

# Minor and Certificate Programs

## Minors

The transcript-recognized undergraduate academic minor must be completed in conjunction with an undergraduate degree at The University of Texas at Austin; students pursuing an integrated undergraduate/graduate program must complete the requirements for the minor within one year after completing the undergraduate requirements of their program. For more information regarding the requirements for achieving a minor, including a comprehensive list of all minors offered on The University of Texas at Austin campus, please visit the [Minor and Certificate Programs](#) section of the *Undergraduate Catalog*.

Students admitted to transcript-recognized minors must contact their academic advisors to have approved minors added to their degree audit profiles. This allows progress toward the credential to be tracked and ensures that minors are added to official transcripts upon graduation, if all requirements are met.

The McCombs School of Business offers minors for different undergraduate student populations:

- Minors for Business Majors – discipline-specific minors available only to degree-seeking McCombs School of Business students, in seven individual business fields of study
- The Business Foundations Minor – restricted to degree-seeking non-business students, a multidisciplinary exposure to the primary fields of study in business
- Accounting Minor for Business Economics Option Program, and Finance Minor for Business Economics Option Program – available only to degree-seeking Economics majors who have been admitted to the BEOP
- Specialized Business Minors - available to all undergraduate students

## Minors for Business Majors

While a minor is not required as part of the BBA degree program, a degree-seeking BBA student may choose to complete one minor in conjunction with the degree, which must be in a different field of study from the student's major. A student who wishes to pursue more than one transcript-recognized minor per degree is required to consult with their academic advisor and obtain permission from the School.

The business school offers several minors that are available only to students enrolled in the McCombs School of Business. Seven of these are offered in academic disciplines in which undergraduate majors are also available: Accounting, Business Analytics, Finance, Management, Management Information Systems, Marketing, and Supply Chain Management.

To fulfill a minor for business majors, students must complete 15 to 18 semester hours of coursework as described below in the requirements of the selected minor. The University requires at least nine hours of the minor to be coursework not used to satisfy requirements of the student's major. This means that only Business Administration 324/324H and the business/specific major course(s) required for the minor (i.e. Accounting 312/312H, Finance 357/357H, Management 336/336H, Management Information Systems 301/ 301H, Marketing 337/337H, Operations Management 235/235H; Management 101H/101S/101T; Statistics 235/235H, Decision Science 235/235H, Management Information Systems 304; Accounting 364, 372T (*Topic 11: Financial Planning*

for *Wealth Management*), Finance 367) can satisfy both BBA degree requirements and business minor requirements simultaneously; the remaining nine hours for each business minor cannot be coursework used to satisfy other BBA degree requirements, except free or non-business electives. At least half of the coursework must be completed in residence at The University of Texas at Austin. All coursework must be taken on the letter-grade basis, and completed in conjunction with the students' major requirements at the time of graduation.

Students admitted to a business minor must contact their BBA academic advisor to have the approved minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met at the time of graduation.

## Accounting Minor for Business Majors

The Accounting Minor for Business Majors requirements are:

Requirements		Hours
B A 324	Business Communication: Oral and Written	3
or B A 324H	Business Communication: Oral and Written: Honors	
ACC 312	Fundamentals of Managerial Accounting	3
or ACC 312H	Fundamentals of Managerial Accounting: Honors	
ACC 326	Financial Accounting–Intermediate	3
Six additional semester hours of upper-division coursework in accounting		6
Please Note:		
All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.		
Total Hours		15

## Business Analytics Minor

The Business Analytics Minor requirements are:

Requirements		Hours
STA 235	Data Science for Business Applications	2
or STA 235H	Data Science for Business Applications: Honors	
D S 235	Introduction to Decision Science	2
or D S 235H	Introduction to Decision Science: Honors	
O M 235	Operations Management	2
or O M 235H	Operations Management: Honors	
or O M 334M	Healthcare Operations Management	
One of the following:		9
Nine additional semester hours of upper-division coursework in business analytics		
Or		
BAX 304	Introduction to Problem Solving and Programming	
And six additional semester hours of upper-division coursework in business analytics		

Please note: All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

**Total Hours** 15

## Finance Minor for Business Majors

The Finance Minor for Business Majors requirements are:

