

GENERAL BUSINESS MAJOR, BBA

Campus: NYC, Westchester

Bachelor of Business Administration

The General Business major is intended for adult students who are already established in their careers and are returning to school to complete a BBA degree. It can be completed on a full or part-time basis. Most of the classes are offered on campus, although students may take online classes when they are offered to fulfill their requirements. It provides students with flexibility within the University Core and in the design of a business concentration, which can be tailored to meet individual academic and career interests. With the guidance of a Lubin academic advisor, students develop a 12-credit career concentration in one of the approved business areas or in an interdisciplinary area, which may include related course work from outside the business school. All students are also required to complete one course in an international business subject, which can be in the same discipline as the concentration or another business area. The following University Core and Business Core courses may not be applied toward the concentration:

Code	Title	Credits
ACC 203	Financial Accounting	4
ACC 204	Managerial Accounting	4
CIS 101	Introduction to Computing	3
ECO 105	Principles of Economics: Macroeconomics	3
ECO 106	Principles of Economics: Microeconomics	3
FIN 260	Financial Management	3
LAW 150	Business Law I	3
MAR 201	Principles of Marketing	3
MGT 150	Managerial and Organizational Concepts	3
MGT 226	Business Analytics	3
MGT 490	Business Strategy	3

Students are required to meet with a professional Lubin academic advisor in the Lubin Office of Undergraduate Academic Advisement (<https://www.pace.edu/lubin/life-lubin/student-resources/undergraduate-students/advisement/>) either prior to enrolling in the General Business major or during their first semester of study.

Earning Credit for Prior Learning

Students who have accumulated considerable knowledge as a result of their work experience or other opportunities for learning outside of a formal academic setting may be eligible to receive college credits for their experiential learning. Students interested in exploring this option should meet with a Lubin professional academic adviser to determine if they are eligible to participate in the Experiential Learning Assessment (ELA) process. Students who are recommended to participate in ELA process will be given approval to register for the two-credit Prior Learning Assessment Seminar (INT 196B). This course will guide the student in the writing of a portfolio that will be submitted for evaluation to the appropriate Pace academic department to determine whether college-level learning is demonstrated and academic credit can be awarded. Students may apply a maximum of 36 credits earned through the ELA process toward the General Business major. Credit may also be earned through CLEP (College Level Examination Program) and other recognized college-level examinations. For further information about the ELA process, CLEP, and other prior learning assessment options, please contact Adult and Continuing Education in the Office of Undergraduate Admission (<https://www.pace.edu/admissions-and-aid/>).

Major Completion Summary

Requirement	Credits
University Core Requirements	53
Major Requirements	44
Open Electives	23-26
Total Credits	120

University Core Requirements (53 Credits)

See complete University Core (<http://catalog.pace.edu/undergraduate/university-core-curriculum/>) requirements.

Includes several of the major-required courses listed below:

Code	Title	Credits
Foundation Requirements		
MAT 104	Finite Mathematics	3
CIS 101	Introduction to Computing	3
or TS 105	Computers for Human Empowerment	
Lubin Foundation Requirement in Quantitative Reasoning¹		
ECO 105	Principles of Economics: Macroeconomics	3
ECO 106	Principles of Economics: Microeconomics	3
MAT 117	Elementary Statistics ²	4
One Elective Course in Mathematics or Economics ³		3

¹ These four courses are applied to the University Core Areas of Knowledge (AOK) requirement as an In-depth Sequence in Quantitative Reasoning. Therefore, Lubin majors are required to complete only one course from each of the four Areas of Knowledge. See Lubin Foundation Requirement (<http://catalog.pace.edu/undergraduate/schools/lubin-school-business/university-core-curriculum-requirements-lubin-majors/#business-foundation>) in Quantitative Reasoning for more details.

² MAT 117 Elementary Statistics satisfies one course in AOK- HSN (AOK5)

³ Any ECO or MAT course, except MAT 100, 102, 103, 104, 117, 130, 134, 234 or ECO 105 or 106.

