COLLEGE OF ARTS AND SCIENCES

DIVISION OF BUSINESS AND ECONOMICS

DIVISION HEAD: PROF. JEREMY CRIPPS

MAJOR DEGREE PROGRAMS
The Division of Business and Economics oversees the following Degree Programs:

- Bachelor of Business Administration in Accounting
- Bachelor of Business Administration in Finance
- Bachelor of Business Administration in Management
- Bachelor of Business Administration in Marketing

The Division of Business and Economics also oversees the
- Bachelor of Arts in Economics

MINORS
The Division of Business and Economics oversees the following Minor programs:

- Accounting
- Business Administration
- Economics
- Finance
- Management
- Marketing

DISCIPLINES (FIELDS OF STUDY)
The Division of Business and Economics includes the following disciplines:

- Accounting (ACCT)
- Business Ethics and Law (BEAL)
- Economics (ECON)
- Entrepreneurship (ENTR)
- Finance (FINC)
- Management (MGMT)
- Marketing (MRKT)

• **ACADEMIC AND PROFESSIONAL SKILLS DEVELOPED BY THE DEGREE PROGRAMS**
The study of business administration and management provides students with concepts and skills useful for decision-making in public and private commercial organizations.

The undergraduate curriculum of the B.B.A. program at AUK covers accounting principles, economics principles, and functional areas of business administration including marketing, management, finance and accounting. The curriculum is also designed to develop the range of mathematical and computer skills needed in a business career.
While specializing provides specific skills, the liberal arts background will ensure broad academic experiences in the humanities, sciences, arts, and social sciences that teach students to think critically, analyze problems, reach creative solutions, and communicate clearly.

The approach is towards analytical problem-solving and business-related case studies.

The social and leadership opportunities at AUK encourage students to develop the ability to deal effectively with people, to learn and practice organizational and management skills, and to develop their potential for leadership in their careers and their communities.

An excellent way to prepare for a career is to supplement academic education with on-the-job experience. The B.B.A. program at AUK is designed with that purpose in mind. Students pursuing a Business Administration degree program are required to participate in an internship for a minimum of ten weeks, where student interns learn how to apply their business knowledge. AUK helps students find a position that suits their needs and skills. National and international opportunities for internships are available. Internships give students insights into practical business experience, more confidence in job interviewing, and an opportunity that could lead to further career opportunities.

The skills gained through the B.B.A. program are transferable to many career fields, but they are particularly appropriate for students who wish to start their careers in business administration. This unique program partners special training with the flexibility, adaptability and creativity necessary for growth and job satisfaction in our rapidly changing global society.

Careers in business are varied but the following is a list of possibilities:

- Accounting: Management Information Systems, Strategic Planning, Cash Management
- Finance: Banking, Investment Analysis, Financial Analysis
- Management: Manufacturing, Real Estate, Government
- Marketing: Wholesale and Retail Consumer Public Relations
OVERVIEW OF REQUIREMENTS FOR THE BACHELOR OF BUSINESS ADMINISTRATION PROGRAMS (ACCT, FINC, MGMT, MRKT)

Division Head: Prof. Jeremy Cripps  Program E-mail: Business@auk.edu.kw

Admission to the Program:
- A cumulative grade point average (GPA) of 2.0.

University Degree Requirements (120 credit hours)
To receive a Bachelor of Business Administration, students must complete at least 120 credit hours:
- General Education Requirements (45)
- Business Administration Core Courses (25)
- Internship (3-6)
- Specialty Program Requirements (18)
- Electives (26-29)

- General Education Requirements:
Students who plan on a BBA degree are advised that they need to complete the following General Education Requirements. These courses are prerequisites for many Business courses.

- ECON 200  Principles of Microeconomics  [S] (3)
- ECON 201  Principles of Macroeconomics  [S] (3)
- MATH 103  Mathematics for Business  [M] (3)
- MGMT 201  Principles of Management  (3)
- MGMT 204  Business Writing  [E] (3)
- STAT 201  Statistics  [M] (3)

Note: MATH 201 (Calculus I) is recommended for the B.B.A. in Finance as a number of advanced Finance courses may require MATH 201 as a prerequisite.

