD 394 Seminar on International Operations Management	
BUAD 425 Current Issues in Global Management	
BUAD 475 International Marketing	
ECON 340 International Economic Relations	
FINC 392 Seminar on International Financial Management	
FINC 415 Finance Seminar: International Finance	

BUAD 341, BUAD 383, BUAD 391, FINC 392, BUAD 393 and BUAD 394 are taught abroad during the Winter Session.

Students seeking a minor in International Business may take only one of the required Alfred Lerner College of Business and Economics courses at another institution unless advance permission is granted for credit earned in residential study-abroad courses.

Students must also take nine credits from an approved list of supporting courses in many departments. Included are all foreign language courses at the intermediate or higher level and courses that emphasize current international issues or provide background for understanding other countries or cultures. No more than one course can be taken in a single department. This list is compiled and updated by the undergraduate advisor in Business Administration. Pass/fail courses will not be counted toward the minor.

**ECONOMICS**

Telephone: (302) 831-2563  
<http://www.lerner.udel.edu/economics>  
 Faculty Listing:  
<http://www.lerner.udel.edu/economics/facultyandstaff.html>

Economists study how markets work in order to determine what is produced, how it is produced, and how income is distributed. Among the many topics studied in economics are such things as the role and impact of international trade, the impact of monopoly on the economy, and the problems of unemployment and inflation. An understanding of economic principles is critical to success in business

and to the design of effective government policy.

The Department of Economics offers a Bachelor of Science and a Bachelor of Arts degree in Economics and a Bachelor of Science degree in Economic Education. In addition, a B.S. degree in Economics and Mathematics is available through the Department of Mathematics in the College of Arts and Sciences. A minor in Economics is also available.

Honors degree options are available for all programs. Optional concentrations in Applied Economics and in Economic Theory and Econometrics are available to students in all programs. Students may also declare interdepartmental majors in Economics with Political Science, French, or Spanish. Requirements for all programs are listed below.

Students majoring in Economics are advised by the faculty of the Department of Economics.

**APPLICATION FOR MAJOR**

Any University student who is not an economics major but wishes to become one must apply for admission into the major. Applications can be submitted online through the student's UDSIS account. The principal criteria for acceptance are academic achievement, particularly in economics courses, and potential for academic success in economics. Students seeking admission to an economics degree program must complete at least 28 credit hours, including ECON 151 and 152, prior to submitting an application. In addition, students applying for the B.S. degree must complete either MATH 221 or 241 with a grade of C- or better.

**DEGREE: BACHELOR OF SCIENCE  
 MAJOR: ECONOMICS**

CURRICULUM	CREDITS
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**UNIVERSITY REQUIREMENTS**

ENGL 110 Critical Reading and Writing (with minimum grade of C-)	3
First Year Experience (see page 68)	0-4
Discovery Learning Experience (see page 68)	3
Three credits in an approved course or courses stressing multi-cultural, ethnic, and/or gender-related course content (see pages 68-70)	3

**MAJOR REQUIREMENTS**

Second Writing Requirement: (minimum grade C-) 3  
 A writing course involving significant writing experience including two papers with a combined minimum of 3,000 words to be submitted for extended faculty critique of both composition and content. This course must be taken after completion of 60 credit hours. For a list of approved second writing courses see pages 93-95.

One of the following: (minimum grade C-)	3-4
MATH 221 Calculus I	
or	
MATH 241 Analytic Geometry and Calculus A	

Quantitative Proficiency Requirement: (minimum grade C-) 9  
 An additional nine credits of course work in the quantitative area. At least three credits in addition to MATH 221 or MATH 241 must be taken in Mathematics at or above the 200-level except MATH 201, 202, 205, 250, 251, 252, and 253. The remaining six credits may be chosen from other Mathematics courses at or above the 200-level (except MATH 201, 202, 205, 250, 251, 252, and 253), ACCT 208, 261, Statistics and Computer Science courses at or above the 300-level, BUAD 306, 346, and 446, BUEC 430 and 431, and ECON 415, 422, 423, and 426. A maximum of one economics course may be used to satisfy this requirement while simultaneously being used to satisfy Economics course requirements.

**BREADTH REQUIREMENTS (See pages 95-100)**

*Group A* . . . . . 12  
 Understanding and appreciation of the creative arts and humanities. Twelve credits representing at least two departments.

*Group B* . . . . . 12  
 The study of culture and institutions over time. Twelve credits representing at least two departments.

Group C . . . . . 12  
Empirically-based study of human beings and their environment. Twelve credits representing at least two departments.