Requirements	Hours
B A 324	Business Communication: Oral and Written
or B A 324H	Business Communication: Oral and Written: Honors
FIN 357	Business Finance
or FIN 357H	Business Finance: Honors
FIN 367	Investment Management
Six additional semester hours chosen from the following courses:	6
One of:	
FIN 371M	Money and Capital Markets
One or two of:	
FIN 321K	Intermediate Microeconomics for Business
FIN 372T	Topics in Finance (any topic)
FIN 374C	Valuation
FIN 374S	Entrepreneurial Finance
FIN 376	International Finance
FIN 377	Advanced Topics in Investment Analysis (Topic 1 Portfolio Analysis and Management)
FIN 377	Advanced Topics in Investment Analysis (Topic 4 Financial Analysis)
One of:	
FIN 377	Advanced Topics in Investment Analysis (Topic 2 Financial Risk Management)
FIN 377	Advanced Topics in Investment Analysis (Topic 5 Energy Financial Risk Management)
One topic of:	
FIN 340S	Topics in Finance (any topic; only three hours of FIN 340S may be used)
One of:	
R E 358	Introduction to Real Estate and Urban Land Development
R E 378K	Real Estate Finance and Syndication

Please Note:

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

Independent Research and Practicum courses may not be applied to the Finance minor.

For students pursuing the integrated approach BBA/MPA degree, nine hours for the Finance minor must be taken in addition to the Finance 367 course and the business elective required for the integrated BBA/MPA degree, in order to obtain a Finance Minor.

**Total Hours** 15

## Management Minor for Business Majors

The Management Minor for Business Majors requirements are:

Requirements	Hours
B A 324	Business Communication: Oral and Written
or B A 324H	Business Communication: Oral and Written: Honors
MAN 336	Organizational Behavior
or MAN 336H	Organizational Behavior: Honors
Nine additional semester hours of upper-division coursework in management	9

Please Note:

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

**Total Hours** 15

## Management Information Systems Minor for Business Majors

The Management Information Systems Minor for Business Majors requirements are:

Requirements	Hours
B A 324	Business Communication: Oral and Written
or B A 324H	Business Communication: Oral and Written: Honors
MIS 301	Introduction to Information Technology Management
or MIS 301H	Introduction to Information Technology Management: Honors

One of the following: 9

Nine additional semester hours of upper-division coursework in management information systems

or

MIS 304 Introduction to Problem Solving and Programming

And six additional semester hours of upper-division coursework in management information systems

Please Note:

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

**Total Hours** 15

## Marketing Minor for Business Majors

The Marketing Minor for Business Majors requirements are:

Requirements	Hours
B A 324	Business Communication: Oral and Written
	3

or B A 324H	Business Communication: Oral and Written: Honors	
MKT 337	Principles of Marketing	3
or MKT 337H	Principles of Marketing: Honors	
Nine additional semester hours of upper-division coursework in marketing		9
Please Note:		
All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.		
<b>Total Hours</b>		<b>15</b>

## Supply Chain Management Minor for Business Majors

The Supply Chain Management Minor for Business Majors requirements are:

Requirements		Hours
B A 324	Business Communication: Oral and Written	3
or B A 324H	Business Communication: Oral and Written: Honors	
O M 235	Operations Management	2
or O M 235H	Operations Management: Honors	
or O M 334M	Healthcare Operations Management	
MAN 101S	Leadership Challenges and Innovation	1
or MAN 101H	Leadership Challenges and Innovation: Honors	
or MAN 101T	Leadership Challenges and Innovation	
Nine additional semester hours of upper-division coursework in operations management		9
Please Note:		
All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.		
<b>Total Hours</b>		<b>15</b>

## Minors for Non-Business Majors

### The Business Foundations Minor

The Business Foundations Minor is designed to provide a foundation in business concepts and practice for students in non-business majors. Any non-business student with a University grade point average of at least 2.00 may take any of the business foundations course listed below, whether pursuing the Business Foundations Minor or not. Students who intend to complete the Business Foundations Minor must apply online for admission and be admitted.

