

SORRELL COLLEGE OF BUSINESS

TROY UNIVERSITY SCOB MISSION STATEMENT

The Sorrell College of Business (SCOB) prepares a diverse student body, drawn primarily from Alabama and surrounding states, to become successful, ethical and engaged business professionals with the knowledge to compete in the global business environment.

To achieve this our faculty, staff, and administration will:

Provide quality undergraduate and graduate education in global business through high-quality teaching;

Serve the university and engage with business and professional communities in our primary service area through individual involvement and our centers for research and outreach;

Grow and enhance the longstanding “culture of caring” for our traditional, nontraditional, military, and international students; and

Contribute to the creation of knowledge, with a focus on the scholarship of application and integration, and teaching and learning, complemented by basic and discovery scholarship in select disciplines.

TROY UNIVERSITY SCOB VISION STATEMENT

The Sorrell College of Business strives to be a renowned teaching-focused business college graduating GEEKS ready to succeed in business and life.

ACCREDITATION

Troy University, through its Sorrell College of Business, is nationally accredited by the Association of Collegiate Business Schools and Programs (ACBSP) to offer baccalaureate degree programs in accounting, finance, general business, information systems, management, and marketing. The ACBSP has also accredited TROY to offer graduate business programs.

B.S.B.A. BUSINESS ADMINISTRATION DEGREE REQUIREMENTS

For more information, see the index listings for baccalaureate degree parameters, general studies, and academic regulations.

Specialized Requirements

Students must complete the following lower-level courses (or their approved transfer credit equivalents) with a grade of “C” or higher in each course before registering for any upper level course in the business curriculum: ENG 1101/03, ENG 1102/04, MTH 1112, IS 2241, ACT 2291, ACT 2292, ECO 2251, ECO 2252, QM 2241, LAW 2221, and all 2000-level courses in the major and minor. Students are allowed a maximum of three attempts at completing each of these courses with a grade of “C” or higher. After the third unsuccessful attempt they are dropped from consideration for the upper-level Business Program. Students may enroll concurrently in the last of these courses along with their initial 3000-level courses (MGT 3300 and MKT 3300 only) subject to their advisor’s approval and consistent with published prerequisite requirements.

Students entering Troy University with an interest in business (as freshmen or sophomores) will be enrolled as General Business student (GBUS) with a major/concentration declared. A major advisor will be assigned to each student. GBUS majors will not be allowed to enroll in business courses above the 3300-level until they meet entrance requirements. Students must complete the first 65 hours (all general studies courses and the entire 2000-level business courses, and MGT 3300 and MKT 3300 (formerly MGT 3371 and MKT 3361) with a 2.0 GPA (2.3 GPA for accounting majors) before applying for and being allowed to enter the upper-level Business Program.

GBUS students must request a program evaluation from assigned advisor after completion of 45 hours to ensure they are on track to apply for entry into the Upper Level Business courses on schedule.

Upon completion of the last course of the 65-hour requirement, and with a GPA of 2.0 (2.3 for accounting majors), students may enroll in upper level courses with their advisor approval. The student will be enrolled in (up to 18 hours) FIN 3331, QM 3345, IS 3310, BUS 3382 or ACT 3391 (for accounting majors only). Students are also required to take the one-hour BUS 3310 Intermediate Excel course and take a GBUS core exam and other appropriate courses for their particular concentration/major. If a student is taking courses on a term basis then these courses

would be completed over two consecutive terms. Students who do not meet the Business Program requirements will be denied entry until those requirements are met.

Students in their last term of completing the 65 hour requirement and have less than 15 hours (or less than 6 hours if on terms) remaining to meet the 65 hour requirement should contact the department of the major of interest. The Department Head/designate may approve the student to register for up to an additional twelve hours (if on a semester; two courses if on terms) and the one-hour Intermediate Excel class of the courses listed above so they may qualify for full-time student status. However, they must meet the GPA requirement and have obtained at least a “C” in those 1000/2000 level courses already taken and that are listed in paragraph one; otherwise they will not be allowed to register for the additional upper level courses. Students who do not complete the final course(s) with a passing grade and a GPA of at least a 2.0 (2.3 for accounting majors), will not be allowed to take any more upper level courses until they meet the standards.

Admission as a Transfer Student-Transfer credit will not be awarded for any course to be used in the business core or major in which a “C” grade or higher has not been achieved.

