



ALFRED LERNER COLLEGE OF BUSINESS AND ECONOMICS

UNDERGRADUATE PROGRAMS

- **Dean's Scholar Program**
- **Minor in Entrepreneurial Studies**
- **Certificate of Business Essentials**
- **Accounting and Management Information Systems**

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, Hotel, Restaurant and Institutional Management, 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 Essentials is also offered to non-business majors.

Undergraduate students are admitted as new students into the Accounting, Economics, Economics Education, Finance, Hotel, Restaurant and Institutional Management, 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

- **Business Administration**
- **Economics**
- **Finance**
- **Hotel, Restaurant and Institutional Management**

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/ 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. 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:

BUAD 444	Entrepreneurship and Small Business Management	3
ENTR/ELEG 460	High Technology Entrepreneurship	3
FREC 430	Establishing and Managing a Food and Agribusiness Enterprise	3
HRIM 314	Hospitality Entrepreneurship and Value Creation	3
LEAD 411	Topics in Leadership Dynamics (permission required from Leadership Studies Department)	3

Students outside the Lerner College of Business and Economics may also need to meet the requirements of the Certificate of Business Essentials.

CERTIFICATE OF BUSINESS ESSENTIALS

The Certificate of Business Essentials 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-.

		Credits
ECON 100	Economic Issues and Policies	3
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 28 credits and achieve sophomore status, and when the Certificate coursework can be completed prior to graduation. Students should consult the program’s website for application deadlines. Students must meet with their advisor prior to applying for the Certificate of Business Essentials 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.

DISCOVERY- AND SERVICE-BASED LEARNING OPPORTUNITIES AND CLINICAL EXPERIENCES IN HRIM

As a professional, service-oriented department, HRIM stresses opportunities for learning through experiences that require students to apply their academic training and encourage them to develop their newly acquired skills and knowledge. HRIM has a unique combination of facilities that provide a wide range of practical experience settings, and HRIM offers special programs that encourage personal and professional development.

The *Courtyard Newark at the University of Delaware* is operated by the Shaner Hotel Group and provides on-campus lodging for alumni, parents, guests and conference attendees. It also provides enhanced educational experiences in the Marriott Center for Hospitality and Tourism for students in the Department of Hotel, Restaurant and Institutional Management by offering opportunities to gain hundreds of hours of practical experience in a teaching and research laboratory located in a hotel setting. Students gain valuable experience in sales, marketing, revenue management, hotel engineering and housekeeping. For further information, call (302) 831-6077.

The *Vita Nova/Foodservice Laboratory* is part of the Hotel, Restaurant and Institutional Management (HRIM) Department and is located on the second floor of the Trabant University Center. The laboratory consists of Vita Nova, a student-operated, 65-seat dining room open to the public; a display kitchen; the Copeland Vinotek wine cellar; the Darden Bistro; and a teaching and demonstration kitchen with state-of-the-art video and satellite capabilities. Students in the HRIM program use the facility to understand the challenges and dynamics of operating a business. On a daily basis, students rotate through management and skill-level assignments to learn the details required to exceed guest expectations. For further information, call (302)831-6077.

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 minors in MIS and ENTR, 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. 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 69-71) 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

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
MISY 160	Business Computing: Tools and Concepts	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 69-71) 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 6
Anthropology, Psychology, or Sociology

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

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:

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
CISC 250	Business Telecommunication Networks	3
FINC 311	Principles of Finance	3
MISY 160	Business Information Systems I	3
MISY 225	Intro to Programming Business Applications	3
MISY 330	Data Base Design & Implementation	3
MISY 350	Business Application Development	3
MISY 430	Systems Analysis & Implementation	3
MISY 431	Technological Problem Solving	3
MISY 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.

		Credits
ACCT 207	Accounting I	3
BUAD 306	Operations Management	3
MISY 160	Introduction to Business Information Systems I	3
MISY 225	Intro to Programming Business Applications	3
MISY 330	Database Design and Implementation	3
MISY 430	Systems Analysis and Implementation	3
MISY 431	Technological Problem Solving	3
MISY 432	Problem Solving Project Management	3

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

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 69-71) . 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 of approved courses from 6

Art History, Foreign Language and Literature, History, and Philosophy.

Six credits of approved courses 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 207 Accounting I (minimum grade C-) 3

ACCT 208 Accounting II (minimum grade C-) 3

ACCT 352 Law and Social Issues in Business 3

MISY 160 Introduction to Business Information Systems I 3

MISY 261 Introduction to Business Information Systems II 3

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

Only one of the following will count toward graduation:

MISY 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-)

MISY 427 IT Applications in Management

BUAD 477 IT Applications in Marketing

Professional Electives

ACCT, FINC, BUAD, or MISY 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 69-71). 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 207	Accounting I (minimum grade C-)	3
ACCT 208	Accounting II (minimum grade C-)	3
MISY 160	Introduction to Business Information Systems I	3
MISY 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:
 MISY 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-)
 BUAD 428 Management Systems
 (counts for Information Technology requirement OR
 Management core, but not both)
 BUAD 448 Decision Support Systems for Operations
 MISY 427 IT Applications in Management

