

**Course Guide**  
**The Robert H. Smith School of Business Programs at**  
**The Universities at Shady Grove**  
*Admits: Fall 2012 and After*



**ROBERT H. SMITH**  
**SCHOOL OF BUSINESS**



**The UNIVERSITIES**  
*at Shady Grove*

**Robert H. Smith School of Business Majors offered at the Universities at Shady Grove**  
*for students entering Fall 2012 and after*

**Accounting Major**

First Term, Year 3			Second Term, Year 3		
BMGT 310 Interm Accounting I	3	ACCT	BMGT 301 Intro Info Systems	3	BMGT
BMGT 340 Business Finance	3	BMGT	BMGT 311 Interm Accounting II	3	ACCT
BMGT 350 Intro to Marketing	3	BMGT	BMGT 323 Taxation of Individuals	3	ACCT
BMGT 364 Mgt / Org Theory	3	BMGT	ENGL 394 Business Writing	3	PW
ECON 330, 305 or 306 Economics	3	BMGT	Approved Advanced Study*	3	Adv Stu
BMGT 367 Career Strategies	1	BMGT			
First Term, Year 4			Second Term, Year 4		
BMGT 321 Managerial Accounting	3	ACCT	BMGT 326 Accounting Systems	3	ACCT
BMGT 422 Auditing Theory/Practice	3	ACCT	BMGT 417 Corp, Partners & Estate Tax	3	ACCT
BMGT 380 Business Law I	3	BMGT	BMGT 411 Ethics & Prof. in Accounting	3	ACCT
ECON 340 International Economics	3	UL	BMGT 495 Business Policies	3	BMGT
Elective**	3	LL/UL	BMGT 446 International Finance	3	UL

**Management Major, Entrepreneurship Track**

First Term, Year 3			Second Term, Year 3		
BMGT 340 Business Finance	3	BMGT	BMGT 301 Intro Info Systems	3	BMGT
BMGT 350 Intro to Marketing	3	BMGT	BMGT 392 Intro Int'l Bus Mgt	3	UL
BMGT 364 Mgt / Org Theory	3	BMGT	BMGT 372 Intro Logistics Mgt	3	UL
BMGT360 Strategic Mgt of Human Capital	3	MGMT	BMGT 365 Entrepreneurial Finance	3	MGMT
BMGT 361 Venture Management	3	MGMT	ENGL 394 Business Writing	3	PW
BMGT 367 Career Strategies	1	BMGT			
First Term, Year 4			Second Term, Year 4		
BMGT 463 Cross-Cultural Challenges	3	MGMT	BMGT450 Integrated Mkt Comm	3	UL
BMGT 465 Business Plan	3	MGMT	BMGT 363 Leadership & Teamwork in Org	3	MGMT
BMGT 380 Business Law I	3	BMGT	BMGT 495 Business Policies	3	BMGT
BMGT 496 Bus Ethics and Society	3	MGMT	BMGT 446 International Finance	3	UL
Elective**	3	UL/LL	Approved Advanced Study*	3	Adv Stu

**BMGT**=Smith School/College requirement  
**IB, MKT, MGMT, ACCT**=Major requirement  
**UL**=Upper Level Elective; any approved course at 300 or 400 level  
**\*Adv Stu**=Advanced Study; 300 or 400 level Non-BMGT, Non-ECON, this is a univ. requirement  
**\*\*Elective**=Any level elective; for students that need to earn 60 credits @ a 4-year school  
**PW**=Professional Writing; this is a univ. requirement.

**Courses are subject to change. Please visit the Smith School @ USG web site at:**  
<http://www.rhsmith.umd.edu/undergrad/shadygrove/courseguides.aspx>

*International Business & Marketing Curriculum/Sequence on reverse side*

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**International Business Major**

First Term, Year 3			Second Term, Year 3		
BMGT 340 Business Finance	3	BMGT	BMGT 392 Intro Int'l Bus Mgt	3	IB
BMGT 350 Intro to Marketing	3	BMGT	BMGT 372 Logistics Mgmt.	3	UL
BMGT 364 Mgt/Org Theory	3	BMGT	BMGT 450 Integrated Mkt Comm	3	UL
ECON 330, 305 or 306 Economics	3	BMGT	Approved Advanced Study*	3	Adv Stu
ENGL 394 Business Writing	3	PW	BMGT 301 Intro Info Systems	3	BMGT
BMGT 367 Career Strategies	1	BMGT			
First Term, Year 4			Second Term, Year 4		
BMGT 454 Int'l Marketing	3	IB	BMGT 466 Global Bus. Strategy	3	IB
BMGT 380 Business Law I	3	BMGT	BMGT 477 Int'l Logistics/Trans Mgt	3	IB
ECON 340 International Economics	3	BMGT	BMGT 451 Consumer Analysis	3	UL
BMGT 463 Cross-Cultural Challenges	3	IB	BMGT 495 Business Policies	3	BMGT
Elective**	3	LL/UL	BMGT 446 International Finance	3	IB

**Marketing Major**

First Term, Year 3			Second Term, Year 3		
BMGT 350 Intro to Marketing	3	BMGT	BMGT 451 Consumer Analysis	3	MKT
ECON 330, 305, or 306 Economics	3	BMGT	BMGT 372 Intro Logistics Mgt	3	MKT
BMGT 340 Business Finance	3	BMGT	Approved Advanced Study*	3	Adv Stu
BMGT 364 Mgt/Org Theory	3	BMGT	BMGT 392 Intro Int'l Bus Mgt	3	UL
ENGL 394 Business Writing	3	PW	BMGT 301 Intro Info Systems	3	BMGT
BMGT 367 Career Strategies	1	BMGT			
First Term, Year 4			Second Term, Year 4		
BMGT 452 Mktg Research Methods	3	MKT	BMGT 457 Mktg Policies/Strategies	3	MKT
BMGT 454 Int'l Marketing	3	MKT	BMGT 450 Integrated Mkt Comm	3	MKT
BMGT 380 Business Law I	3	BMGT	BMGT 455 Sales Management	3	UL
ECON 340 International Economics	3	UL	BMGT 495 Business Policies	3	BMGT
Elective**	3	LL/UL	BMGT 363 Leadership in Organizations	3	UL

**BMGT**=Smith School/College requirement

**IB, MKT, MGMT, ACCT**=Major requirement

**UL**=Upper Level Elective; any approved course at 300 or 400 level

**\*Adv Stu**=Advanced Study; 300 or 400 level Non-BMGT, Non-ECON, this is a univ. requirement

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*Accounting & Management, Entrepreneurship Track Curriculum/Sequence on reverse side*