The Business Administration major consists of the following requirements:

1. Complete All Pre-Business Requirements
   - You must complete ALL Pre-Business requirements prior to enrolling in ANY upper-division (300 and 400 level) Business classes.

2. Complete All Upper-Division Core Business Classes
   - You must complete all upper-division core Business courses (BUS 316, 319, 320*, 344, 360, 370, and 491).
   - *BUS 320 is required for students entering SSU in Fall 2018 and beyond. Students who entered SSU prior to Fall 2018 do not need to take Bus 320.
   - Core courses may be taken simultaneously with concentration courses.
   - ALL 300-level core courses must be complete before you can register for BUS 491 (Senior Seminar).

3. Complete All Requirements for Your Chosen Concentration
   **Please Note:**
   - Some courses have prerequisites or co-requisites.
   - Some courses are offered only one semester each academic year or irregularly.
   - For both reasons, students should meet with their faculty concentration advisor well in advance of registration.

### Accounting

Complete 5 Courses from the following:

**Two Required Courses:**
- BUS 330A Intermediate Accounting (4 units)
- BUS 330B Intermediate Accounting (4 units) (Prereq: BUS 330A)

**Choose at least Three Additional Courses:**
- BUS 335 Ethical Reasoning in Accounting (4 units) (Prereqs: BUS 330A)
- BUS 430 Advanced Accounting (4 units) (Prereqs: BUS 330A and 330B)
- BUS 433A Individual Taxation (4 units) (Prereq: BUS 330A)
- BUS 433B Corp. and Estate Taxation (4 units) (Prereq: BUS 433A)
- BUS 434 Auditing (4 units) (Prereqs: BUS 330A, 330B, and 319)
- BUS 435 Cost Accounting (4 units) (Prereq: BUS 330A)
- BUS 436 Business Law (4 units)
- BUS 437 Governmental Accounting (4 units) (Prereq: BUS 330A)

**Note:** Students intending to sit for the CPA exam should take all upper-division Accounting courses listed.

### Finance

Complete 5 Courses from the following:

- Must complete BUS 370 before taking 400-level Finance courses

**Two Required Courses:**
- BUS 472 Investments (4 units)
- BUS 474 Computer Applications in Finance (4 units)

**Choose Three Additional Courses:** (Select 3 courses from Group A OR select 2 courses from Group A and 1 course from Group B.)

**Group A**
- BUS 377 Financial Institutions or ECON 375 Money and Banking (4 units)
- BUS 470 Managerial Finance (4 units)
- BUS 471 Case Studies in Finance (4 units)
- BUS 473 International Finance (4 units)
- BUS 476 Insurance and Risk Management (4 units)
- BUS 477 Real Estate Finance and Investments (4 units)

**Group B**
- BUS 330A Intermediate Accounting (4 units)
- BUS 399F Advanced Work Experience in Finance (3-4 units)*
- BUS 433B Corp. and Estate Taxation (4 units) (Prereq: BUS 433A)
- BUS 475W Wine Accounting and Finance (4 units)
- BUS 499F Internship in Business (3-4 units)*
- ECON 311 Public Economics (4 units) (Prereq: ECON 317)
- ECON 317 Econometrics (4 units)
- MATH 303 Interest Theory (3 units)
### Financial Management

Complete 5 Courses from the list below:

- Must complete **BUS 370** before taking 400-level Finance courses

**Four Required Courses:**
- BUS 330A Intermediate Accounting (4 units)
- BUS 435 Cost Accounting (4 units) (Prereq: BUS 330A)
- BUS 472 Investments (4 units)
- BUS 474 Computer Applications in Finance (4 units)

**Choose One Additional Course:**
- BUS 330B Intermediate Accounting (4 units) (Prereq: BUS 330A)
- BUS 377 Financial Institutions (4 units)
- or ECON 375 Money and Banking (4 units)
- BUS 437 Governmental Accounting (4 units) (Prereq: BUS 330A)
- BUS 470 Managerial Finance (4 units)
- BUS 471 Case Studies in Finance (4 units)
- BUS 473 International Finance (4 units)
- BUS 476 Insurance and Risk Management (4 units)
- BUS 477 Real Estate Finance and Investments (4 units)

### Management

Complete 5 Courses from the list below:

**Three Required Courses:**
- BUS 340 Human Resources Management (4 units)
- BUS 350 Management (4 units)
- BUS 452 Leadership in Organizations (4 units) (Prereq: BUS 344 and 350)

**Choose Two Additional Courses:**
- BUS 391 Cross Cultural Communication and Negotiation (4 units)
- BUS 393 Introduction to International Business (4 units)
- BUS 399MG Advanced Work Experience (3-4 units)*
- BUS 446 Gov't Regulation of Human Resources (4 units) (Prereq: BUS 340)
- BUS 451 Entrepreneurship/Small Business Mgmt (4 units) (Prereq: BUS 360)
- BUS 453 Small Business Analysis (4 units) (Prereq: BUS 360)
- BUS 499MG Internship in Management (3-4 units)*

### Marketing

Complete 5 Courses from the list below:

- Must complete **BUS 360** before taking other Marketing courses

**Two Required Courses:**
- BUS 367 Consumer Behavior (4 units)
- BUS 469 Marketing Mgmt (4 units) (Prereq: BUS 360 and 367)

**Choose Three Additional Courses:**
- BUS 361 Marketing Graphics (4 units)
- BUS 362 Services Marketing (4 units)
- BUS 364 Sports Marketing (4 units)
- BUS 365 Intro to Hospitality & Event Mgmt (4 units) (Prereq: BUS 360 NOT a prereq.)
- BUS 366 Retail Management (4 units)
- BUS 368 International Marketing (4 units)
- BUS 385MK Special Topics (when relevant, 3-4 units)
- BUS 396W The Global Wine Industry (4 units)
- BUS 399MK Advanced Work Experience (3-4 units)*
- BUS 461 Promotion Management (4 units)
- BUS 462 Marketing Research (4 units)
- BUS 463 Sales Management and Personal Selling (4 units)
- BUS 464W Production, Operations and Distribution (4 units)
- BUS 465W Wine Marketing (4 units) (Prereq: BUS 360 and 367)
- BUS 499W Internship in the Wine Business (3-4 units)*

### Wine Business Strategies

Complete 5 Courses from the list below:

**Four Required Courses:**
- BUS 305W Introduction to Wine Business (4 units)
- BUS 464W Production, Operations and Distribution (4 units)
- BUS 465W Wine Marketing (4 units) (Prereq: BUS 305W and 360)
- BUS 499W Internship in the Wine Business (3-4 units)*

**Choose One Additional Course:**
- BUS 362 Services Marketing (4 units) (Prereq: BUS 360)
- BUS 365 Intro to Hospitality & Event Mgmt (4 units) (BUS 360 NOT a prereq.)
- BUS 366 Retail Management (4 units) (Prereq: BUS 360)
- BUS 396W The Global Wine Industry (4 units) (Prereq: BUS 360)
- BUS 399W Advanced Work Experience (3-4 units)*
- BUS 463 Sales Management and Personal Selling (4 units) (Prereq: BUS 360)
- BUS 467W Wine E-Commerce and Direct Sales (4 units) (Prereq: BUS 319)
- BUS 475W Wine Accounting and Finance (4 units) (Prereq: BUS 370)

*Information on the prerequisites for BUS 399 and 499 courses is available in our office (STEV 2042) and on our website (www.sonoma.edu/sbe).