

# BUSINESS ADMINISTRATION MAJOR (B.S.)

<https://paulcollege.unh.edu/business-administration/program/bs/business-administration-major>

## Description

A Bachelor of Science in business administration will help you build the skills, knowledge and experience to land a job and thrive in today's evolving economy. Graduates are in demand in a variety of industries including accounting, finance, information systems and business analytics, management and marketing. Whether you aspire to work for a high-powered firm, start-up or non-profit or launch your own business, a business administration degree opens the doors to many career opportunities.

At Paul College, students in the business administration major take foundation courses in their freshman and sophomore years that cover the fundamental theories, principles, concepts and skill sets in key areas of business, while building upon their social, analytical, competitive and professional intelligence. These foundation courses prepare you to move into a variety of fields and companies. You also must declare an option within your major during the second semester of your sophomore year that provides deeper expertise in a specific business area to propel you on your career path. Many students choose more than one! Options within the major include: accounting, entrepreneurial studies, finance, information systems and business analytics, international business and economics, management, marketing, and student designed.

## Requirements

### Degree Requirements

**Minimum Credit Requirement:** 128 credits

**Minimum Residency Requirement:** 32 credits must be taken at UNH

**Minimum GPA:** 2.0 required for conferral\*

**Core Curriculum Required:** Discovery & Writing Program Requirements

**Foreign Language Requirement:** No

All Major, Option and Elective Requirements as indicated.

\*Major GPA requirements as indicated.

### Major Requirements

The following courses are major-required courses. Students take 16-18 credits per semester. Discovery Program requirements (including the Inquiry requirement in the first two years) and elective courses are taken as well. Students are expected to follow this course plan. In the first three semesters, students cannot take more than two major courses in a single semester. The options have additional requirements as noted in those program descriptions. For a detailed schedule/plan of study for each option, students should check with the Paul College Undergraduate Programs and Advising Office for specific recommendations.

A typical plan of study follows, showing the major-required courses. Students take 16-18 credits per semester. Discovery Program

requirements (including the Inquiry requirement in the first two years) and elective courses are taken as well. Students are expected to follow this course plan. In the first three semesters, students cannot take more than two major courses in a single semester. The options have additional requirements as noted. For a detailed schedule/plan of study for each option, students should check with the Paul College Undergraduate Programs and Advising Office for specific recommendations.

Code	Title	Credits
<b>Business Administration core requirements</b>		
ADMN 401W	Introduction to Responsible Business Management	4
ADMN 403	Computing Essentials for Business	1
ADMN 410	Management Information Systems	4
ADMN 502	Financial Accounting	4
ADMN 503	Managerial Accounting	4
ADMN 510	Business Analytics and Statistics	4
ADMN 570	Introduction to Financial Management	4
ADMN 575	Behavior in Organizations	4
ADMN 580	Quantitative Decision Making	4
ADMN 585	Marketing	4
ADMN 775	Strategic Management: Decision Making (Capstone) <sup>1</sup>	4
ECON 401	Principles of Economics (Macro)	4
ECON 402	Principles of Economics (Micro)	4
MATH 422 or MATH 424A	Mathematics for Business Applications Calculus for Social Sciences	4
PAUL 405	Freshman Academic Experience I	1
PAUL 406	Freshman Academic Experience II	1
PAUL 660	BiP-Social Intelligence Topics <sup>2</sup>	2
PAUL 670	BiP-Analytical Intelligence Topics <sup>2</sup>	2
PAUL 680	BiP-Competitive Intelligence Topics <sup>2</sup>	2
PAUL 690	BiP-Professional Intelligence Topics <sup>2</sup>	2

<sup>1</sup> This is the capstone course in the business administration program, and satisfies the capstone requirement of the Discovery Program. Students may be required to concurrently enroll in ADMN 700 PAUL Assessment of Core Knowledge (zero credits) for AACSB accreditation purposes.

<sup>2</sup> Students may satisfy PAUL 660, PAUL 670, PAUL 680, PAUL 690 requirements through other courses/experiences with approved intelligence attributes assigned.

Depending of the choice of option and the specific requirements thereof, students may be able to take PAUL or non-PAUL electives in their junior or senior year.

## Degree Plan

### Sample Degree Plan

*This sample degree plan serves as a general guide; students collaborate with their academic advisor to develop a personalized degree plan to meet their academic goals and program requirements.*

#### First Year

Fall		Credits
ADMN 401W or ADMN 410	Introduction to Responsible Business Management or Management Information Systems	4
ECON 401 or ECON 402	Principles of Economics (Macro) or Principles of Economics (Micro)	4

MATH 422 or MATH 424A or ENGL 401	Mathematics for Business Applications or Calculus for Social Sciences or First-Year Writing	4
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Discovery	4
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ADMN 403	Computing Essentials for Business	1
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PAUL 405	Freshman Academic Experience I	1
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<b>Credits</b>	<b>18</b>
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**Spring**

ADMN 410 or ADMN 401	Management Information Systems or	4
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ECON 402 or ECON 401	Principles of Economics (Micro) or Principles of Economics (Macro)	4
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ENGL 401 or MATH 422 or MATH 424A	First-Year Writing or Mathematics for Business Applications or Calculus for Social Sciences	4
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Discovery	4
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PAUL 406	Freshman Academic Experience II	1
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<b>Credits</b>	<b>17</b>
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**Second Year****Fall**

ADMN 502	Financial Accounting	4
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ADMN 510	Business Analytics and Statistics	4
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Discovery	4
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Discovery	4
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<b>Credits</b>	<b>16</b>
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**Spring**

ADMN 503	Managerial Accounting	4
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ADMN 570 or ADMN 575 or ADMN 580 or ADMN 585	Introduction to Financial Management or Behavior in Organizations or Quantitative Decision Making or Marketing	4
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Discovery	4
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Discovery	4
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PAUL 660 or PAUL 690	BiP-Social Intelligence Topics or BiP-Professional Intelligence Topics	2
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<b>Credits</b>	<b>18</b>
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<b>Total Credits</b>	<b>69</b>
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- Students will demonstrate an understanding of business practices as they relate to local, national and global competitiveness.

## Student Learning Outcomes

### Program Learning Outcomes

- Students will demonstrate proficiency in the core content areas of business.
- Students will think critically to address business situations.
- Students will demonstrate communication skills to interact effectively in business situations.
- Students will identify and understand the ethical dimensions and implications of business decisions.
- Students will demonstrate the ability to analyze a business situation by applying a multiple stakeholder lens.