Transfer credits acceptable for admission purposes shall be evaluated to determine their suitability for degree credit in the Sorrell College of Business Administration. The Dean of the College will make the final decision concerning transfer credit allowable within the curricula. **A minimum of 31 hours of credit in the Sorrell College of Business Administration courses must be successfully completed at Troy University in order to receive the B.S.B.A. degree.** The thirty-one hours taken must be in Business courses and would not include any General Study courses taught by the Sorrell College of Business (e.g., ECO 2251, ECO 2252, and IS 2241). Transfer credit will not be allowed for any courses where assessments for accreditation purposes are being conducted. Courses not allowed to transfer for courses where assessments are being conducted may be considered for SCOB elective courses.

Students transferring from AACSB accredited schools or an appropriately accredited International institution must follow the same requirements listed above. Students who have completed the first 65 hours and have the required GPA will be assigned a major, an advisor, and will enroll in FIN 3331, QM 3345, IS 3310, BUS 3382, or ACT 3391 (for accounting majors only), and other courses appropriate to their major (12-18 hours). Please note other than for MGT 3300 and MKT 3300, 1000-2000-level courses generally do not transfer for 3000-level courses.

Only those 1000-2000-level courses from AACSB accredited schools will be considered and evaluated for above 3300 Troy University level credit on a case-by-case basis. Students

transferring from all other regionally accredited schools must have at least a 2.0 GPA (2.3 for accounting majors). Students who have not completed all 65-hours of the GBUS program, will not be allowed to take upper level courses until the GBUS program has been completed and the Troy University GPA meets or exceeds a 2.0 (2.3 for accounting majors). Transfer students who are in their last term of completing the 65-hour requirement and have less than 15 hours remaining to meet the 65 hour requirement, may with Department Head/designee approval register for up to 18 hours (9 hours if on terms) of the courses listed above and the one-hour Intermediate Excel class in order to qualify for full-time student status. However, transfer students must meet the GPA requirement and a “C” in those 1000/2000 level courses listed in paragraph one; otherwise they will not be allowed to register for the additional upper level courses. Transfer students who do not complete the final course(s) with a passing grade and possess a 2.0 GPA (2.3 for accounting majors), will not be allowed to register for additional upper level courses until they meet the standards.

Transfer credits above 3300 level credits will be transferred in only from AACSB accredited or equivalent international schools approved by SCOB Dean.

Students must achieve an overall “C” average in their business core, business major, and business minor(s) in order to be eligible to graduate. All courses should generally be taken in the appropriate numerical sequence (i.e., 3000-level courses should generally be completed before attempting 4000-level courses).

Sorrell College of Business students must pass the business administration capstone course, BUS 4476, with a grade of “C” or better. BUS 4476 should be taken in their final semester or term.

Business students are allowed a maximum of three attempts at completing any business course with a passing grade (for 2000 level Business courses, C is a passing grade; for 3000 and above a D is a passing grade). Failure to do so will result in being dropped from that major/concentration.

Accounting majors must earn a grade of “C” or better in all accounting courses (prefix ACT). Students are allowed a maximum of three attempts at completing each of these courses with a grade of “C” or higher; if they fail to achieve a “C” or better after three attempts, they will be dropped from the Accounting Program. However, accounting majors may elect another business major as long as they meet the other requirements for being in the business program.

The business administration core and major each require a minimum of 12 hours of Troy University residence credit. Non-Business majors in upper-level Business Courses (above 3300) must be in a declared business minor, in a contract major, be a bona fide transient student who has completed at least 60 hours, and has a GPA of 2.0 or higher. Non-Business students can take no more than 12 hours above 3300-level and above without being a business major. Non-Business majors must meet the prerequisites for the business courses in which they enroll.

Specialized General Studies Requirements:

The general studies program must include ECO 2251, ECO 2252 and MTH 1112, completed with grades of “C” or better.

BUSINESS CORE (37 HOURS)

Lower-level Business Core (18 Hours)

The following 2000-level courses must have a “C” or better

ACT 2291	(3)	Principles of Accounting I
ACT 2292	(3)	Principles of Accounting II
LAW 2221	(3)	Legal Environment of Business
MGT 3300	(3)	Principles of Management
MKT 3300	(3)	Principles of Marketing
QM 2241	(3)	Business Statistics and Data Analytics

Upper-level Business Core (19 Hours)

BUS 3310	(1)	Intermediate Excel
BUS 3382	(3)	Business Communication
BUS 4474	(3)	Business and Society
BUS 4476	(3)	Strategic Management
FIN 3331	(3)	Managerial Finance
IS 3310	(3)	Introduction to Information Systems and Data Analytics
QM 3345	(3)	Operations Management

ACCOUNTING MAJOR (37 HOURS)

The Accounting major has two concentrations, public accounting, and management accounting. The public accounting concentration is offered at the Troy Campus and is focused on preparing traditional students to enter the Master of Accountancy program and for careers in public accounting. Classes in the public accounting concentration are offered during the day over sixteen-week semesters in a face-to-face classroom. Students choosing the public accounting concentration should plan to take the Certified Public Accountant (CPA) exam.

