

# MANAGEMENT MAJOR, BBA - ENTREPRENEURSHIP CONCENTRATION

Campus: NYC, Westchester

## Major Completion Summary

Requirement	Credits
University Core Requirements	53
Major Requirements	47
Open Electives	28
<b>Total Credits</b>	<b>128</b>

## 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
<b>Foundation Requirements</b>		
MAT 104	Finite Mathematics	3
CIS 101	Introduction to Computing	3
or TS 105	Computers for Human Empowerment	
<b>Lubin Foundation Requirement in Quantitative Reasoning <sup>1</sup></b>		
ECO 105	Principles of Economics: Macroeconomics	3
ECO 106	Principles of Economics: Microeconomics	3
MAT 117	Elementary Statistics <sup>2</sup>	4
One Elective Course in Mathematics or Economics <sup>3</sup>		3

<sup>1</sup> 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.

<sup>2</sup> MAT 117 Elementary Statistics satisfies one course in AOK- HSN (AOK5)

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

## Major Requirements (47 Credits)

Code	Title	Credits
<b>Business Core <sup>1</sup></b>		
BUS 101	Contemporary Business Practice	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
<b>Major Requirements</b>		
MGT 150	Managerial and Organizational Concepts <sup>2</sup>	(3)
MGT 226	Business Analytics <sup>2</sup>	(3)
MGT 490	Business Strategy <sup>2</sup>	(3)
MGT 222	Organizational Behavior	3
<b>Entrepreneurship Concentration</b>		

*Required Concentration Courses*

MGT 216	Venture Initiation and Entrepreneurship	3
MGT 319	International Entrepreneurship	3
MGT 416	Business Plan Development	3
MAR 431	New Product Development	3

*Elective Concentration Course*

Select one of the following: 3

MGT 309	Restaurant and Foodservices Management	
MGT 315	Small Business Management	
MGT 317	Human Capital in Entrprnrshp	
MGT 320	Entrepreneurial Implementation	
MGT 365	Managerial Negotiations	
MGT 370	Managing Creativity	
MGT 394A	Management Internship	
MAR 222	Marketing Research	
MAR 332	Selling and Sales Management	
MAR 343	Direct Marketing	
LAW 310	Employment Law	
LAW 318	Intellectual Property Law	

**Total Credits****47**

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

<sup>2</sup> Applied toward the Business Core.

**Open Electives (28 Credits)**

Code	Title	Credits
<b>Open Electives</b>		
Select 28 credits <sup>1</sup>		28
<b>Total Credits</b>		<b>28</b>

<sup>1</sup> Includes UNV 101 First-Year Seminar: Introduction to University Community (1 credit) for all first-year students