MAYS BUSINESS SCHOOL

Administrative Officers
Dean - Eli Jones, PhD
Interim Associate Dean - Shannon Deer, PhD, CPA
Director of Academic Services - Peter K. Drysdale, MS

General Statement
Mays Business School’s vision is to advance the world’s prosperity. To advance the world’s prosperity means providing a better future for generations who follow, including quality of life, environment and economic systems. To fulfill this vision, Mays’ mission is to be a vibrant learning organization that creates impactful knowledge and develops transformational leaders.

Mays is a comprehensive business school that equips students with a holistic view of an enterprise, a business mindset, functional area expertise and the full range of required technical skills that exist across all areas of business. Diversity, inclusion, and engagement inform decisions and actions at all levels of the organization. Best-in-class business education goes beyond the standard business functional areas—accounting, finance, management, marketing, management information systems, and supply chain management—to deliver an integrated, high-impact, career-launching set of experiences.

The business curriculum 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. Lower level business majors learn and practice broad skills in core curriculum areas: American history; communication; creative arts; mathematics; political science; language, philosophy and culture; life and physical sciences; and social and behavioral sciences. They simultaneously take introductory business courses.

Upon successful completion of this broad-based foundation coursework, the student will begin to focus on a major field of study and a full range of business courses. The major field is chosen from accounting, finance, management, management information systems, marketing, and supply chain management. 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 prepared for entry-level, career launching organizational positions.

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

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

Students in Bachelor of Business Administration degree programs must complete with a 2.0 GPA or greater all courses included in the Core Business Knowledge.

Students must complete the Writing requirement. The requirement may be met by taking two writing (W) courses or one W course and one oral communication (C) course. See an academic advisor for additional information.

Students must complete the International and Cultural Diversity (ICD) and Cultural Discourse (CD) requirement.

- For the ICD requirement students must take one course (3 credit hours) from a list of approved courses. Students in BBA degree programs satisfy the ICD requirements by taking 3 hours of coursework from an approved list of BBA international elective courses that also simultaneously fulfill the university’s ICD requirement. See an academic advisor for additional information.
- For the CD requirement students must take one course (3 credit hours) from a list of approved courses. If a course approved as CD also satisfies a Core Curriculum requirement, it can be used to satisfy both requirements. 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 (junior- and senior-level) business courses.

Bachelor’s Degrees and Departments of Instruction
There are five departments of instruction in Mays Business School: Accounting, Finance, Information and Operations Management, Management, and Marketing.

The Bachelor of Business Administration degree is offered in each of the following seven majors: Accounting, Business Honors, Finance, Management, Management Information Systems, Marketing, and Supply Chain Management.

A Bachelor of Science degree 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.

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Honors</th>
<th>Finance</th>
<th>Manager</th>
<th>Manager</th>
<th>Marketing</th>
<th>Supply Chain</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core</td>
<td>39</td>
<td>39</td>
<td>39</td>
<td>39</td>
<td>39</td>
<td>39</td>
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<tr>
<td>Business hours</td>
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<td>39</td>
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</tr>
<tr>
<td>Knowledge</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>
Courses required in major, not included in core

<table>
<thead>
<tr>
<th>Courses required in major, not included in core</th>
<th>21</th>
<th>20</th>
<th>18</th>
<th>27</th>
<th>27</th>
<th>25</th>
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General electives

<table>
<thead>
<tr>
<th>General electives</th>
<th>9¹</th>
<th>12¹</th>
<th>4¹</th>
<th>6¹</th>
<th>6¹</th>
<th>8¹</th>
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</table>

International electives

<table>
<thead>
<tr>
<th>International electives</th>
<th>6²</th>
<th>6²</th>
<th>6²</th>
<th>6²</th>
<th>6²</th>
<th>6²</th>
</tr>
</thead>
</table>

Other required courses:

<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>BUSN 101</td>
<td>Freshman Business Initiative</td>
<td>3</td>
</tr>
<tr>
<td>BUSN 203</td>
<td>Statistical Methods for Business</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>MGMT 311</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 364</td>
<td>Operations Management</td>
<td>3</td>
</tr>
</tbody>
</table>

To satisfy the University’s Cultural Discourse (CD) graduation requirement students must take one course (3 credit hours) from a list of approved courses. If not satisfied through Core Curriculum, an approved CD [KUCD] course can be used to satisfy unmet General Elective requirement.

Selected from a list of approved BBA international electives for business students. In the BBA curricula, at least 3 credit hours must be selected from a list of approved international elective courses that simultaneously fulfill the University’s International and Cultural Diversity (ICD) graduation requirement. See an academic advisor. Management majors must take MGMT 450/IBUS 450.

Management majors are advised to take PSYC 107 or SOCI 205.

BBA Core Business Knowledge

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Semester Credit Hours</th>
</tr>
</thead>
</table>

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 as lower-level business (BUAD) students. 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.