The management accounting concentration is focused on preparing non-traditional students for careers in government and industry. The management accounting concentration is offered on the Dothan Campus and the Phenix City Campus. Classes in the management accounting concentration is offered at night over nine-week terms in a blended format of face-to-face and online utilizing lecture capture technology. Students choosing the management accounting concentration should plan to take the Certified Management Accountant examination (CMA).

B.S. in Business Administration degree with a major in accounting.

Common Courses (19 Hours)

ACT 3391	(3)	Intermediate Accounting I*
or ACT 3357		Financial Reporting & Analysis I**
ACT 3392	(3)	Intermediate Accounting II*
or ACT 3358		Financial Reporting & Analysis II**
ACT 3396	(3)	Accounting Information Systems
ACT 4435	(3)	International Accounting
ACT 4497	(3)	Auditing*
or ACT 4450		Auditing Concepts**
IS 3315	(3)	Advanced Applications for Accounting
ACT 4480	(1)	Professional Development—Public Accounting, ACT 4481 (1) Professional Development—Forensic Accounting, or ACT 4482 (1) Professional Development—Management Accounting (Capstone)

*Public Accounting Concentration

**Management Accounting Concentration

PUBLIC ACCOUNTING CONCENTRATION (18 HOURS)

Required Public Accounting Concentration Courses (15 Hours)

ACT 3394	(3)	Governmental Accounting
ACT 3395	(3)	Managerial/Cost Accounting
ACT 4491	(3)	Advanced Accounting
ACT 4494	(3)	Income Tax Accounting I
ACT 4495	(3)	Income Tax Accounting II

Elective Public Accounting Courses (3 Hours)

Select one upper-level business elective (ACT 4499 Accounting Internship recommended).

MANAGEMENT ACCOUNTING CONCENTRATION (18 HOURS)

Required Management Accounting Concentration Courses (12 Hours):

ACT 3355	(3)	Internal Auditing
ACT 4451	(3)	Introduction to Taxation
ACT 3395	(3)	Managerial/Cost Accounting I
ACT 4496	(3)	Managerial/Cost Accounting II (Capstone)

Elective Management Accounting Courses (6 Hours)

Choose 2 of the following electives:

FIN 3334	(3)	Financial Statement Analysis
FIN 4432	(3)	Investments

Others with approval of advisor

ECONOMICS MAJOR (36 HOURS)**B.S.B.A. in Business Administration with a major in Economics.****GENERAL ECONOMICS CONCENTRATION
(36 HOURS)****Required Economics Courses (9 hours)**

ECO 3351	(3)	Intermediate Macroeconomics
ECO 3352	(3)	Intermediate Microeconomics
ECO 4459	(3)	Economics Seminar

Economics Electives (21 hours)

ECO 3353	(3)	Money & Banking
ECO 3355	(3)	Labor Economics
ECO 3361	(3)	Sport Economics
ECO 3362	(3)	Public Choice
ECO 3363	(3)	Mathematical Economics
ECO 3365	(3)	History of Economic Thought
ECO 4434	(3)	International Economics
ECO 4452	(3)	Environmental Economics
ECO 4453	(3)	Public Finance
ECO 4454	(3)	Economic History: Rise of the Western World
ECO 4455	(3)	Comparative Econ Systems
ECO 4456	(3)	The Economic and Moral Foundations of Capitalism
ECO 4457	(3)	Econometrics
ECO 4458	(3)	Law & Economics
ECO 4460	(3)	Urban and Regional Economics
ECO 4461	(3)	Austrian Economics
ECO 4462	(3)	Game Theory

Must choose 2 Finance courses below (6 hours)

FIN 3333	(3)	Financial Mathematics
FIN 3334	(3)	Financial Statement Analysis
FIN 3336	(3)	Real Estate Finance I
FIN 4419	(3)	Derivatives
FIN 4432	(3)	Investments
FIN 4440	(3)	Real Estate Finance II

**FINANCIAL ECONOMICS
CONCENTRATION (36 HOURS)****Core Economics (6 Hours)**

ECO 3351	(3)	Intermediate Macroeconomics
ECO 3352	(3)	Intermediate Microeconomics

Required courses (21 Hours)

ECO 4451	(3)	Economics of Globalization
FIN 3334	(3)	Financial Statement Analysis
FIN 3336	(3)	Real Estate Finance I
FIN 4431	(3)	Intermediate Financial Management
FIN 4432	(3)	Investments
FIN 4437	(3)	Financial Institutions
FIN 4438	(3)	Bank Management

