

# COLLEGE OF BUSINESS

## Administrative Officers

Dr. Amy C. Lewis, *Interim Dean and Professor of Management*

TBD, *Interim Associate Dean and Professor*

Dr. Richard Green, *Department Chair Accounting & Finance, and Associate Professor of Accounting*

Dr. Arne Baruca, *Department Chair Management and Marketing and Associate Professor of Marketing*

The mission of the College of Business at Texas A&M University-San Antonio is to prepare a diverse student population for professional-level, global business careers in a student-centered learning environment through the dynamic use of technology, development and application of practitioner-oriented research and a shared commitment to community involvement with local businesses and organizations.

## Courses of Instruction

There are four components of the Bachelor of Business Administration (B.B.A.) degree:

1. the university's general education component or core curriculum;
2. the lower-division business field of study courses;
3. the common professional component consisting of 3000 and 4000-level business courses required of all business majors; and
4. the courses specific to a major.

The typical B.B.A. degree program consists of 120 hours.

## Requirements for the B.B.A. Degree

### Business Prerequisites

Code	Title	Credits
Prerequisites for all 3000 and 4000 level business administration courses <sup>1</sup>		
ACCT 2301	Principles of Financial Acct <sup>1</sup>	3
ACCT 2302	Principles of Managerial Acct	3
ECON 2301	Principles of Macroeconomics	3
ECON 2302	Principles of Microeconomics	3
CISA 1305	Business Computer Applications <sup>2</sup>	3
QMBS 2305	Business Statistics I	3
QMBS 2301	Quantitative Skills-Business	3

<sup>1</sup> except BLAW 2341 Business Law, BCOM 3304 Bus Communication, CISA 3358 Management Information Systems, BUAD 3311 Business and Society, MKTG 3311 Principles of Marketing, MGMT 3311 Principles of Management, and MGMT 3325 Human Resources Mgmt and Proc.

<sup>2</sup> for CISA majors: CSCI 1336 Programming Fundamentals I/CSCI 1337 Programming Fundamentals II

## Upper and Lower Divisions within the College of Business

Students in upper-level courses within the College of Business are expected to have a basic level of knowledge in specific disciplines in order to be able to successfully synthesize the information they are acquiring. That basic level of knowledge includes the ability to read and

write effectively, to think quantitatively and to have a basic understanding of accounting and our economic system. To ensure the competence of students to complete the upper division component successfully, students must take their lower-division courses in the required order and achieve the required minimum grades in those courses.

**In order to register for the upper division business courses students must earn a grade of at least "C" in the following courses:**

Code	Title	Credits
ACCT 2301	Principles of Financial Acct	3
ACCT 2302	Principles of Managerial Acct	3
CISA 1305	Business Computer Applications <sup>1</sup>	3
QMBS 2301	Quantitative Skills-Business	3
QMBS 2305	Business Statistics I	3
ECON 2301	Principles of Macroeconomics	3
ECON 2302	Principles of Microeconomics	3

<sup>1</sup> for CISA majors: CSCI 1336 Programming Fundamentals I/ CSCI 1337 Programming Fundamentals II

**Additionally, students must have a 2.0 grade point average for the following group of courses:**

Code	Title	Credits
ENGL 1301	Composition I	3
or ENGL 1302	Composition II	
ENGL 2311	Technical Writing	3
MATH 1314/1324	College Algebra	3

Students who are completing their last semester of lower-division requirements may take up to 18 hours of upper-level business courses pending acceptance into the Upper Division. Those courses must be chosen from the following:

Code	Title	Credits
BLAW 2341	Business Law	3
BCOM 3304	Bus Communication	3
CISA 3358	Management Information Systems	3
BUAD 3311	Business and Society	3
MKTG 3311	Principles of Marketing	3
MGMT 3311	Principles of Management	3
MGMT 3325	Human Resources Mgmt and Proc	3

Special situations that may arise with respect to completion of the lower-division course work and sequencing of courses, such as students transferring from other majors within the university and students transferring from other institutions, may be handled on a case-by-case basis by the academic advisor, department chair, and college of business dean.

## Communication Skills

The college requires that all of its majors demonstrate proficient communication skills. Passing BCOM 3304 Bus Communication with a grade of "C" would demonstrate a minimal level of proficiency. If a student is found deficient in communication in BCOM 3304 Bus Communication, the student must retake the course until the required minimum grade is achieved.

## Quantitative and Statistical Skills

The college requires that all of its majors demonstrate proficient quantitative skills. Passing QMBS 2305 Business Statistics I, QMBS 2301 Quantitative Skills-Business, and QMBS 3360 Business Statistics II with a grade of 'C' or better would demonstrate a minimum level of proficiency.

