MAYS BUSINESS SCHOOL

Administrative Officers
Dean - Eli Jones, Ph.D.
Associate Dean - Martha L. Loudder, Ph.D.
Director of Academic Services - Peter K. Drysdale, M.S.

General Statement
A goal of Mays Business School is to help develop students to become effective managers, concerned citizens and life-long learners. Through challenging academic and enrichment programs, the business school provides students with numerous opportunities for intellectual, leadership and personal development.

In support of this student development goal, the curriculum in business has a dual emphasis—a broad-based education in the foundation disciplines of the liberal arts and the sciences, and a focused development of business knowledge and behavioral skills.

The program of study in business provides students a background in the basic academic areas—mathematics; language, philosophy and culture; life and physical, social and behavioral sciences; and, rhetoric and composition. Students simultaneously pursue introductory coursework in accounting, economics, business information systems and the legal environment of business. This broad educational foundation provides an enriching dimension to the university experience that cannot be attained in a more limited course of study.

Upon successful completion of this broad-based coursework, the student will begin to focus on a major field of study and a full range of business courses. The major field—chosen from the fields of accounting, finance, management, management information systems, marketing, and supply chain management— is designed to prepare students for an entry-level organizational position as well as subsequent career development. Each major has a set of required courses, as well as electives, from which students may gain additional depth in the chosen area. Students admitted to Mays Business Honors pursue an interdepartmental degree in business honors.

This combination of a broad educational foundation and more specialized study produces graduates uniquely qualified to deal with the rapidly changing and diverse global economy.

Requirements for Graduation
Requirements for graduation are listed in the Texas A&M University Student Rules and this catalog.

With the exception of general elective requirements, courses taken to satisfy degree requirements must be taken for letter grades.

In addition, students in Mays Business School must have a GPR of 2.0 in the courses included in the Core Business Knowledge. Undergraduate business students must take two writing-designated (W) business courses. The requirement may be met by taking two writing (W) business courses or one W business course and one oral communication (C) business course. These W and C courses are major specific and are taken as part of the student’s upper-level coursework. See an academic advisor for additional information.

Transfer of Credits
Acceptance of transfer of credit for business courses will generally be limited to those courses taught in the freshman and sophomore years at this institution. Transfer credit is not offered for upper-level business courses.

Credit by Examination
Undergraduate students may receive credit for certain courses required in undergraduate business curricula by successfully completing Advanced Placement (AP), College Level Exam Program (CLEP) and departmental credit by exam. Students should contact the Undergraduate Advising Office (Room 238, Wehner Building) for information. Information concerning AP, CLEP and departmental credit by examination may be obtained from the Data and Research Services (http://dars.tamu.edu) website or (979) 845-0532. A fee is charged for such an examination.

Students may not receive credit by examination for courses in which they are enrolled, which they have previously failed, or which are prerequisite to courses for which they already have credit.

Bachelor’s Degrees and Departments of Instruction
The academic program of Mays Business School is organized in the following majors: Accounting, Business Honors, Finance, Management, Management Information Systems, Marketing, and Supply Chain Management. Bachelor of Business Administration degrees are offered in each of these seven majors.

A Bachelor of Science in University Studies with concentration in business (USBU) is offered.

Bachelor of Business Administration
The degree of Bachelor of Business Administration is offered in these seven majors: accounting, business honors, finance, management, management information systems, marketing, and supply chain management. Each requires a minimum of 120 semester credit hours of study. The student elects one of these as a “major,” but is also required to study fundamental theory and procedure in each of the basic business functions. In addition, the student takes courses essential to a general liberal education.

The following is a representation of the curriculum requirements by major.
### BBA Core Business Knowledge

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Semester Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 229</td>
<td>Introductory Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 230</td>
<td>Introductory Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ECON 202</td>
<td>Principles of Economics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 203</td>
<td>Principles of Economics</td>
<td>3</td>
</tr>
<tr>
<td>FINC 341</td>
<td>Business Finance</td>
<td>3</td>
</tr>
<tr>
<td>ISTM 210</td>
<td>Fundamentals of Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 211</td>
<td>Legal and Social Environment of Business</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 363</td>
<td>Managing People in Organizations</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 466</td>
<td>Strategic Management</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 321</td>
<td>Marketing</td>
<td>3</td>
</tr>
<tr>
<td>SCMT 303</td>
<td>Statistical Methods</td>
<td>3</td>
</tr>
<tr>
<td>SCMT 364</td>
<td>Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>Total Semester Credit Hours</td>
<td>36</td>
<td></td>
</tr>
</tbody>
</table>

1. Selected from a list of approved international electives for business students. In the BBA curricula, the 6 hours of approved international elective courses simultaneously fulfill the University’s International and Cultural Diversity graduation requirement. Management majors must take MGMT 450/IBUS 450.
2. Management majors are advised to take PSYC 107 or SOCI 205.

