

Business Administration Degree Requirements

DEGREE REQUIREMENTS

- A minimum of **38 Upper-Division Business Units***
- A minimum of **12 Upper-Division Non-Business Units***
- Complete the **7 Breadth Requirements****
- General University Requirements:
 - ◊ **American History**
 - ◊ **American Institutions**
- Berkeley campus requirement:
 - ◊ **American Cultures**
- A minimum of **120 units**
- Completion of degree program in four semesters, not including summer session

*Upper-Division courses are numbered 100-199

** Business courses cannot be used for breadth

REQUIRED UGBA CORE COURSES*

	<u>UNITS</u>
100 Business Communications	2
101A Microeconomic Analysis for Business Decisions	3
101B Macroeconomic Analysis for Business Decisions	3
102A Introduction to Financial Accounting	3
102B Introduction to Managerial Accounting	3
103 Introduction to Finance	4
104 Analytic Decision Modeling Using Spreadsheets	3
105 Leading People	3
106 Marketing	3
107 The Social, Political, and Ethical Environment of Business	3

GRADING OPTIONS AND REQUIRED GRADES

- All Haas Business courses **MUST** be taken for letter grades, including core substitutions.
- Students who receive a grade of D+ or lower in a Core Course must repeat the course until they achieve a grade of C- or better
- Overall GPA must be at or above 2.00 for graduation

Core Substitutions

The following UC Berkeley courses may be used to fulfill the corresponding core business requirement. However, units for these approved substitutions are non-business upper division units and students must take additional business electives towards the required 38 upper division business units.

UGBA 101A

ECON 100A
ECON 101A
EEP 100
IAS 106

UGBA 101B

ECON 100B
ECON 101B
IAS 107

General

University Requirements

Every student must complete before graduation the University requirements in American History, and American Institutions. See website for further information:

<http://registrar.berkeley.edu/?PageID=ahi.html>

Berkeley

Campus Requirement

The Berkeley campus American cultures breadth requirement is a prerequisite for the baccalaureate degree awarded to students who begin their studies at Berkeley in lower division standing in fall 1991 or thereafter, or in upper division starting in fall 1993 or thereafter. See website for further information:

<http://americancultures.berkeley.edu/>

Upper Division Business Administration Elective Courses (Units)*

Economic Analysis & Policy

- 113** Managerial Economics (3)
- 115** Competitive Strategy (3)
- 117** Special Topics in Economic Analysis and Policy (1-4)
- 118** International Trade (3)
- 119** Leading Strategy Implementation (3)

Accounting

- 120AA** Intermediate Financial Accounting 1 (4)
- 120AB** Intermediate Financial Accounting 2 (4)
- 120B** Advanced Financial Accounting (4)
- 121** Federal Income Tax Accounting (4)
- 122** Financial Information Analysis (3)
- 126** Auditing (4)
- 127** Special Topics in Accounting (1-4)
- 128** Strategic Cost Management (3)
- 129** Financial Reporting for Complex Transactions (3)

Finance

- 131** Corporate Finance and Financial Statement Analysis (3)
- 132** Financial Institutions and Markets (3)
- 133** Investments (3)
- 136F** Behavioral Finance (3)
- 137** Special Topics in Finance (1-4)

Operations & Information Technology Management

- 141** Production and Operations Management (3)
- 143** Game Theory and Business Decisions (3)
- 147** Special Topics in Manufacturing and Information Technology (1-4)

Management of Operations

- 151** Management of Human Resources (3)
- 152** Negotiation and Conflict Resolution (3)

154 Power and Politics in Organizations (2-3)

- 155** Leadership (3)
- 156AC** Diversity in the Workplace (3)
- 157** Special Topics in the Management of Organizations (1-4)

Marketing

- 160** Consumer Behavior (3)
- 161** Marketing Research: Tools and Techniques for Data Collection and Analysis (3)
- 162** Brand Management and Strategy (3)
- 165** Advertising Strategy (3)
- 167** Special Topics in Marketing (1-4)
- 168B** International Marketing (3)
- 169** Pricing (3)

Business & Public Policy

- 170** Ethical Leadership in Business (2)
- C172** History of American Business (3)
- 175** Legal Aspects of Management (3)
- 177** Special Topics in Business and Public Policy (1-4)
- 178** Introduction to International Business (3)
- 179** International Consulting for Small and Medium-Sized Enterprises (3)

Real Estate

- 180** Introduction to Real Estate and Urban Land Economics (3)
- 183** Introduction to Real Estate Finance (3)
- 184** Urban and Real Estate Economics (3)
- 187** Special Topics in Real Estate Economics and Finance (1-4)

Innovation & Design

- 190S** Strategy for the Information Technology Firm (3)
- 190T** Special Topics in Innovation and Design (1-4)
- 190V** Corporate Strategy in Telecommunications and Media (2)

Leadership Topics

- 191C** Communication for Leaders (2)
- 191I** Improvisational Leadership (3)
- 191P** Leadership and Personal Development (3)

Business & Social Impact

- 192A** Leading Nonprofit and Social Enterprises (3)
- 192L** Applied Impact Evaluation (2)
- 192N** Topics in Non-Profit Management (1-5)
- 192P** Sustainable Business Consulting Projects (3)
- 192T** Topics in Corporate Social Responsibility (1-4)

Special Topics

- 193I** Business Abroad (1-4)

Business Colloquium

- 194** Undergraduate Colloquium on Business Topics (1)

Entrepreneurship

- 195A** Entrepreneurship (3)
- 195P** Perspectives on Entrepreneurship (3)
- 195S** Entrepreneurship to Address Global Poverty (3)
- 195T** Topics in Entrepreneurship (1-3)

Special Topics

- 196** Special Topics in Business Administration (1-4)
- 198** Directed Study (1-4)
- 199** Supervised Independent Study and Research (1-4)