- Business Administration Core Courses (25 credit hours):
All B.B.A. students must complete the following core courses:

- ACCT 201  Principles of Financial Accounting  (4)
- ACCT 205  Managerial Accounting  (3)
- FINC 332  Financial Management  (3)
- MGMT 210  Research Methods for Business  (3)
- MGMT 321  International Business Management  (3)
- MGMT 345  Business Operations  (3)
- MRKT 200  Principles of Marketing  (3)

AND

- BEAL 401  Legal Issues in Business  (3)

OR

- BEAL 403  Corporate Governance  (3)
• **Internship (3-6 credit hours)**

All students must participate in an Internship Program. The Internship Program provides students with an opportunity to demonstrate their capacity for leadership, teamwork, and business activity in the context of work experience. Each degree program requires a separate internship (Accounting: ACCT 470; Finance: FINC 470; Management: MGMT 470; Marketing: MRKT 470). Internships are completed in the junior or senior year and while in residency at AUK.

Students are limited to a maximum of 6 internship credit hours, and should have at least Junior class standing and a minimum GPA of 2.00. Internships are graded “Pass” or “Fail.” Students electing to take 6 credit hours of internships should note that a 470 internship course may not be used to substitute for a required course in General Education, the Business Administration Core, the Specialty Program Requirements, or a Minor.

Students undertaking a second B.B.A. degree and electing to take 6 credit hours of internship may be required to register for two separate 3 credit hour internships. The requirement will ensure that internships provide experience that complements the different disciplines associated with the First B.B.A. Degree and Second Degree. Students should consult with their Academic Advisor.

The Division’s *Internship Handbook* provides extensive details of the internship process, requirements, and methods of assessment. Information on the process and assessment of internships offered by the Division of Business and Economics is also located at the end of the “Division of Business and Economics” section of the Catalog.

• **Specialty Program Requirements (18 credit hours)**

Students may select to pursue the Bachelor of Business Administration degree in: Accounting, Finance, Management, or Marketing. Students who choose to pursue one of these degree programs must follow the specified guidelines for completing the Business Administration Core Requirements and the requisite 18 credit hours in the degree program of choice (Accounting, Finance, Management, and Marketing). Courses in the B.B.A. program are listed at the Junior (300 level) and Senior level (400 level) with the following prefix designations: ACCT, BEAL, ECON, ENTR, FINC, MGMT, and MRKT.

Students must also choose in consultation with the academic advisor 2 courses (6 credit hours) at the Junior (300 level) or Senior (400 level) from among the business administration, economics, and management electives.

Also, note that for all 400 level courses, “Permission of Instructor” is required for enrollment.

• **Electives (26-29 credit hours)**

Students are allowed 26-29 credit hours to complete the 120 credit hour requirement for graduation. BBA students are strongly advised to consult with the Academic Advisor for the best course choices.
COLLEGE OF ARTS AND SCIENCES

DIVISION OF BUSINESS AND ECONOMICS

DEGREE PROGRAMS IN THE DIVISION OF BUSINESS AND ECONOMICS

BACHELOR OF BUSINESS ADMINISTRATION IN ACCOUNTING (ACCT)

Program Lead: Prof. John Russell  Program E-mail: Business@auk.edu.kw

Accounting Program Learning Outcomes:
Upon completion of the AUK Degree Program Bachelor of Business Administration in Accounting, the student will be able to:

• Design reporting systems and critically assess the validity of financial transactions when employing an accounting information system.
• Acquire the analytical skills of cost determination (traditional and ABC), income and expense analysis, and long range capital and operational strategic planning.
• Professionally present reports of financial information.
• Display the understanding of basic technical skills such as double-entry and other generally accepted accounting principles and international standards of auditing.
• Reveal awareness of cultural differences in business environments and in accounting practices relative to domestic practice.
• Exhibit ethical commitment needed to ensure their work meets the highest standards of integrity, independence, and objectivity.