If a student is found to be deficient any of these classes, the student must retake the course(s) until the required minimum grade is achieved.

## Accounting Majors

All Accounting majors must receive a grade of "C" or better in ACCT 3302 Intermediate Accounting I, ACCT 3303 Intermediate Accounting II, and ACCT 3304 Intermediate Accounting III. If a student is found deficient in these courses, the student must retake the course(s) until the required minimum grade is achieved. Accounting majors may not proceed to upper-level accounting classes before these minimum course competencies are achieved. Accounting majors may not take ACCT 3301 Accounting for Non-Acct Majors for credit.

## Finance Majors

All Finance majors must receive a grade of "C" or better in all FINC courses. The student must retake all the course(s) until the required minimum grade is achieved. Finance majors may not proceed to the next course without achieving the minimum grade in the prerequisite course. Academic courses transferred in also must meet the minimum grade criteria. Finance majors may not take FINC 3337 Principles of Corporate Finance for credit.

## Computer Science, Computer Information Systems, and BAAS Computing Related Majors

All Computer Science, Computer Information Systems and students in the computing related BAAS majors must receive a grade of "C" or better in all CSCI, CISA and MATH courses and their associated prerequisites. A minimum average GPA of 2.25 must be maintained in all business core and major courses to remain in the program. If a student is found deficient in these courses, the student must retake the course(s) until the required minimum grade is achieved. Students in these majors may not proceed to the next course without achieving the minimum grade in the pre-requisite course. Academic courses transferred in as CSCI, CISA or MATH courses also must meet the minimum grade criteria, and the minimum average GPA of 2.25 requirement. Academic credits transferred as substitution courses must be completed within the previous five years of admission to A&M-SA.

It is recommended that BBA CIS majors take MATH 1314 College Algebra because it is a prerequisite of CSCI 1336 Programming Fundamentals I. While CSCI 1136 Programming Fundamentals I Laboratory as a co-requisite for CSCI 1336 Programming Fundamentals I will be waived for BBA CIS majors, it is strongly recommended that students take the CSCI 1136 Programming Fundamentals I Laboratory lab to ensure they have the necessary hands-on skill needed for CSCI 1336 Programming Fundamentals I.

## Business Experiential Learning Class

Courses that meet the business experiential learning requirement include:

Code	Title	Credits
ACCT 3328	Internship in Accounting	3
ACCT 4307	Accounting for Government and Nonprofit Entities	3
BUAD 3309	Intro Fed Individual Income Tax	3

BUAD 3391	Business Experiential Learning	3
CISA 3328	Internship in Computr Info Sys	3
CSCI 4391	Senior Project	3
FINC 3328	Internship in Finance	3
FINC 4331	Investments	3
FINC 4332	Portfolio Management	3
MGMT 3328	Internship in Management	3
MKTG 3328	Internship in Marketing	3
MGMT 3360	Teamwork	3
MGMT 3370	Introduction to Entrepreneurship: Exploring the World of the Entrepreneur	3
MGMT 4327	Org Theory and Human Behavior	3
MGMT 4344	Organizational Leadership	3
MGMT 4348	Talent Management	3
MGMT 4370	Strategic Management	3
MKTG 3340	Consumer Behavior	3
MKTG 3341	Marketing Research	3
MKTG 3342	Integrated Mktg Communication	3
MKTG 3360	Personal Selling	3
MKTG 3366	Services Marketing	3
MKTG 4361	Marketing Management	3

## Residency Requirement

A minimum of 25% of total semester hours and 30 upper division hours required for the BBA degree must be completed at A&M-SA to satisfy residency requirement. At least half of the required 30 upper division hours must be in the major courses. See individual computing related degree programs for specific residency requirements.

## Grade Point Average for Graduation

A minimum grade point average of 2.0 is required on:

1. all course work attempted including course work attempted at other universities
2. all course work attempted at Texas A&M University-San Antonio
3. all courses in business administration
4. all courses in the professional field for each major

BBA CIS majors: see requirement under above heading. Note that 50 of the 60 hours listed under Business Core and major courses must be completed at A&M-SA.

MGMT 4370 Strategic Management and BUAD 4170 Business Capstone Lab are required and must be taken at Texas A&M University-San Antonio during the final semester.

## Minors and Degree Program Requirements

The minors offered by the College of Business include Business Administration, Computer Information Systems, and Computer Science. Consult with your academic advisor to determine the optimum number of lower-division and upper-division courses within the chosen minor.