Upper-Level Entry Requirements and Application Procedures

Lower-level business (BUAD) students are encouraged to complete the freshman and sophomore sequence of courses as listed under Program Requirements.

The BBA upper-level (UL) entry requirements and application procedures are as follows:

1. Admission: To be admitted to an UL BBA major, a student must be admitted to Mays Business School and have:
a. Satisfactorily completed the following five courses:

<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>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>MATH 140</td>
<td>Mathematics for Business and Social Sciences</td>
<td>3</td>
</tr>
<tr>
<td>MATH 142</td>
<td>Business Calculus (or its equivalent)</td>
<td>3</td>
</tr>
</tbody>
</table>

b. Submitted application for UL admission no later than preregistration for the expected UL entry term. **NOTE:** For summer UL entry, all requirements must be completed BEFORE the first class day of the FIRST SUMMER SESSION.

c. UL admission requirements include completion of the three remaining lower-level Core Business Knowledge (CBK) courses prior to or during the first UL semester. Business students must preregister for and complete the following three remaining lower-level CBK courses at Texas A&M during their first UL semester, unless satisfactorily completed prior to UL entry:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Semester Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 230</td>
<td>Introductory Accounting</td>
<td>3</td>
</tr>
<tr>
<td>BUSN 203</td>
<td>Statistical Methods for Business</td>
<td>3</td>
</tr>
<tr>
<td>ISTM 210</td>
<td>Fundamentals of Information Systems</td>
<td>3</td>
</tr>
</tbody>
</table>

d. BUAD students may preregister for upper-level business courses in the semester for which they have applied for upper level. However, students who fail to complete upper-level requirements shall not be permitted to remain registered in upper-level business classes.

2. **Transfer Students:** Transfer students admitted to Mays Business School will be classified as lower-level business (BUAD) majors until they complete all requirements listed previously in item 1, at which time they may apply for admission to an UL BBA major. Transfer students may immediately apply for UL when admitted to Mays Business School if, and only if, they meet all UL requirements at that time.

3. **On-Campus Change of Major Students:** Texas A&M students who change major into Mays Business School from another college or department at the University enter the business school as lower-level Business (BUAD) students until they complete all requirements listed previously in item 1. Change of major students who, when admitted to the business school, qualify to apply for admission to an UL BBA major may do so.

4. **Junior- and Senior-Level Business Courses:** Preference for available seats in junior- and senior-level business courses will be given to students who have been admitted to a BBA degree granting major in Mays Business School. All ineligible students who preregister for UL business classes are subject to cancellation of their registration in these courses.

### Cooperative Education

Cooperative education is designed to augment the academic program of study with on-the-job training. Academic requirements a business undergraduate must have to be eligible to participate are 45 completed credit hours and a minimum 2.5 cumulative GPA. Interested students may obtain more information from the Career Center (http://careercenter.tamu.edu) 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/international-business-studies-certificate/)

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.
• Nonprofit and Social Innovation Certificate (http://catalog.tamu.edu/undergraduate/business/nonprofit-and-social-innovation-certificate/)

James Benjamin 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
• Capital Markets and Investments Certificate (http://catalog.tamu.edu/undergraduate/business/finance/capital-markets-and-investments-certificate/)
• Commercial Banking Certificate (http://catalog.tamu.edu/undergraduate/business/finance/commercial-banking-certificate/)
• Corporate Finance Certificate (http://catalog.tamu.edu/undergraduate/business/finance/corporate-finance-certificate/)
• Investment Banking and Private Equity Certificate (http://catalog.tamu.edu/undergraduate/business/finance/investment-banking-and-private-equity-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/)

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/)

James Benjamin 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 Degree 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, 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, Healthcare Marketing Track (http://catalog.tamu.edu/undergraduate/business/marketing/marketing-bba-healthcare-marketing/)
• 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, Strategic Retailing Track (http://catalog.tamu.edu/undergraduate/business/marketing/marketing-bba-strategic-retailing/)

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/)
• Nonprofit and Social Innovation Certificate (http://catalog.tamu.edu/undergraduate/business/nonprofit-and-social-innovation-certificate/)
James Benjamin 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

- Capital Markets and Investments Certificate (http://catalog.tamu.edu/undergraduate/business/finance/capital-markets-and-investments-certificate/)
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- 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/)

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/)
- Master of Science in Analytics (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/interdepartmental/ms-analytics/)
- Master of Science in Business (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/interdepartmental/ms/)

James Benjamin 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 Land and Property Development and Master of Real Estate Combined Degree Program (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/architecture/landscape-architecture-urban-planning/combined-mlp-mre/)

Department of Information and Operations Management

- Master of Science in Management Information Systems (http://catalog.tamu.edu/graduate/colleges-schools-interdisciplinary/business/finance/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/)