Students must complete the following 4 courses (12 credit hours):

• ACCT 301  Intermediate Accounting I (3)
• ACCT 305  Intermediate Accounting II (3)
• ACCT 413  Accounting Capstone: Auditing (3)
• ACCT 401  Advanced Managerial Accounting (3)
• ACCT 405  Advanced Financial Accounting (3)

OR

Students must also choose in consultation with the academic advisor 2 courses (6 credit hours), 300-level or above, from among the business administration and management electives.

Business administration electives include courses with the following prefix designations: ACCT, BEAL, ECON, ENTR, FINC, MGMT, and MRKT.
The Accounting Internship course has the designation ACCT 470. Information on the process and assessment of internships offered by the Division of Business and Economics is located at the end of the “Division of Business and Economics” section of the Catalog.
**Bachelor of Business Administration in Finance (FINC)**

*Program Lead:* Dr. Ralph Palliam  
*Program E-mail:* Business@auk.edu.kw

**Finance Program Learning Outcomes:**
Upon completion of the AUK Degree Program Bachelor of Business Administration in Finance, the student will be able to:

- Present financial data with supporting justification for the data and employ an accounting information system.
- Acquire the analytical skills of cost determination (Western and Islamic) for a broad range of financial instruments, tranches, and documentary credits.
- Professionally present reports justifying premiums, discounts, and application of the time value of money to financial information.
- Demonstrate the understanding of basic technical skills such as the application of calculus and mathematical solutions to critical financial calculations.
- Demonstrate awareness of cultural differences in finance environments and in practices relative to domestic practice.
- Apply ethical reasoning and teambuilding practices in financial analysis and projection.

Students must complete the following 4 courses (12 credit hours):

- FINC 341 Corporate Finance (3)
- FINC 345 Investment and Securities Analysis (3)
- FINC 355 Financial Markets and Institutions in Kuwait and the Gulf (3)
- FINC 413 Finance Capstone: Financial Markets and Institutions (3)

Students must also choose in consultation with the academic advisor 2 courses (6 credit hours), 300-level or above, from among the business administration and management electives.

Business administration electives include courses with the following prefix designations: ACCT, BEAL, ECON, ENTR, FINC, MGMT and MRKT.

The Finance Internship course has the designation FINC 470. Information on the process and assessment of internships offered by the Division of Business and Economics is located at the end of the “Division of Business and Economics” section of the Catalog.
**Bachelor of Business Administration in Management (MGMT)**

*Program Lead:* Dr. Athmar Al-Salem  
*Program E-mail:* Business@auk.edu.kw

**Management Program Learning Outcomes:**

Upon completion of the AUK Degree Program Bachelor of Business Administration in Management, the student will be able to:

- Create an application of management reporting systems and critically assess the performance employing management information systems.
- Acquire the analytical skills for the evaluation of an organizational strategic plan compared with actual results and provide solutions to problems arising.
- Demonstrate the ability to communicate and ensure internal controls are professionally implemented and provide assurance for users of financial statements.
- Demonstrate the understanding of basic technical skills such as the application of variance, ratio, and comparative entity analysis in order to control activity and protect corporate assets.
- Demonstrate awareness of cultural differences in business environments and in practices relative to domestic practice.
- Apply ethical reasoning and teambuilding practices in business management.

Students must complete the following 4 courses (12 credit hours):

- ENTR 201 Principles of Entrepreneurship (3)
- MGMT 301 Leading and Managing Organizational Change (3)
- MGMT 333 Organizational Behavior (3)
- MGMT 413 Management Strategy and International Affairs (3)

Students must also choose in consultation with the academic advisor 2 courses (6 credit hours), 300-level or above, from among the business administration and management electives.

Business administration electives include courses with the following prefix designations: ACCT, BEAL, ECON, ENTR, FINC, MGMT, and MRKT.