Electives**Select three upper-level FIN courses, or ECO 3353, or ACT 3391 (9 Hours)****GLOBAL BUSINESS MAJOR REQUIREMENT
(18 HOURS)****B.S.B.A. in Business Administration with major in global business.****Major Requirements (18 Hours)**

ECO 4451	(3)	Economics of Globalization
HRM 3375	(3)	Global Human Resource Management
MGT 4471	(3)	Leadership/Change
MKT 4468	(3)	Global Marketing
MGT 4478	(3)	Managing in a Global Environment

*Choose any upper-level business elective***Managerial Accounting Concentration students must take FIN 3334 Financial Statement Analysis as their upper-level business elective.***DATA ANALYTICS CONCENTRATION (18 HOURS)****Required Classes (12 hours)**

IS 3346	(3)	Database MGT Systems I
IS 3350	(3)	Business Programming
IS 4410	(3)	Business Data Mining
IS 4415	(3)	Big Data Analytics and Visualization

Electives (6 hours)

MKT 4464	(3)	Marketing Research
IS 4440	(3)	Knowledge MGT/BUS Intelligence
MGT 4460	(3)	Introduction to Project Management
MKT 4465	(3)	Supply Chain Management
FIN 4432	(3)	Investments

**GENERAL BUSINESS
CONCENTRATION (18 HOURS)****Required course**

BUS 4480	(3)	Business Seminar
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Electives*Select five upper-level business electives(15 hours).***May select no more than three courses in a discipline.***HUMAN RESOURCE MANAGEMENT
CONCENTRATION (18 HOURS)***Must take the following 4 HR/MGT courses:*

HRM 4455	(3)	Employment Law
HRM 4481	(3)	Staffing
HRM 4483	(3)	Human Resource Development
HRM 4485	(3)	Performance Appraisal & Compensation

Choose two of the following five courses:

MGT 4472	(3)	Organizational Behavior
HRM 4473	(3)	Labor Law & Collective Bargaining
HRM 4482	(3)	Health/Safety/Diversity
HRM 4496	(3)	Selected Topics in HR

*Choose an upper-level business course***INFORMATION SYSTEMS
CONCENTRATION (18 HOURS)****Required Classes (12 Hours):**

IS 3320	(3)	Data Communications & Networks
IS 3346	(3)	Database MGT Systems I
IS 3350	(3)	Business Programming
IS 4447	(3)	Systems Analysis/Design

Electives**Select two from the following list (6 Hours)**

IS 4440	(3)	Knowledge MGT/BUS Intelligence
IS 4451	(3)	Information Security, Assurance and Compliance
IS 4470	(3)	Server-side Web Development
IS 4475	(3)	Internet Technology Development

MANAGEMENT CONCENTRATION (18 HOURS)**Required Classes (12 Hours)**

MGT 3380	(3)	Principles of Supervision
MGT 4472	(3)	Organizational Behavior
MGT 4440	(3)	Develop/Lead Effective Teams
MGT 4479	(3)	Management Seminar

Select two of the following five courses:

MGT 4460	(3)	Introduction to Project Management
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MGT 4475	(3)	Entrepreneurial Management
HRM 4481	(3)	Staffing
HRM 4483	(3)	Human Resource Development

Select an upper-level business course.

MARKETING CONCENTRATION (18 HOURS)

Required courses (12 Hours)

MKT 3364	(3)	Product and Service Innovation
MKT 4462	(3)	Consumer Behavior
MKT 4464	(3)	Marketing Research
MKT 4469	(3)	Marketing Management

Electives

Select two of the following five courses:

MKT 3362	(3)	Promotion Management
MKT 4461	(3)	Personal Selling
MKT 4463	(3)	Retailing
MKT 4465	(3)	Supply Chain Management

Choose an upper-level business course

RISK MANAGEMENT INSURANCE CONCENTRATION (18 HOURS)

Required courses (12 Hours)

RMI 3335	(3)	Principles of Risk Management and Insurance
RMI 3346	(3)	Life and Health Insurance
RMI 3348	(3)	Property & Casualty Insurance
RMI 4442	(3)	Insurance Operations

Electives

Select 6 hours of upper-level RMI courses from the following:

RMI 4440	(3)	Corporate Risk Management
RMI 4465	(3)	Insurance Law
RMI 4478	(3)	Employee Benefit Planning
RMI 4498	(3)	Internship*
RMI 4499	(3)	London Internship*

