

# BMIN - GENERAL BUSINESS MINOR

## **BMIN210 Foundations of Accounting for Non Business Majors (3 Credits)**

Provides an understanding of the common statements that report a company's profitability and financial health, and are useful to all economic agents who are engaged with the firm. Students will also recognize and understand managerial accounting as a system for accumulating and modeling information to support decision-making.

**Restriction:** Must not have completed BMGT221; and must not be a major in the Robert H. Smith School of Business.

**Credit Only Granted for:** (BMGT220 and BMGT221), BMGT210 or BMIN210.

**Formerly:** BMGT210.

**Additional Information:** Does not apply to a Smith School degree. Students pursuing a Smith School minor who have completed both BMGT220 and BMGT221 may substitute these courses for BMIN210. Credit will not be given for both BMIN210 and the combination of BMGT220 and BMGT221.

## **BMIN345 Foundations of Financial Management for Non Business Majors (3 Credits)**

Provides students an overview of financial management. Students will understand how a business allocates financial resources in an uncertain environment to maximize shareholder value. In addition, students will learn the following: how to apply accounting principles to corporate finance; how to value assets, projects, companies and investment securities; understand the relationship between risk and return and how it impacts investment and corporate decisions; how to calculate a company's cost of capital, and develop an intuitive comprehension of financial concepts and analysis.

**Prerequisite:** BMIN210, BMGT210 or BMGT220.

**Restriction:** Must not have completed BMGT340; and must not be a major in the R.H. Smith School of Business.

**Credit Only Granted for:** BMIN345, BMGT345 or BMGT340.

**Formerly:** BMGT345.

**Additional Information:** Course does not apply to a Smith School degree. BMGT340 may substitute for BMIN345.

## **BMIN355 Foundations of Marketing for Non Business Majors (3 Credits)**

Introduces the concepts and principles of marketing. Provides an overview of all the concepts in marketing including relationship marketing, product development, pricing, promotion, marketing research, consumer behavior, international marketing, distribution and internal marketing to employees.

**Restriction:** Must not have completed BMGT350; and must not be a major in the R.H. Smith School of Business.

**Credit Only Granted for:** BMIN355, BMGT355 or BMGT350.

**Formerly:** BMGT355.

**Additional Information:** Course does not apply to a Smith School degree. BMGT350 may substitute for BMIN355.

## **BMIN375 Supply Chain Management for Non Business Majors (3 Credits)**

Examines management decision-making in the design, implementation and coordination of a firm's supply chain activities. Topics include transportation management, warehousing, materials handling, inventory management, and order fulfillment.

**Restriction:** Must not have completed BMGT372; and must not be a major in the Robert H. Smith School of Business.

**Credit Only Granted for:** BMIN375, BMGT375 or BMGT372.

**Formerly:** BMGT375.

**Additional Information:** Course does not apply to a Smith School degree. Course may be substituted by BMGT372 for General Business minor students only.

## **BMIN395 Principles of Management for Non Business Majors (3 Credits)**

Introduces concepts related to organization behavior. Topics include leadership, team decision making and management, conflict resolution and negotiations, organizational culture, and organization change. Students will learn how to apply those concepts and theories to understanding and critically analyzing various individual, interpersonal, group, and organizational management processes.

**Restriction:** Must not have completed BMGT364; and must not be a major in the Robert H. Smith School of Business.

**Credit Only Granted for:** BMIN395, BMGT395 or BMGT364.

**Formerly:** BMGT395.

**Additional Information:** Course does not apply to a Smith School degree. Course may be substituted by BMGT364 for General Business minor students only.