The Management Internship course has the designation MGMT 470. Information on the process and assessment of internships offered by the Division of Business and Economics is located at the end of the “Division of Business and Economics” section of the Catalog.
**Bachelor of Business Administration in Marketing (MRKT)**

Program Lead: Dr. Mohsen Bagnied  
Program E-mail: Business@auk.edu.kw

Marketing Program Learning Outcomes:
Upon completion of the AUK Degree Program Bachelor of Business Administration in Marketing, the student will be able to:

- Critically assess the target market for product and planning acquisition of planned target market share.
- Acquire the analytical skills for survey analysis to examine the make-up of merchandise and manufacturing markets.
- Professionally present analyses of market potential and communicate unique product attributes.
- Demonstrate the understanding of basic technical skills such as market research survey and assessment techniques and comparative analysis of product markets.
- Demonstrate awareness of cultural differences in the product market and in practices relative to domestic markets.
- Apply ethical reasoning and teambuilding practices in marketing goods and services.

Students must complete the following 4 courses (12 credit hours):

- MRKT 329 International Marketing (3)
- MRKT 355 Promotion and Advertising (3)
- MRKT 401 Marketing Research (3)
- MRKT 413 Marketing Strategy (3)

Students must also choose in consultation with the academic advisor 2 courses (6 credit hours), 300-level or above, from among the business administration and management electives.

Business administration electives include courses with the following prefix designations: ACCT, BEAL, ECON, ENTR, FINC, MGMT, and MRKT.

The Marketing Internship course has the designation MRKT 470. Information on the process and assessment of internships offered by the Division of Business and Economics is located at the end of the “Division of Business and Economics” section of the Catalog.
<table>
<thead>
<tr>
<th>Courses Required to Graduate</th>
<th>BBA - FOUR YEAR PLANS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>BBA / ACCT</td>
</tr>
<tr>
<td></td>
<td>Fall</td>
</tr>
<tr>
<td>Gen. Ed. Requirements:</td>
<td></td>
</tr>
<tr>
<td>ENGLISH</td>
<td></td>
</tr>
<tr>
<td>ENGL 101</td>
<td>1</td>
</tr>
<tr>
<td>MGMT 204</td>
<td>2</td>
</tr>
<tr>
<td>ORAL</td>
<td></td>
</tr>
<tr>
<td>ENGL 108</td>
<td>3</td>
</tr>
<tr>
<td>Arabic Lang.</td>
<td></td>
</tr>
<tr>
<td>ARAB 3</td>
<td>1</td>
</tr>
<tr>
<td>Arab Culture</td>
<td></td>
</tr>
<tr>
<td>MATH</td>
<td></td>
</tr>
<tr>
<td>MATH 103</td>
<td>1</td>
</tr>
<tr>
<td>STAT 201</td>
<td>2</td>
</tr>
<tr>
<td>CSIS</td>
<td></td>
</tr>
<tr>
<td>CSIS 3</td>
<td>3</td>
</tr>
<tr>
<td>Health</td>
<td></td>
</tr>
<tr>
<td>HFIT 1</td>
<td>1</td>
</tr>
<tr>
<td>Learning</td>
<td></td>
</tr>
<tr>
<td>EDUC 100</td>
<td>1</td>
</tr>
<tr>
<td>Humanities</td>
<td></td>
</tr>
<tr>
<td>.</td>
<td>3</td>
</tr>
<tr>
<td>Social Science</td>
<td></td>
</tr>
<tr>
<td>ECON 200</td>
<td>3</td>
</tr>
<tr>
<td>ECON 201</td>
<td>4</td>
</tr>
<tr>
<td>Sciences</td>
<td></td>
</tr>
<tr>
<td>.</td>
<td>4</td>
</tr>
<tr>
<td>.</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>45</td>
</tr>
</tbody>
</table>

BBA Business Core:

<table>
<thead>
<tr>
<th></th>
<th>Credit Hrs</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 201</td>
<td>4</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT 205</td>
<td>3</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MRKT 200</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT 210</td>
<td>3</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT 321</td>
<td>3</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FINC 332</td>
<td>3</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT 345</td>
<td>3</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>401/4 BEAL</td>
<td>3</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>25</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## BBA Degree Program Requirements

<table>
<thead>
<tr>
<th>ACCT</th>
<th>FINC</th>
<th>MGMT</th>
<th>MRKT</th>
<th>Credit Hrs</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 301</td>
<td>FINC 341</td>
<td>ENTR 201</td>
<td>MGMT 309</td>
<td>3</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT 305</td>
<td>FINC 345</td>
<td>MGMT 301</td>
<td>MRKT 355</td>
<td>3</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT 401/5</td>
<td>FINC 355</td>
<td>MGMT 333</td>
<td>MRKT 401</td>
<td>3</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT 413</td>
<td>FINC 413</td>
<td>MGMT 413</td>
<td>MRKT 413</td>
<td>3</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Related Reqs: (300 level or above)

<table>
<thead>
<tr>
<th>Credit Hrs</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>6</td>
<td>8</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Internship

[3-6 Cr Hrs]

<table>
<thead>
<tr>
<th>Credit Hrs</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
</tr>
</thead>
<tbody>
<tr>
<td>470</td>
<td>3</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
</tr>
</tbody>
</table>

### Electives

<table>
<thead>
<tr>
<th>Credit Hrs</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
</tbody>
</table>

### Required Pre-Req

<table>
<thead>
<tr>
<th>MGMT 201</th>
<th>Credit Hrs</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
<th>Fall</th>
<th>Spr.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>8</td>
<td>6</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td></td>
</tr>
</tbody>
</table>

### Special Req: Min 40 Cr Hrs @ .300

<table>
<thead>
<tr>
<th>GPA</th>
<th>GRADUATION REQUIREMENT</th>
<th>Above 2.0</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>120</td>
</tr>
</tbody>
</table>
ECONOMICS (ECON)

In addition to overseeing the Bachelor of Business Administration Programs, the Division also oversees the Bachelor of Arts program in Economics.

Academic and Professional skills developed by the Degree Program

Economics is the science of making choices when resources are scarce. These choices are made by individuals who act through numerous social institutions such as families, business firms, financial institutions, governments, labor unions, trade associations, and charities. Economics applies a rigorous method for analyzing choices-constrained maximization-to investigate how these institutions make decisions to purchase, produce, and trade resources and goods that satisfy human needs and desires. The Economics degree program at AUK provides the student with the comprehensive study of domestic and international economics. The student will learn the principles of economics, the theories and methods of economic analysis, the nature of international economic activity, the character of regional Arab economics and the economics of oil and energy. In this Program, students will also examine economic issues including labor, trade, finance and investment.

Graduates with a Bachelor of Arts in Economics are often sought after by banks, businesses, international corporations, government agencies and non-government organizations. In addition, the degree program in economics at AUK will provide the student with a solid foundation to continue graduate work in economics. Furthermore, the study of economics is a very useful adjunct to the study of management and business administration and other social sciences, including anthropology, political science, and sociology and is helpful for students intending to pursue graduate programs in business, law, accounting, finance and public administration.

BACHELOR OF ARTS (B.A.) IN ECONOMICS

Program Lead: Dr. Mourad Dakhli  Program E-mail: Business@auk.edu.kw

Economics Learning Outcomes:
Upon completion of the AUK degree in Economics, the student will be able to:

- Critically assess the target economic market by utilizing the skills learned in microeconomics and macroeconomics, such as being able to determine the biological and physical impact variables on economies, identify correlative factors within the market, and distinguish empirical statistical data findings from normative results.
- Acquire analytical skills such as comparative advantage and exchange to identify efficient market resource allocation as well as acquire the ability to determine the opportunity cost of alternatives and to compare static data analyses.
- Professionally present an interpretation and analyses of economic data and markets.
- Demonstrate the understanding of basic technical skills when organizing and analyzing statistical data and presenting visual information.