Group D . . . . . 13  
The study of natural phenomena through experiment and analysis. A minimum of thirteen credits representing at least two departments including a minimum of one course with an associated laboratory.

MATH 201/202 Introduction to Statistics I and II: (minimum grade C-) . . . . . 6

Related Work Requirement . . . . . 9  
Nine credits chosen from any 300-level or higher courses in Accounting, Anthropology, Business Administration, Computer Science, Finance, Geography, History, Mathematics, Philosophy, Political Science, Psychology, Sociology, and Statistics. Also acceptable are ACCT 207, 208, 261, any 200-level Mathematics course except 201, 202, 205, 250, 251, 252, and 253, and any BUEC courses. Courses used to satisfy the Related Work Requirement may not be used to fulfill the quantitative proficiency requirement described above.

ECON 151 Introduction to Microeconomics: Prices and Markets (minimum grade C-) . . . . . 3  
ECON 152 Introduction to Macroeconomics: National Economy (minimum grade C-) . . . . . 3  
ECON 301 Quantitative Microeconomic Theory (minimum grade C-) . . . . . 3  
ECON 302 Banking and Monetary Policy (minimum grade C-) . . . . . 3  
ECON 303 Intermediate Macroeconomic Theory (minimum grade C-) . . . . . 3

Five additional Economics courses at or above the 300 level, at least two of which are at or above the 400-level. At least one of the 400 level Economics electives must be chosen from courses other than ECON 415, 422, or 423: (minimum grade C-) . . . . . 15

Credit will not be allowed for both courses of any of the following sets of corresponding courses: ECON 311 and ECON 411, ECON 332 and ECON 433, ECON 344 and ECON 444, ECON 360 and ECON 463, ECON 381 and ECON 483, and ECON 390 and ECON 490.

**ELECTIVES**

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree.

**CREDITS TO TOTAL A MINIMUM OF . . . . . 120**

**DEGREE: BACHELOR OF ARTS  
MAJOR: ECONOMICS**

CURRICULUM . . . . . CREDITS

**UNIVERSITY REQUIREMENTS**

ENGL 110 Critical Reading and Writing (minimum grade C-) . . . . . 3

First Year Experience (see page 68) . . . . . 0-4

Discovery Learning Experience (see page 68) . . . . . 3

Three credits in an approved course or courses stressing multi-cultural, ethnic, and/or gender-related course content (see pages 68-70) . . . . . 3

**MAJOR REQUIREMENTS**

Second Writing Requirement: (minimum grade C-) . . . . . 3  
A writing course involving significant writing experience including two papers with a combined minimum of 3,000 words to be submitted for extended faculty critique of both composition and content. This course must be taken after completion of 60 credit hours. For a list of approved second writing courses see pages 93-95.

Completion of the intermediate-level course (107 or 112) in a given foreign language. Students with four or more years of high school work in a single foreign language may attempt to fulfill the requirement in that language by taking an exemption examination . . . . . 0-12

One of the following: (minimum grade C-) . . . . . 3-4

MATH 114 or 170 Elementary Mathematics and Statistics (for students who do not intend to continue the study of mathematics)

MATH 115 or 171 Pre-Calculus (for students who intend to continue the study of mathematics)

**BREADTH REQUIREMENTS (See pages 95-100)**

Group A . . . . . 12  
Understanding and appreciation of the creative arts and humanities. Twelve credits representing at least two areas.

Group B . . . . . 12  
The study of culture and institutions over time. Twelve credits representing at least two areas.

Group C . . . . . 12  
Empirically-based study of human beings and their environment. Cannot be satisfied by an Economics course. Twelve credits representing at least 2 departments.

Group D . . . . . 13  
The study of natural phenomena through experiment and analysis. A minimum of thirteen credits representing at least two areas including a minimum of one course with an associated laboratory.

ECON 151 Introduction to Microeconomics: Prices and Markets (minimum grade C-) . . . . . 3

ECON 152 Introduction to Macroeconomics: National Economy (minimum grade C-) . . . . . 3

ECON 302 Banking and Monetary Policy (minimum grade C-) . . . . . 3

ECON 303 Intermediate Macroeconomic Theory (minimum grade C-) . . . . . 3

ECON 300 Intermediate Microeconomic Theory or

ECON 301 Quantitative Microeconomic Theory (minimum grade C-) . . . . . 3

Five additional Economics courses at or above the 300 level, at least two of which are at or above the 400-level. At least one of the 400 level Economics electives must be chosen from courses other than ECON 415, 422, or 423: (minimum grade C-) . . . . . 15

Credit will not be allowed for both courses of any of the following sets of corresponding courses: ECON 311 and ECON 411, ECON 332 and ECON 433, ECON 344 and ECON 444, ECON 360 and ECON 463, ECON 381 and ECON 483, and ECON 390 and ECON 490.