Major Requirements (44 Credits)

Code	Title	Credits
Business Core¹		
BUS 101	Contemporary Business Practice ²	3
ACC 203	Financial Accounting	4
ACC 204	Managerial Accounting	4
FIN 260	Financial Management	3
LAW 150	Business Law I	3
MAR 201	Principles of Marketing	3
MGT 150	Managerial and Organizational Concepts	3
MGT 226	Business Analytics	3
MGT 490	Business Strategy	3
Major Requirements		
One International Course in a Business Discipline		3
Career Concentration (p. 2)		12
Total Credits		44

¹ See Business Core Requirements (<http://catalog.pace.edu/undergraduate/schools/lubin-school-business/university-core-curriculum-requirements-lubin-majors/>) for more details.

² BUS 101 Contemporary Business Practice is waived for students who receive 45 credits or more toward the BBA degree for courses completed at other colleges or universities, through successful performance on recognized college-level examinations such as CLEP, and the experiential learning assessment process. General Business majors who are not required to take BUS 101 Contemporary Business Practice will take an additional three credits of Open Electives.

Career Concentrations

Code	Title	Credits
Accounting		
ACC 301	Intermediate Accounting I	4
ACC 302	Intermediate Accounting II	4
Finance		
FIN 351	Principles of Investment	3
Information Systems		
CIT 211	Platform Technologies and Architecture	4
CIT 312	Introduction to Programming I	4
Law		

LAW 312	Business Law II	3
or LAW 360	Advanced Business Law	

Management

MGT 222	Organizational Behavior	3
---------	-------------------------	---

Marketing

MAR 222	Marketing Research	3
---------	--------------------	---

Interdisciplinary¹

¹ Requirements will vary depending upon areas selected for interdisciplinary concentration.

Open Electives (23-26 Credits)

Code	Title	Credits
Open Electives		
Select 23-26 credits		23-26
Total Credits		23-26

Course	Title	Credits
First Year		
Fall		
CIS 101	Introduction to Computing	3
ECO 105	Principles of Economics: Macroeconomics	3
ENG 110 or ENG 120	Composition or Critical Writing	3 or 4
MAT 104	Finite Mathematics	3
Liberal Arts and Science Elective		3
Credits		15-16

Spring		
BUS 101	Contemporary Business Practice	3
ECO 106	Principles of Economics: Microeconomics	3
MAT 117	Elementary Statistics	4
ENG 120	Critical Writing ¹	4
Liberal Arts and Science Elective		3
Credits		17

Second Year		
Fall		
ACC 203	Financial Accounting	4
COM 200	Public Speaking	3
LAW 150	Business Law I	3
Liberal Arts and Science Elective		3
Second Language Course or World Traditions & Cultures AOK		3
Credits		16

Spring		
ACC 204	Managerial Accounting	4
MAR 201	Principles of Marketing	3
ENG 201	Writing in the Disciplines	3
MGT 150	Managerial and Organizational Concepts	3
Second Language Course or Liberal Arts and Science Elective		3
Credits		16

Third Year		
Fall		
FIN 260	Financial Management	3
Foundation Science Course with Lab		3

Liberal Arts and Science Elective		3
Liberal Arts and Science Elective		3
Major Concentration		3
	Credits	15
Spring		
MGT 226	Business Analytics	3
Liberal Arts and Science Elective		3
Liberal Arts and Science Elective		3
Major Concentration		3
Open Elective		3
	Credits	15
Fourth Year		
Fall		
International Business Course		3
Major Concentration		3
Open Elective		3
Open Elective		3
	Credits	12
Spring		
MGT 490	Business Strategy	3
Major Concentration		3
Open Elective		3
Open Elective		3
Open Elective and/or Civic Engagement (CE/AOK I)		3
	Credits	15
	Total Credits	121-122

¹ Students transferring ENG 120 with 3 credits will need to take an additional one (1) Liberal Arts and Science Elective Credit.