Admission to the Program:
- Students should apply and be approved for formal admission into the degree program (or Major) by the second semester of the sophomore or second year.
- Students must have a minimum 2.00 GPA.
- Students must have completed STAT 201 with a grade of “C” or better.

**University Degree Requirements (120 credit hours)**
To receive a Bachelor of Arts in Economics, students must complete at least 120 credit hours:
- General Education Requirements (45)
- Core Requirements (36)
- Economics Electives (15)
- Free Electives (24)

**General Education Requirements (45 credit hours)**
Students who plan on a B.A. degree in Economics are advised that they need to complete the following General Education Requirements courses. These courses are prerequisites for many Economics courses and must be completed with a grade of “C” or better.

- ENGL 204 Business Writing [E] (3)
- MATH 103 Math for Business [M] (3)
- MATH 201 Calculus I [M] (3)
- STAT 201 Statistics [M] (3)

**Economics Core Requirements (36 credit hours)**
Students must take the following 12 Core Courses (36 credit hours):

- ECON 200 Principles of Microeconomics [S] (3)
- ECON 201 Principles of Macroeconomics [S] (3)
- ECON 300 Intermediate Microeconomics [S] (3)
- ECON 301 Intermediate Macroeconomics [S] (3)
- ECON 304 Economics of Labor [S] (3)
- ECON 305 International Economics [S] (3)
- ECON 351 Money and Banking [S] (3)
- ECON 405 Comparative Economic Systems (3)
- ECON 409 Economic Development (3)
- ECON 452 Econometrics (3)
- ECON 470* Internship in Economics (3)
- ECON 485 Seminar in Economics (3)

Students are limited to a maximum of 6 internship credit hours when taking ECON 470, “Internship in Economics.”

*Information on internship assessment for internships offered by the Division of Business and Economics is also located at the end of the “Division of Business and Economics” section of the Catalog.

**Economics Electives (15 credit hours)**
Students are encouraged to choose in consultation with their academic advisor 5 courses (15 credit hours) from the following areas: SBSA, ENTR, FINC, HIST, PLSC and others that may fit the student career objectives if approved by the advisor.

- **Free Electives (24 credit hours)**
  Choose 8 courses (24 credit hours) in consultation with the academic advisor.
## ECONOMICS 2008-2009 4 YEAR PLAN

### General Education Requirements:

<table>
<thead>
<tr>
<th>Course</th>
<th>Hrs</th>
<th>Spring</th>
<th>Fall</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGLISH</td>
<td>ENGL 101</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>MGMT 204</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>ORAL</td>
<td>ENGL 108</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Arabic Lang</td>
<td>ARAB</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>Arab Culture</td>
<td>.</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>MATH</td>
<td>MATH 103</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>STAT 201</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>CSIS</td>
<td>CSIS</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Health</td>
<td>HFIT 101</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Learning</td>
<td>EDUC 100</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Humanities</td>
<td>.</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>.</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>Social</td>
<td>ECON 200</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Science</td>
<td>ECON 201</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>Science</td>
<td>.</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>.</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>45</td>
</tr>
</tbody>
</table>

### BA Economics Core:

<table>
<thead>
<tr>
<th>Course</th>
<th>Hrs</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 200</td>
<td></td>
</tr>
<tr>
<td>ECON 201</td>
<td></td>
</tr>
<tr>
<td>ECON 300</td>
<td>3</td>
</tr>
<tr>
<td>ECON 301</td>
<td>3</td>
</tr>
<tr>
<td>ECON 304</td>
<td>3</td>
</tr>
<tr>
<td>ECON 305</td>
<td>3</td>
</tr>
<tr>
<td>ECON 351</td>
<td>3</td>
</tr>
<tr>
<td>ECON 405</td>
<td>3</td>
</tr>
<tr>
<td>ECON 409</td>
<td>3</td>
</tr>
<tr>
<td>ECON 452</td>
<td>3</td>
</tr>
<tr>
<td>ECON 470</td>
<td>3</td>
</tr>
<tr>
<td>ECON 485</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>30</td>
</tr>
<tr>
<td>Elective Type</td>
<td>Hours</td>
</tr>
<tr>
<td>------------------</td>
<td>-------</td>
</tr>
<tr>
<td><strong>Economics Electives</strong></td>
<td></td>
</tr>
<tr>
<td>Select from SBSA, ENTR, FINC, HIST, PLSC, &amp; all B&amp;E Division courses at the 300 level or above</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>15</td>
</tr>
<tr>
<td><strong>Free Electives</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
</tr>
</tbody>
</table>