**Only one internship course may be used as an RMI Concentration elective.*

ECONOMICS MINOR (18 HOURS)

Required Courses (9 Hours)

ECO 2251	(3)	Principles of Macroeconomics
ECO 2252	(3)	Principles of Microeconomics
ECO 3351	(3)	Intermediate Macroeconomics

OR

ECO 3352	(3)	Intermediate Microeconomics
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Electives

Select three from the following list (9 Hours)

ECO 3351	(3)	Intermediate Macroeconomics (cannot count as both required and elective)
ECO 3352	(3)	Intermediate Microeconomics (cannot count as both required and elective)
ECO 3353	(3)	Money & Banking
ECO 3355	(3)	Labor Economics
ECO 4451	(3)	Economics of Globalization
ECO 4452	(3)	Environmental Economics
ECO 4453	(3)	Public Finance
ECO 4454	(3)	Economic History: The Rise of the Western World
ECO 4455	(3)	Comparative Economic Systems
ECO 4457	(3)	Econometrics
ECO 4458	(3)	Law & Economics
ECO 4459	(3)	Economics Seminar

ENTREPRENEURSHIP MINOR (18 HOURS)

Required Courses (12 Hours)

MGT 3300	(3)	Principles of Management
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MKT 3300	(3)	Principles of Marketing
MGT 4475	(3)	Entrepreneurial Management
ACT 2291	(3)	Principles of Accounting I

Electives (6 Hours)

Select two from the following list

ACT 2292	(3)	Principles of Accounting II
ACT 3360	(3)	Entrepreneurial Accounting
ECO 2251	(3)	Principles of Macroeconomics
ECO 2252	(3)	Principles of Microeconomics
ECO 3360	(3)	Entrepreneurial Economics
LAW 2221	(3)	Legal Environment of Business
LAW 3323	(3)	Legal/Ethical Aspects of Entrepreneurs
MKT 4463	(3)	Retailing
MKT 4465	(3)	Supply Chain Management
MGT 3380	(3)	Principles of Supervision

GLOBAL GENERAL BUSINESS MINOR (18 HOURS)

ACT 2291	(3)	Principles of Accounting I
ECO 2252	(3)	Principles of Microeconomics
MGT 3300	(3)	Principles of Management
MKT 3300	(3)	Principles of Marketing

Select one for the Global Business Requirement (3 hours)

ECO 4451	(3)	Economics of Globalization
IS 3310	(3)	Introduction to Information Systems and Data Analytics
HRM 3375	(3)	Global Human Resource Management
MGT 4471	(3)	Leadership and Change
MGT 4478	(3)	Managing in a Global Environment
MKT 4468	(3)	Global Marketing

Select one additional 3000-4000 level business course (3 hours). All prerequisites must be met.

HUMAN RESOURCE MANAGEMENT MINOR (18 HOURS) *

MGT 3300	(3)	Principles of Management
HRM 4455	(3)	Employment Law
HRM 3375	(3)	Global Human Resource Management
HRM 4481	(3)	Staffing
HRM 4485	(3)	Performance Appraisal & Compensation

Select one of the following:

HRM 4483	(3)	Human Resource Development
MGT 4471	(3)	Leadership and Change

**Some Classes will be offered online.*

PROMOTION MINOR (18 HOURS)

ACT 2291	(3)	Principles of Accounting I
ECO 2252	(3)	Principles of Microeconomics
LAW 2221	(3)	Legal Environment of Business
MKT 3300	(3)	Principles of Marketing
MKT 3362	(3)	Promotion Management
MKT 4461	(3)	Personal Selling

Note for All Business Minors:

In order to register for any Business Class above 3300 for your minor, you must contact the Associate Dean's Office of the College of Business in Bibb Graves at the Troy campus.

NOTE: The Following B.A./B.S. degree in Economics does not require the Business Core. This Major will not provide a B.S. in Business Administration. This program is only for a B.A./B.S. It requires an additional major/minor of at least 18 hours.

Additional information can be found in the Degrees and Required Credit Hours section of the catalog.

B.A./B.S. ECONOMICS MAJOR (36 HOURS)

Area III:

MTH 1125 (4) Calculus I

The following courses must be completed with a “C” or better within Area V of the General Studies.

Area V:

ECO 2251 (3) Principles of Macroeconomics

ECO 2252 (3) Principles of Microeconomics

SS 3375 (3) Introduction to Social Science Inquiry

SS 3376 (3) Application of Social Science Inquiry

Requirement for the Major

ECO 3351 (3) Intermediate Macroeconomics

ECO 3352 (3) Intermediate Microeconomics

Select 30 hours of approved 3000/4000 level Economics courses.