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
 MISY 395 Global Issues in Information Technology

Professional Electives

ACCT, FINC, BUAD, or MISY 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 69-71) 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 207	Accounting I (minimum grade C-)	3
ACCT 208	Accounting II (minimum grade C-)	3
ACCT 352	Law and Social Issues in Business	3
FINC 311	Principles of Finance (minimum grade C-)	3
MISY 160	Introduction to Business Information Systems I	3
MISY 261	Introduction to Business Information Systems II	3

Only one of the following will count toward graduation:
 MISY 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	
MISY 395	Global Issues in Information Technology	

Professional Electives

ACCT, FINC, BUAD, or MISY courses (at the 300 level or higher)	3
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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
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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 69-71)		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 207	Accounting I (minimum grade C-)	3
ACCT 208	Accounting II (minimum grade C-)	3
ACCT 352	Law and Social Issues in Business	3
FINC 311	Principles of Finance (minimum grade C-)	3
MISY 160	Introduction to Business Information Systems I	3
MISY 261	Introduction to Business Information Systems II	3

Only one of the following will count toward graduation:
 MISY 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	
MISY 395	Global Issues in Information Technology	

Professional Electives

ACCT, FINC, BUAD, or MISY 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 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
MISY 160 Introduction to Business Information Systems I	3
BUAD/MISY/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
MISY 395	Global Issues in Information Technology

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

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 69-71)	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, Statistics and Computer Science courses at or above the 300-level, BUAD 306, 346, and 446, MISY 261, 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 95-99)

Group A 9
 Understanding and appreciation of the creative arts and humanities. Nine credits representing at least two departments.

Group B 9
 The study of culture and institutions over time. Nine credits representing at least two departments.

Group C 9
 Empirically-based study of human beings and their environment. Nine credits representing at least two departments.

Group D 10
 The study of natural phenomena through experiment and analysis. A minimum of ten 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, any 200-level Mathematics course except 201, 202, 205, 250, 251, 252, and 253, and any MISY 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 303 Intermediate Macroeconomic Theory (minimum grade C-)	3

Six 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-) 18

Credit will not be allowed for both courses of any of the following sets of corresponding courses: 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
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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 69-71) 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 95-99)

Group A 9
 Understanding and appreciation of the creative arts and humanities. Nine credits representing at least two areas.

Group B 9
 The study of culture and institutions over time. Nine credits representing at least two areas.

Group C 9
 Empirically-based study of human beings and their environment. Cannot be satisfied by an Economics course. Nine credits representing at least 2 departments.

Group D 10
 The study of natural phenomena through experiment and analysis. A minimum of ten 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 303 Intermediate Macroeconomic Theory (minimum grade C-)	3
ECON 300 Intermediate Microeconomic Theory or ECON 301 Quantitative Microeconomic Theory (minimum grade C-)	3

Six 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-) 18

Credit will not be allowed for both courses of any of the following sets of corresponding courses: 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, any 200-level Mathematics except 201, 202, 205, 250, 251, 252, 253, and any MISY 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 six 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 Economics courses at the 400-level or higher (but not ECON 426, ECON 801, ECON 802, ECON 811, or ECON 812) 6

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.

**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 six 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

Four Economics courses at the 300- or 400-level 12

Two additional 400-level courses in economic theory, chosen from ECON 406, ECON 426, ECON 430, ECON 441, ECON 443, 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 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 303 Intermediate Macroeconomic Theory 3

Six Economics courses, at least two of which are at or above the 400 level . . 18
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

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

**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 178)

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, 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

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 69-71)	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 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 207 Accounting I (minimum grade C-)	3
ACCT 208 Accounting II (minimum grade C-)	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
MISY 160 Introduction to Business Information Systems I	3
MISY 261 Introduction to Business Information System II	3

Only one of the following will count toward graduation:
 MISY 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 419.

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	3
FINC 412 Financial Institutions	3
FINC 413 Advanced Corporate Finance	3
FINC 414 Bank Management	3
FINC 415 International Finance	3
FINC 416 Advanced Investments	3
FINC 417 Real Estate Finance	3
FINC 418 Seminar: Corporate Governance	3
FINC 419 Financial Modeling and Valuation	3

Professional Electives
 3 credits from ACCT, BUAD, FINC or MISY (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.

HOTEL, RESTAURANT AND INSTITUTIONAL MANAGEMENT

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 Faculty Listing: http://www.hrim.udel.edu/faculty/

The Hotel, Restaurant and Institutional Management curriculum leads to a Bachelor of Science Degree (including an Honors Degree option) and is based in liberal arts, business and specialized courses in technical applications for the hotel and restaurant industries. Students are provided a foundation in the traditional academic areas to complement the state-of-the-art business and hospitality courses. The curriculum is structured to provide both a practical and a theoretical education. An integral part of the curriculum is the hospitality-related work experience. A documented student work and community service requirement of 800 hours is required prior to graduation. These combined work experiences assist in the preparation of students for the increasingly complex and challenging hospitality industry.