MATH 201/202 Introduction to Statistics I and II: (minimum grade C-) . . . . . 6

Related Work Requirement . . . . . 9  
Nine credits chosen from any 300-level or higher courses in Accounting, Anthropology, Business Administration, Computer Science, Finance, Geography, History, Mathematics, Philosophy, Political Science, Psychology, Sociology, and Statistics. Also acceptable are ACCT 207, 208, 261, any 200-level Mathematics course except 201, 202, 205, 250, 251, 252, 253, and any BUEC courses.

**ELECTIVES**

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree.

**CREDITS TO TOTAL A MINIMUM OF . . . . . 120**

**DEGREE: BACHELOR OF ARTS OR  
BACHELOR OF SCIENCE  
MAJOR: ECONOMICS  
CONCENTRATION: APPLIED ECONOMICS**

The requirements for the major in Economics must be met. The following requirements must be met **in place of** the requirement for five economics courses, with at least two at the 400-level, and the quantitative proficiency requirements for the regular B.A. or B.S. degree:

ECON 422/423 Econometric Methods and Models I and II . . . . . 6  
or

ECON 822/823 Econometric Theory/Seminar in Econometrics

Two Economics courses at the 300- or 400-level . . . . . 6

One Economics course at the 400-level (but not ECON 403, ECON 405, ECON 408, or ECON 411) . . . . . 3

One Economics course at the 400-level, or at the 600-level by approval (but not ECON 403, ECON 405, ECON 408, or ECON 411) . . . . . 3

Twelve credits of course work in the quantitative area, including the following . . . . . 12

- ACCT 261 Introduction to Business Information Systems II (prerequisite ACCT 160)
- Six credits in MATH at or above the 200-level (except MATH except 201, 202, 205, 250, 251, 252, and 253).
- Any one of the following: ACCT 208, BUAD 306, BUAD 346, BUAD 446, BUEC 430, BUEC 431, ECON 415, ECON 422, ECON 423, ECON 426, MATH 300, CISC courses at or above the 300-level.

Grade of C- or better required in all required major, major related, and professional studies courses.  
 To be eligible to student teach, Economics Education students must have a GPA of 3.0 in their major and an overall GPA of 2.75. They must also pass a teacher competency test as established by the University Council on Teacher Education. Students must consult with the teacher education program coordinator (see list on p. 205) to obtain the student teaching application and other information concerning student teaching policies

**CREDITS TO TOTAL A MINIMUM OF . . . . . 120**

**DEGREE: BACHELOR OF ARTS OR  
 BACHELOR OF SCIENCE  
 MAJOR: ECONOMICS  
 CONCENTRATION: ECONOMIC THEORY AND  
 ECONOMETRICS**

The requirements for the major in Economics must be met. The following requirements must be met **in place of** the requirement for five economics courses, with at least two at the 400-level, and the quantitative proficiency requirements for the regular B.A. or B.S. degree:

ECON 422/423 Econometric Methods and Models I and II . . . . . 6  
 or  
 ECON 822/823 Econometric Theory/Seminar in Econometrics

Three Economics courses at the 300- or 400-level . . . . . 9

Two additional 400-level courses in economic theory, chosen from ECON 406, ECON 426, ECON 430, ECON 441, ECON 443, ECON 461, ECON 463, or graduate level courses in economic theory by approval. A mathematics course at the 300-level or above may be substituted for one of the 400-level courses in economic theory.

Twelve credits of course work in the quantitative area, including the following . . . . . 12

- ACCT 261 Introduction to Business Information Systems II (prerequisite ACCT 160)
- Six credits in MATH at or above the 200-level (except MATH except 201, 202, 205, 250, 251, 252, and 253).
- Any one of the following: ACCT 208, BUAD 306, BUAD 346, BUAD 446, BUEC 430, BUEC 431, ECON 415, ECON 422, ECON 423, ECON 426, STAT courses at or above the 300-level, CISC courses at or above the 300-level.

**DEGREE: BACHELOR OF ARTS  
 MAJOR: ECONOMICS EDUCATION**

CURRICULUM . . . . . CREDITS

See page 90-91 for University and Breadth requirements.

