For the Business Major, you will need to do the following:

1. **Complete All Pre-Business Requirements**
   - You must have completed all Pre-Business requirements prior to enrolling in any upper-division (300 and 400 level) Business classes.

2. **Complete All Six Upper-Division Core Business Classes**
   - You must complete all six upper-division core Business courses (BUS 316, 319, 344, 360, 370, and 491).
   - *Core courses should be taken simultaneously with concentration courses.*
   - All five 300-level core courses must be completed 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) (Prereq: 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) (Prereq: 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 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)  (Prereqs: 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** 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)  (Prereqs: 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)  (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** 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)  (Prereqs: 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 367** Marketing Graphics (4 units)  (Prereqs: BUS 360 and 367)
- **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)  (Prereqs: BUS 305W and 360)
- **BUS 468** Marketing Decision Making (4 units)  (Prereqs: BUS 360 and 367)
- **BUS 451** Entrepreneurship/Small Business Management (4 units)
- **BUS 453** Small Business Analysis (4 units)
- **BUS 499MK** Internship in the Wine Business (3-4 units)*

*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).