## Programs

- Bachelor of Applied Arts and Sciences, Business Concentrations (<https://catalog.tamusa.edu/undergraduate/business/baas/>)

- Department of Accounting and Finance (<https://catalog.tamusa.edu/undergraduate/business/accounting-finance/>)
  - Accounting, Bachelor of Business Administration (<https://catalog.tamusa.edu/undergraduate/business/accounting-finance/accounting-bba/>)
  - Computer Information Systems Information Assurance Security, BBA (<https://catalog.tamusa.edu/undergraduate/business/accounting-finance/computer-information-systems-ias-bba/>)
  - Computer Information Systems, Bachelor of Business Administration (<https://catalog.tamusa.edu/undergraduate/business/accounting-finance/computer-information-systems-bba/>)
  - Computer Information Systems, Minor (<https://catalog.tamusa.edu/undergraduate/business/accounting-finance/computer-information-systems-minor/>)
  - Finance, Bachelor of Business Administration (<https://catalog.tamusa.edu/undergraduate/business/accounting-finance/finance-bba/>)
  - Information Technology Concentration, BAAS (<https://catalog.tamusa.edu/undergraduate/business/accounting-finance/information-technology-concentration-baas/>)
- Department of Management and Marketing (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/>)
  - A.I. Essentials for Business Certificate (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/ai-certificate/>)
  - Business Administration, Minor (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/business-administration-minor/>)
  - Business Concentration, Bachelor of Applied Arts and Sciences (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/business-concentration-baas/>)
  - Digital Marketing Certificate (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/digital-marketing-certificate/>)
  - Entrepreneurship Certificate (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/entrepreneurship-certificate/>)
  - Fire and Emergency Services Administration-Emergency Medical Services (EMS) Concentration, Bachelor of Applied Arts and Sciences (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/fire-emergency-services-administration-emergency-medical-services-concentration-baas/>)
  - Fire and Emergency Services Administration-Fire Administration Concentration, Bachelor of Applied Arts and Sciences (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/fire-emergency-services-administration-concentration-baas/>)
  - Fire and Emergency Services Administration-Homeland Security Concentration, Bachelor of Applied Arts and Sciences (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/fire-emergency-services-administration-homeland-security-concentration-baas/>)
  - General Business, Bachelor of Business Administration (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/general-business-bba/>)
  - International Management, Bachelor of Business Administration (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/international-management-bba/>)
  - Management Entrepreneurship Concentration, Bachelor of Business Administration (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/management-entrepreneurship-concentration-bba/>)
  - Management Human Resources Concentration, Bachelor of Business Administration (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/management-human-resources-concentration-bba/>)
  - Management Supply Chain Management Concentration, Bachelor of Business Administration (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/management-supply-chain-concentration-bba/>)
  - Management, Bachelor of Business Administration (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/management-bba/>)
  - Marketing, Bachelor of Business Administration (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/marketing-bba/>)
  - Marketing, Minor (<https://catalog.tamusa.edu/undergraduate/business/management-marketing/marketing-minor/>)

## Certificates

The College of Business offers students the opportunity to gain marketable skills Certificates in:

- Cyber Security
- Data Analytics
- Digital Marketing
- Entrepreneurship
- Healthcare Services Administration
- Human Resources Management
- International Business
- Investing
- Mobile Computing
- Supply Chain Management
- Taxation

The courses in these certificates can be taken by any undergraduate student enrolled at Texas A&M University-San Antonio and count as electives according to degree plan requirements. All certificates will only be awarded in conjunction with a baccalaureate degree.

### Cyber Security Certificate

The Cyber Security Certificate includes the following four courses (13 SCH):

Code	Title	Credits
CSCI 1436 or CSCI 1437	Programming Fundamentals I Programming Fundamentals II	4
CISA 3321 or CSEC 3321	Information Security Information Security	3
CISA 2306	Computer Networks	3
CISA 4323	Computer Forensics	3

or CISA 4324	Penetration Testing
or CISA 3321	Information Security
or CSCI 3321	Cyber Security
or CSEC 4324	Penetration Testing

**Total Credits** 13

### Data Analytics Certificate

The Data Analytics Certificate includes the following four courses (9 SCH):

Code	Title	Credits
CISA 2313	Python Programming	3
CISA 4313	Programming for Data Analytics	3
CISA 4332	Data Science and Analytics	3
<b>Total Credits</b>		<b>9</b>

### Digital Marketing Certificate

The Digital Marketing Certificate includes the following four courses (12 SCH):

Code	Title	Credits
MKTG 3311	Principles of Marketing	3
or MKTG 3341	Marketing Research	
MKTG 3343	Digital Marketing	3
MKTG 3345	Visual Media Marketing	3
MKTG 3363	Social Media Marketing	3
<b>Total Credits</b>		<b>12</b>