**MAJOR REQUIREMENTS**

Minimum C- in all required ECON courses.  
 ECON 151 Introductory Microeconomics: Prices and Markets . . . . . 3  
 ECON 152 Introductory Macroeconomics: National Economy . . . . . 3  
 ECON 300 Intermediate Microeconomic Theory . . . . . 3  
 or  
 ECON 301 Quantitative Microeconomic Theory . . . . . 3  
 ECON 302 Banking and Monetary Policy . . . . . 3  
 ECON 303 Intermediate Macroeconomic Theory . . . . . 3

Five Economics courses, at least two of which are at or above the 400 level . 15  
 POSC 150 The American Political System . . . . . 3  
 GEOG 120 World Regional Geography . . . . . 3  
 HIST 104 World History II . . . . . 3  
 HIST 206 United States History since 1865 . . . . . 3

Additional credits as follows . . . . . 15  
 6 credits in POSC, 6 credits in GEOG, 3 credits in HIST

EDUC 413 Adolescent Development and Educational Psychology . . . . . 4  
 EDUC 414 Teaching Exceptional Adolescents . . . . . 3  
 EDUC 419 Diversity in Secondary Education . . . . . 3  
 HIST 491 Planning a Course of Instruction . . . . . 3  
 HIST 493 Seminar: Problems in Teaching History and Social Sciences . . . 3  
 EDUC 420 Reading in the Content Areas . . . . . 1  
 EDUC 400 Student Teaching . . . . . 9

**HONORS BACHELOR OF ARTS: ECONOMICS OR  
 ECONOMICS EDUCATION  
 HONORS BACHELOR OF SCIENCE: ECONOMICS**

The recipient must complete:  
 1. All requirements for the Bachelor of Arts or Bachelor of Science in Economics in the Alfred Lerner College of Business and Economics.  
 2. All of the University's generic requirements for the Honors Baccalaureate degree (see page 52 of this catalog).

The courses in Intermediate Microeconomic Theory and Intermediate Macroeconomic Theory must be taken in Honors sections.

Courses in Economics at the 600-level or higher may be considered as Honors courses.

**MINOR IN ECONOMICS**

The minor in Economics provides students in other degree programs an opportunity to study the basic concepts and methodology in economics and to gain formal recognition for their efforts.

**REQUIRED COURSES IN MINOR:**

Six courses (18 credits) with a grade of C- or better, including ECON 151, 152; one of the following four courses: ECON 251, 300, 301, or 303; and three additional courses at or above the 300-level. NOTE: credit can only be received for one of ECON 251, 300 or 301.

**APPLICATION FOR MINOR:**

Same as application for major. (see page 180)

**INTERDEPARTMENTAL MAJOR IN ECONOMICS**

The interdepartmental major consists of 51 credit hours selected from related fields with a minimum of 21 credit hours selected from each major field. In general, the Economics Department requires that the 21 hours of economics include ECON 151, 152, 302, 300, or 301, and 303. Before considering an interdepartmental major program, the student should strongly consider the option of a major in one field and a minor in the other.

International Relations is an established interdepartmental major with Economics. Interdepartmental majors have also been established for Economics and either French or Spanish, Economics and Political Science, and Economics and Mathematics.

Students wishing to explore the possibility of developing an interdepartmental major with other departments should arrange conferences with their faculty advisors and the appropriate department chairs to plan their programs. Approval of the program is also required by the dean of the college or colleges in which the student is registered.

See also the section on Interdepartmental Major (page 90) in the College of Arts and Sciences section of this catalog for the requirements for an interdepartmental major combining economics with any field in the College of Arts and Sciences. The application process for an interdepartmental major in economics is the same as the application for a major in economics.

**FINANCE**

Telephone: (302) 831-1015  
 http://www.lerner.udel.edu/finance  
 Faculty listing:  
 http://www.lerner.udel.edu/finance/financefaculty.html

Professional education in finance serves to develop the capabilities of students so that they may assume positions of leadership and responsibility at all levels of financial management in our society. The undergraduate degree program in Finance reflects the growing demand for greater financial management capability in banking and in the financial services related industries. An Honors Degree option is available. Students majoring in Finance may also pursue a minor in international business and/or apply to the minors in management information systems or economics as well as minors offered outside of the Lerner College.

To earn the major in Finance, one must: (1) earn a minimum of 121 credits, (2) achieve a minimum cumulative GPA of C (2.0) on all work undertaken at the University of Delaware, (3) fulfill the course requirements of the major, and (4) achieve at least a C- in specified business, finance, accounting, and economics courses. Only one of the six required upper-level courses in Finance may be taken at another institution, unless advance permission is granted.

Students also take a broad range of courses throughout the University that are outside the Alfred Lerner College of Business and Economics. These include a specified number of courses in the humanities, sciences, social and behavioral sciences, and in disciplines that develop specific skills in mathematics, statistics, and written and oral communication. Additional electives are also required to give each student the opportunity to choose courses most consistent with his or her interests.