**Special Req:** Min 40 Cr Hrs @ 300 GPA 3.0

**GRADUATION REQUIREMENT** Above 2.0 120
MINORS IN THE DIVISION OF BUSINESS AND ECONOMICS

Students may elect to complement their Degree with a Minor, defined as specialization in a discipline (academic area) outside their chosen Degree Program.

The Division oversees the following Minors:
- Accounting
- Business Administration
- Economics
- Finance
- Management
- Marketing

The Minors in Accounting, Finance, Management, and Marketing are designed for students taking a B.B.A. degree. For example, a student can complete their B.B.A. in Accounting with a Minor or Minors that provide specializations(s) in one or more of the following disciplines: Finance, Management, Marketing, or Economics.

The Minor in Business Administration is designed for students taking a B.A. in Economics or a Degree Program in the Divisions of Humanities & Arts, Sciences & Engineering, or Social Sciences. It is not designated for students taking a B.B.A. degree.

The Minor in Economics is designed for students taking a B.B.A. degree or a Degree program in the Divisions of Humanities & Arts, Sciences & Engineering, or Social Sciences. It is not designated for students taking the B.A. in Economics.

• **General Requirements for a Minor**
  Students wishing to complete a Minor must complete a minimum 18 credit hours. The minimum credit hours for the Economics Minor are 18; for Accounting, Finance, Management, and Marketing Minors 21; and for the Business Administration Minor 22.

  No more than 9 credit hours in the student’s Degree Program, or another Minor, may be counted toward a Minor. Internship credits may not be used to substitute for courses comprising the requisite minimum 18 credit hours in a Minor program.

• **Requirements for a Minor in Accounting, Finance, Management, or Marketing**
  Students choosing to add a Minor in Accounting, Finance, Management, or Marketing should consult Program Leads in the appropriate discipline (field of study):
  - Accounting: Prof. John Russell
  - Finance: Dr. Ralph Palliam
  - Management: Dr. Athmar Al-Salem
  - Marketing: Dr. Mohsen Bagnied
However, a partial indication of the Minor requirements may be gained from the Catalog by reviewing courses listed under the 18 hours of program requirements in the appropriate discipline. For the Division of Business and Economics, this 18 credit hours is comprised of 4 compulsory courses (12 credit hours) plus 2 courses (6 credit hours), 300-level or above, from among the business administration and management electives chosen in consultation with the student’s Academic Advisor and Program Lead.

Specific details of the course requirements for the Minors in Business Administration and in Economics respectively are given below.

**MINOR IN BUSINESS ADMINISTRATION (22 CREDIT HOURS)**

*Program Lead: Prof. Jeremy Cripps*

This Minor is designated for students taking the B.A. in Economics or Degree Programs in the Divisions of the Humanities & Arts, Sciences & Engineering, and Social Sciences. The Minor requires students to complete the following:

- ACCT 201  
  Principles of Financial Accounting  
  (4)
- ECON 200  
  Principles of Microeconomics  
  [S] (3)
- ECON 201  
  Principles of Macroeconomics  
  [S] (3)
- MGMT 333  
  Organizational Behavior  
  (3)
- MRKT 413  
  Marketing Strategy  
  (3)

In addition, students must complete 2 courses (6 credit hours) from among the Business Administration electives.

Business Administration electives include courses with the following prefix designations: **ACCT, BEAL, ECON, ENTR, FINC, MGMT, and MRKT**.