### Upper-Level Entry into Accounting, Business Honors, Finance, Management, Management Information Systems, Marketing and Supply Chain Management (BBA)

Students who meet the University and college entrance requirements enter Mays Business School in the BUAD (lower-level business) classification. Enrollment of Mays Business School students in junior- and senior-level business courses is limited to those who have been admitted to upper-level (also referred to as upper division) in one of the seven BBA majors: accounting, business honors, finance, management, management information systems, marketing, and supply chain management.

### Cooperative Education

Cooperative education is designed to augment the academic program of study with on-the-job training. To be eligible to participate, a business undergraduate must have completed 45 credit hours and have a minimum 2.5 GPA. Interested students may obtain more information from the Career Center website or (979) 845-5139 or in Room 209, Koldus Building.

### Restrictions on Two Degrees

Mays Business School is enrollment managed; demand for admission to the undergraduate business program consistently exceeds available educational resources. Priority is given to qualified applicants for their initial bachelor’s degree.

#### Double Major

Only Business Honors majors may elect a second major field of study within the BBA degree. The first major must be business honors. The Business Honors student must satisfy all University and Business School requirements and complete all curriculum requirements for each major. This option leads to the granting of one BBA degree with two majors. Additional restrictions may apply.

#### Double Degree

Approval of double degrees (BBA with BA or BS) is granted by exception only. A written appeal for a double degree may be submitted; the appeal should reflect an excellent academic record, support from the BA or BS granting college, and a compelling justification.

#### Second Degree

Postbaccalaureate admission to Mays is severely restricted and granted by exception only. Applicants for a postbaccalaureate business degree may present a case for an exception to this enrollment restriction in the essay of a complete Texas A&M admission application. Generally,
eligible applicants are denied postbaccalaureate admission but may be encouraged to apply, instead, to an appropriate graduate degree program.

Certificate Programs

Mays offers certificate programs for undergraduate students who want to explore a particular topic area in more depth. Most are open to all BBA majors, and some are designed for specific majors who wish to specialize in a particular area in the major field of study.

Students who pursue any of the certificate programs must complete all requirements for the specific program prior to graduation. Certificates are noted on the transcript after graduation. Information regarding certificates programs and requirements can be found in the Mays Business School Certificates section.

Mays Business School

International: Each program offers BBA degree seeking students the opportunity to study international business and other cultures to develop foundation knowledge to meet global business challenges.

- International Business Studies Certificate (http://catalog.tamu.edu/undergraduate/business/undergraduate/business/#certificatextesttext)
- Latin American Business Certificate (p. 4)

Nonprofit and Social Innovation: Offers BBA degree seeking students high-impact educational opportunities that will equip them to contribute positively to nonprofit and social purpose organizations.


Department of Accounting

- Energy Accounting Certificate (p. 4)
- Internal Audit Certificate (http://catalog.tamu.edu/undergraduate/business/accounting/internal-audit-certificate)

Department of Finance

- Commercial Banking Certificate (p. 4)
- Investment Banking Certificate (p. 4)
- Trading, Risk and Investments Certificate (p. 4)

Department of Management

- Entrepreneurial Leadership Certificate (p. 4)

Department of Marketing

- Advertising Strategy Certificate (p. 4)
- Analytics and Consulting Certificate (p. 4)
- Retail Buying and Management Certificate (p. 4)
- Professional Selling and Sales Management Certificate (p. 4)

International and Cultural Diversity Requirement

Texas A&M University requires its students to meet an International and Cultural Diversity requirement as part of the University’s Graduation requirement. Business students meet this requirement by taking six (6) hours of coursework from an approved list of international elective courses.

In the BBA curricula the 6 hours of approved international elective coursework simultaneously fulfill the University’s International and Cultural Diversity Graduation requirement.