### Entrepreneurship Certificate

The Entrepreneurship certificate has 2 required courses and 2 electives (12 SCH):

Code	Title	Credits
MGMT 3370	Introduction to Entrepreneurship: Exploring the World of the Entrepreneur	3
MGMT 3371	Entrp: Small Business Management	3
Select two or more from the following Entrepreneurship Courses:		6
MGMT 4371	Developing Your Business Plan	
MGMT 4379	Entrp: Spcl Topics Entrprnrshp (may be repeated for credit with different topic )	
MGMT 4372	Entrp: Creativity & Innovation	
MGMT 4373	Mastering the Art of Pitching Your Business Ideas	
<b>Total Credits</b>		<b>12</b>

### Healthcare Administration Certificate

The Healthcare Administration certificate has 1 required course and 3 electives (12 SCH):

Code	Title	Credits
HCSA 3311	Foundations of Healthcare Administration	3
Select three or more from the following Healthcare Administration Courses:		9
HCSA 3337	Financial Management of Healthcare Organizations	
HCSA 3341	Healthcare Policy & Law	
HCSA 4321	Healthcare Information Systems	

HCSA 4322	Managed Care & Health Insurance
HCSA 4323	Quality Management in Healthcare Organizations
HCSA 4325	Healthcare Ethics & Compliance

**Total Credits** 12

### Human Resources Management Certificate

The Human Resources Management Certificate includes the following five courses (12 SCH):

Code	Title	Credits
MGMT 3325	Human Resources Mgmt and Proc	3
Choose three courses from the following (9 hours):		9
MGMT 4341	Compensation & Benefits	
MGMT 4342	Training & Development	
MGMT 4347	HRIS & Data Analytics	
MGMT 4348	Talent Management	

**Total Credits** 12

### International Business Certificate

The International Business certificate has 2 required courses and 2 electives (12 SCH):

Code	Title	Credits
MGMT 4331	International Business	3
MKTG 4363	International Marketing	3
Select two or more from the following International courses:		9
ECON 3334	International Economics	
BLAW 4344	International Business Law	
FINC 4342	International Finance	
Any special Topics International Course Offerings		

**Total Credits** 15

### Investing Certificate

The Investing Certificate requires the following five courses (13 SCH):

Code	Title	Credits
FINC 3337	Principles of Corporate Finance	3
or FINC 3310		
FINC 4341	Financial Markets/Institutions	3
FINC 4331	Investments	3
FINC 4332	Portfolio Management	3
FINC 4191	Exprntl Learning-Investing	1

**Total Credits** 13

### Mobile Computing Certificate (Available to computing majors)

The Mobile Computing Certificate includes the following four courses (12 SCH):

Code	Title	Credits
CSCI 3354	Web Application Development	3
CSCI 4325	Mobile App Development I	3
CSCI 4335	Mobile App Development II	3
Select one elective from the following:		3
CSCI 3304	Database Systems	

CSCI 4316	Software Engineering I	
CISA 3304	Database Systems	
CISA 4303	Client Server App Dev	
CISA 4313	Programming for Data Analytics	
CISA 4332	Data Science and Analytics	
CETE 3370	Cloud Cmpt Infrastrct Security	
CETE 4375	Wireless and Mobile Security	
CETE 4392	Big Data Analytics & Security	
<b>Total Credits</b>		<b>12</b>

## Supply Chain Management Certificate

The Supply Chain Management Certificate has 3 required courses and 1 elective (12 SCH):

Code	Title	Credits
MGMT 4314	Global Logistics Management	3
MGMT 4330	Global Purchasing/Supply Mgmt	3
MGMT 4323	Total Quality & Lean Mgmt	3
Select one or more from the following courses:		3
MGMT 3320	Supply Chain & Operations Mgmt	
MGMT 4311	Project Management	
MGMT 4361	Negotiation in Bus Environment	
MGMT 4381	Optimization Mthd-Bus Analytc	
MGMT 4334	Currnt Topic-Supply Chain Mgmt	
<b>Total Credits</b>		<b>12</b>

## Taxation Certificate

The Taxation Certificate requires the following five courses (13 SCH):

Code	Title	Credits
ACCT 3301	Accounting for Non-Accnt Mjrs	3
or ACCT 3302	Intermediate Accounting I	
ACCT 3314	Cost Managerial Accounting	3
FINC 3338	Financial Statement Analysis	3
BUAD 3309	Intro Fed Individual Income Tax	3
BUAD 4191	Exprntl Learning-Income Tax	1
<b>Total Credits</b>		<b>13</b>