**DEGREE: BACHELOR OF SCIENCE  
 MAJOR: FINANCE**

CURRICULUM	CREDITS
<b>UNIVERSITY REQUIREMENTS</b>	
ENGL 110 Critical Reading and Writing (minimum grade C-)	3
First Year Experience (see page 68)	0-4
Discovery Learning Experience (see page 68)	3
Three credits in an approved course or courses stressing multi-cultural, ethnic, and/or gender-related course content (see pages 68-70)	3
<b>MAJOR REQUIREMENTS</b>	
Twelve Humanities credits from:	12
Art History, History, English (except composition or similar courses), Foreign Languages (up to 6 of the allowable 9 credits may be grammar courses), Philosophy, Music (except credit for participation in instrumental and/or choral organizations), Theatre, Comparative Literature, and literature courses in a foreign language or up to 6 hours of a foreign language. No more than nine credits may be taken in one department.	
Economics (300-level or higher, excluding ECON 302)	3
Six credits from:	6
Anthropology, Economics (300-level or higher, excluding ECON 302), Geography, Political Science and International Relations, Psychology or Sociology (except Criminal Justice), Black American Studies, or Women's Studies (except courses that qualify as under Humanities). No more than six credits may be taken in one department to fulfill Social and Behavioral Science requirements.	
COMM 212 Oral Communication in Business (It is advised that COMM 212 be taken in the sophomore year.)	3
MATH 221 Calculus I (minimum grade C-)	3
MATH 230 Finite Mathematics with Applications (minimum grade C-)	3

MATH 201/202 Introduction to Statistics I and II  
(minimum grade C-) . . . . . 6

One of the following courses: . . . . . 3  
 ENGL 301 Expository Writing  
 ENGL 312 Written Communication in Business  
 ENGL 410 Technical Writing  
 ENGL 415 Writing in the Professions

Seven Natural and Physical Science credits including one lab credit from: . . . 7  
 Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Plant Science, and Science.

ECON 151 Introduction to Microeconomics: Prices and Markets  
(minimum grade C-) . . . . . 3  
 ECON 152 Introduction to Macroeconomics: National Economy  
(minimum grade C-) . . . . . 3  
 ECON 302 Banking and Monetary Policy . . . . . 3  
 ACCT 160 Introduction to Business Information Systems I . . . . . 3  
 ACCT 207 Accounting I (minimum grade C-) . . . . . 3  
 ACCT 208 Accounting II (minimum grade C-) . . . . . 3  
 ACCT 261 Introduction to Business Information System II . . . . . 3  
 ACCT 352 Law and Social Issues in Business . . . . . 3  
 BUAD 301 Introduction to Marketing  
(minimum grade C-) . . . . . 3  
 BUAD 306 Operations Management  
(minimum grade C-) . . . . . 3  
 BUAD 309 Management and Organizational Behavior  
(minimum grade C-) . . . . . 3  
 BUAD 441 Business Policy (minimum grade C-) . . . . . 3

Only one of the following will count toward graduation:  
 ACCT 261 or ACCT 302.

Students must earn a grade of C- or better in all but one of the following: FINC 312, FINC 313, FINC 314, FINC 412, FINC 413, FINC 414, FINC 415, FINC 416, FINC 417, FINC 418.

FINC 311 Principles of Finance  
(minimum grade C-) . . . . . 3  
 FINC 312 Intermediate Financial Management . . . . . 3  
 FINC 314 Investments . . . . . 3

Three of the following eight courses: . . . . . 9  
 FINC 313 Financial Markets  
 FINC 412 Financial Institutions  
 FINC 413 Advanced Corporate Finance  
 FINC 414 Bank Management  
 FINC 415 International Finance  
 FINC 416 Advanced Investments  
 FINC 417 Real Estate Finance  
 FINC 418 Seminar: Corporate Governance

**Professional Electives**  
 3 credits from ACCT, BUAD, FINC or BUEC (300-level or higher) . . . . . 3

**ELECTIVES**  
 After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree. Electives should be taken from courses outside the Alfred Lerner College of Business and Economics, with no more than two credits from HESC 120.

**CREDITS TO TOTAL A MINIMUM OF . . . . . 121**

**HONORS BACHELOR OF SCIENCE:  
 FINANCE**

The recipient must complete:  
 1. All requirements for the Bachelor of Science in Finance.  
 2. All of the University's generic requirements for the Honors Baccalaureate degree (see page 52 of this catalog).

The Honors credits in the major must include at least six credits in BUAD and/or FINC courses. They may include required courses from other departments in the Lerner College.