Majors

Mays Business School

- Bachelor of Business Administration in Business Honors (http://catalog.tamu.edu/undergraduate/business/business-honors-bba)
- Bachelor of Science in University Studies, Business Concentration (http://catalog.tamu.edu/undergraduate/business/university-studies-bs)

Department of Accounting

- Bachelor of Business Administration in Accounting (http://catalog.tamu.edu/undergraduate/business/accounting/bba)
- Bachelor of Business Administration in Accounting and Master of Financial Management, 5-Year Program (http://catalog.tamu.edu/undergraduate/business/accounting/bba-mfm)
- Bachelor of Business Administration in Accounting and Master of Science, 5-Year Degree Program (http://catalog.tamu.edu/undergraduate/business/accounting/bba-ms)

Department of Finance

- Bachelor of Business Administration in Finance (http://catalog.tamu.edu/undergraduate/business/finance/bba)

Department of Information and Operations Management

- Bachelor of Business Administration in Management Information Systems (http://catalog.tamu.edu/undergraduate/business/information-operations-management/management-information-systems-bba)
- Bachelor of Business Administration in Supply Chain Management (http://catalog.tamu.edu/undergraduate/business/information-operations-management/supply-chain-management-bba)

Department of Management

- Bachelor of Business Administration in Management, Consulting/General Management Track (http://catalog.tamu.edu/undergraduate/business/management/management-bba-consulting-general-management)
- Bachelor of Business Administration in Management, Entrepreneurial Leadership Track (http://catalog.tamu.edu/undergraduate/business/management/management-bba-entrepreneurial-leadership)
- Bachelor of Business Administration in Management, Nonprofit Management Track (http://catalog.tamu.edu/undergraduate/business/management/management-bba-nonprofit-management)
- Bachelor of Business Administration in Management, Pre-Law Track (http://catalog.tamu.edu/undergraduate/business/management/management-bba-pre-law)
Department of Marketing
• Bachelor of Business Administration in Marketing, Advertising Strategy Track (http://catalog.tamu.edu/undergraduate/business/marketing/marketing-bba-advertising-strategy)
• Bachelor of Business Administration in Marketing, Analytics and Consulting Track (http://catalog.tamu.edu/undergraduate/business/marketing/marketing-bba-analytics-consulting)
• Bachelor of Business Administration in Marketing, Professional Selling and Sales Management Track (http://catalog.tamu.edu/undergraduate/business/marketing/marketing-bba-prof-selling-sales-mgmt)
• Bachelor of Business Administration in Marketing, Retail Buying and Management Track (http://catalog.tamu.edu/undergraduate/business/marketing/marketing-bba-retail-buying-management)

Minors
Mays Business School
• Business Minor (http://catalog.tamu.edu/undergraduate/business/business-administration-minor)

Certificates
Mays Business School
• European Union Business Certificate (http://catalog.tamu.edu/undergraduate/business/european-union-business-certificate)
• International Business Studies Certificate (http://catalog.tamu.edu/undergraduate/business/international-business-studies-certificate)
• Latin American Business Certificate (http://catalog.tamu.edu/undergraduate/business/latin-american-business-certificate)

Department of Accounting
• Energy Accounting Certificate (http://catalog.tamu.edu/undergraduate/business/accounting/energy-accounting-certificate)
• Internal Audit Certificate (http://catalog.tamu.edu/undergraduate/business/accounting/internal-audit-certificate)

Department of Finance
• Commercial Banking Certificate (http://catalog.tamu.edu/undergraduate/business/finance/commercial-banking-certificate)
• Investment Banking Certificate (http://catalog.tamu.edu/undergraduate/business/finance/investment-banking-certificate)
• Trading, Risk and Investments Certificate (http://catalog.tamu.edu/undergraduate/business/finance/trading-risk-investments-certificate)

Department of Management
• Entrepreneurial Leadership Certificate (http://catalog.tamu.edu/undergraduate/business/management/entrepreneurial-leadership-certificate)

Department of Marketing
• Advertising Strategy Certificate (http://catalog.tamu.edu/undergraduate/business/marketing/advertising-certificate)
• Analytics and Consulting Certificate (http://catalog.tamu.edu/undergraduate/business/marketing/analytics-consulting-certificate)

Masters
Mays Business School
• Master of Business Administration in Business Administration (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/interdepartmental/mba)
  • Mays Executive MBA Program (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/interdepartmental/executive-mba)
  • Mays Professional MBA Program (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/interdepartmental/professional-mba)

Department of Accounting
• Master of Science in Accounting (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/accounting/ms)

Department of Finance
• Master of Financial Management in Financial Management (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/finance/mfm)
• Master of Real Estate in Land Economics and Real Estate (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/finance/mre)
• Master of Science in Finance (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/finance/ms)

Department of Information and Operations Management
• Master of Science in Management Information Systems (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/information-operations-management/ms)

Department of Management
• Master of Science in Entrepreneurial Leadership (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/management/entrepreneurial-leadership-ms)
• Master of Science in Human Resource Management (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/management/ms)

Department of Marketing
• Master of Science in Marketing (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/marketing/ms)
Doctoral

Mays Business School

- Doctor of Philosophy in Business Administration (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/interdepartmental/phd)

Department of Management

- Doctor of Philosophy in Management (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/management/phd)