Transfer student applicants and those wishing to change from another major at the University of Delaware are considered on a space available basis. The chief criterion used in selection is academic performance. Applications are reviewed January 15, March 15, July 15, and October 15.

Students in the Hotel, Restaurant and Institutional Management program also have the opportunity to participate in a 4+1+1 MBA program. With careful planning, academically eligible students can complete both their undergraduate degree in Hotel, Restaurant and Institutional Management and the Master of Business Administration degree in five years of academic study plus a 12 month internship.

BREADTH REQUIREMENTS

The following courses have been approved to fulfill humanities and science electives for students majoring in Hotel, Restaurant and Institutional Management.

Humanities

Art, Art History, Communication, Comparative Literature, English, Foreign Language (including: CHIN, FREN, GREK, GRMN, HEBR, ITAL, JAPN, LATN, PORT, RUSS, SPAN), Foreign Languages and Literatures, Jewish Studies, Linguistics, Museum Studies, Music, Philosophy, Theater, Women's Studies (WOMS 203, 205, 210, 216, 222, 318, 320, 326, 328, 330, 353, 380, 381, 382, 389, 465, 480).

Sciences

Physical and Biological: Anthropology (ANTH 102, 104, 202), Biological Sciences, Animal Science, Chemistry, Entomology, Food Science, Geological Sciences, Marine Studies, Plant and Soil Science, Physics and Astronomy, Psychology (PSYC 314), Science.

Natural: Geography (GEOG 101, 152, 220, 230, 235, 236, 250, 255, 320), Mathematics, Statistics (including PSYC 309), Computer and Information Science.

**DEGREE: BACHELOR OF SCIENCE
MAJOR: HOTEL, RESTAURANT AND INSTITUTIONAL
MANAGEMENT**

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 69-71) 3

MAJOR REQUIREMENTS
 COMM 212 Oral Communication in Business 3
 ENGL 312 Written Communications in Business 3

Foreign Language elective 3

Humanities elective from above 3

MATH 114 College Mathematics and Statistics (designed for students who do not intend to continue the study of mathematics) or
 MATH 115 Pre-Calculus 3
 (designed for students who intend to continue the study of mathematics)
 or
 Successful performance on the proficiency test in mathematics administered by the Department of Mathematical Sciences.

STAT 200 Basic Statistical Practice or
 MATH 201 Introduction to Statistical Methods 3

NTDT 200 Nutrition Concepts (minimum grade C-) 3

Science electives 6

PSYC 100 General Psychology 3

ECON 100 Economic Issues and Policies or
 ECON 151/152 Introduction to Microeconomics/Macroeconomics 3-6

Sociology Elective (following course recommended): 3

SOCI 201 Introduction to Sociology
 ACCT 200 Survey of Accounting or
 ACCT 207/208 Accounting I and II 4-6

BUAD 301 Introduction to Marketing 3
 BUAD309 Management and Organizational Behavior 3
 FINC 200 Fundamentals of Finance 3
 HRIM 180 Introduction to Hospitality 3
 HRIM 187 Introduction to Hospitality Information Management 3
 HRIM 201 Food Principles 2
 HRIM 211 Food Principles Laboratory 1
 HRIM 218 Beverage Management 3
 HRIM 321 Quantity Food Service Management 2
 HRIM 325 Laboratory in Quantity Food Service Management 2
 HRIM 327 Property Engineering 3
 HRIM 380 Management of Lodging Operations 3
 HRIM 381 Management of Food and Beverage Operations 3
 HRIM 382 Managerial Accounting and Finance in the Hospitality Industry 3
 HRIM 480 Human Resources Management in the Hospitality Industry 3
 HRIM 481 Marketing in the Hospitality Industry 3
 HRIM 482 Law of Innkeeping 3
 HRIM 450 Managing Hospitality Information Systems 3
 HRIM 488 HRIM Practicum I 4
 HRIM 489 HRIM Practicum II 6

All HRIM courses require a minimum grade of C-.

The HRIM program requires 700 or more hours of approved industry work experience and an additional 100 hours of approved community service activities prior to graduation.

ELECTIVES

In addition, sufficient elective credits must be taken to meet the minimum credits required for the degree.

May include Military Science, Music, or Physical Education. (Only two credits of activity-type Physical Education and four credits of Music ensemble and four credits of 100- and 200-level courses in Military Science/Air Force may be counted toward the degree.) Students are encouraged to develop fluency in a second language.

CREDITS TO TOTAL A MINIMUM OF 120

**HONORS BACHELOR OF SCIENCE:
HOTEL, RESTAURANT AND INSTITUTIONAL
MANAGEMENT**

The recipient must complete:

1. All requirements for the Bachelor of Science degree in Hotel, Restaurant and Institutional Management.
2. All the University's generic requirements for the Honors Degree (see page 52).