**MINOR IN ECONOMICS (18 CREDIT HOURS)**

*Program Lead: Dr. Mourad Dakhli*

This Minor is designated for students taking a B.B.A. or Degree Programs in the Divisions of the Humanities & Arts, Sciences & Engineering, and Social Sciences. Students must complete 6 courses (18 credit hours) for the Minor.

The following 2 courses (6 credit hours) are core courses for the Economics Minor:

- ECON 200  
  Principles of Microeconomics  
  [S] (3)
- ECON 201  
  Principles of Macroeconomics  
  [S] (3)
In addition, students must choose in consultation with the academic advisor 4 courses (12 credit hours) from among the following:

- **ECON 300** Intermediate Microeconomics [S] (3)
- **ECON 301** Intermediate Macroeconomics [S] (3)
- **ECON 304** Economics of Labor [S] (3)
- **ECON 305** International Economics [S] (3)
- **ECON 351** Money and Banking [S] (3)
- **ECON 405** Comparative Economic Systems (3)
- **ECON 409** Economic Development (3)
- **ECON 452** Econometrics (3)
- **ECON 470** Internship in Economics (3)
- **ECON 485** Seminar in Economics (3)

Up to two non-economic courses (e.g. **HIST**, **PLSC**, **MGMT**) can be taken in lieu of two from the above in consultation with the student’s Academic Advisor.
COLLEGE OF ARTS AND SCIENCES

DIVISION OF BUSINESS & ECONOMICS INTERNSHIP PROCESS AND ASSESSMENT

The Internship process and assessment is completed in the following stages:

Program discussion: Potential Interns (Juniors or Seniors pursuing a Degree Program within the Division) are advised on the nature and purpose of an internship. The essential point is that they learn that there is a significant difference between the theory they learn in the classroom and the practice they will encounter during their internship.

Internship Handbook: The student is asked to read through the Internship Handbook. They are asked to ask questions and confirm that they understand the process of the internship. At this stage they will also complete the Permission to Enroll form which registers the student for an internship.

Internship Contract signed: The next stage is to have a meeting with the organization which has agreed to provide the internship. At this meeting the nature of the internship is discussed and the student, the off-campus supervisor, and the internship 470 instructor all sign the form.

At this meeting special details of the internship are agreed in the format of a contract between the three parties.

Visit to Place of work: At the time of the contract signing, or at a time near to this meeting, the 470 instructor visits the place of work where the student is going to be working and checks that the environment is suitable and that the nature of the work and the place of work go together.

Contact Off-campus supervisor: Contact is established between the Off-campus supervisor and the 470 instructor to ensure that if any problems arise during the internship there is a clear understanding of the roles each party will play in making sure that the student has a quality learning experience.

Weekly email reports from Intern: During the period of the internship, interns are expected to email the 470 instructor at least once a week to report on progress and activity. Students are expected to record their activities so that they can in the future review what activities have occupied their time while they are on an internship.

Mid-Term assessment of the Intern: is initially made by the Off-campus supervisor and this leads to the 470 instructor submitting a Midterm grade. Note that grades for internship are on a Pass/Fail basis.

Intern’s Internship Final Report: At the end of an intern’s period of work the intern is required to present a Report of activity. This report is to record the activities that the students has completed. The student submits the report.

Once the report is submitted, it is reviewed by the 470 instructor. Additions may be requested during an interview and discussion with the student.

Final Assessment: The final assessment begins with a final assessment by the Off-campus supervisor. This is submitted by the Off-campus supervisor.
The 470 instructor then confirms the Off-campus supervisor assessment. The 470 instructor will then submit a final grade.

*Overall Assessment:* The most auspicious evaluation and assessment of the student comes when, as often happens, the student is either encouraged to return to the company where the internship is held or even as in fewer cases when the student is offered immediate employment.

The most important assessment for the student is his/her understanding of the differences in the work day between the tasks and deadlines in the academic environment and the routine of tasks and deadlines in the work environment.