To fulfill the Business Foundations Minor, students must complete 18 semester hours of coursework as described below. Students admitted to the Business Foundations Minor must contact their home college to have the approved minor added to their degree audit profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the coursework must be completed in residence at the University. All coursework must be taken on the letter-grade basis and completed in conjunction with the student's major requirements.

Requirements		Hours
<b>Accounting Requirement</b>		<b>3</b>
ACC 310F	Foundations of Accounting	
or		
ACC 311 & ACC 312	Fundamentals of Financial Accounting and Fundamentals of Managerial Accounting <sup>1</sup>	
<b>Management Information Systems Requirement</b>		<b>3</b>
MIS 302F	Foundations of Information Technology Management ((or equivalent)) <sup>2</sup>	
<b>Finance Requirement</b>		<b>3</b>
FIN 320F	Foundations of Finance	
or		
FIN 357	Business Finance <sup>1</sup>	
<b>Management Requirement</b>		<b>3</b>
MAN 320F	Foundations of Management and Organizational Behavior <sup>3</sup>	
or		
MAN 336	Organizational Behavior <sup>1</sup>	
<b>Legal Environment of Business Requirement</b>		<b>3</b>
LEB 320F	Foundations of Business Law and Ethics <sup>3</sup>	
or		
LEB 323	Business Law and Ethics	
<b>Marketing Requirement</b>		<b>3</b>
MKT 320F	Foundations of Marketing <sup>3</sup>	
or		
MKT 337	Principles of Marketing <sup>1</sup>	
Please Note:		
Students can pursue either the Business Foundations Minor or the Elements of Business Certificate, but not both.		
No more than nine of the required 18 hours may be taken on an approved study abroad program. A list of approved programs is available in the University Study Abroad Office. LEB 320F or LEB 323 cannot be taken abroad.		
The student must satisfy the courses used to fulfill minor requirements on the letter-grade basis, except for credit by exam. The student must earn a combined grade point average of at least 2.00 in these courses.		
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1. Available to non-business students only in the summer; restricted to business majors during fall and spring.		
2. For a full list of pre-approved equivalents, please see the Business Foundations Minor website.		
3. I B 320F Foundations of International Business, B A 320F Foundations of Entrepreneurship, may substitute for one of LEB 320F, MAN 320F, or MKT 320F.		
<b>Total Hours</b>		<b>18</b>

### Accounting Minor for Business Economics Option Program

The Accounting Minor for the Business Economics Option Program (BEOP ACC) allows economics majors to take a set of accounting courses and a finance course at the McCombs School of Business for completion of a Minor in Accounting. BEOP ACC students take upper-division accounting and finance courses to explore how accounting systems utilize economic concepts and how accounting systems solve

economic problems; to strengthen the quantitative and analytical skills they acquire as economics majors; and to acquire knowledge and skills in business and accounting.

To participate in the BEOP ACC Minor, students must apply and be admitted to the Accounting Track of the BEOP through the Department of Economics. To be eligible for the Accounting Track of the BEOP, a student must:

- be a declared economics major;
- have a cumulative University GPA of at least 3.00;
- have an economics GPA of at least 3.00 (based on economics coursework taken at The University of Texas at Austin); and
- have earned a grade of at least C- in Economics 329.

Students must contact the Department of Economics to apply, and for all questions about the Business Economics Option Program.

To obtain the BEOP ACC Minor, a student must complete 15 semester hours of coursework as described below. At least half of the coursework must be completed in residence at the University. All coursework must be taken on the letter-grade basis. The student must fulfill the requirements for an economics major and apply to graduate with an economics major, in addition to fulfilling the BEOP ACC Minor requirements, in order to receive the BEOP ACC transcript-recognized minor.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

Requirements		Hours
ACC 311	Fundamentals of Financial Accounting	3
ACC 312	Fundamentals of Managerial Accounting	3
FIN 357	Business Finance	3
Six additional semester hours of upper-division coursework in accounting		6
Please Note:		
All courses must be taken on the letter-grade basis.		
Total Hours		15

### Finance Minor for Business Economics Option Program

The Finance Minor for the Business Economics Option Program (BEOP FIN) allows economics majors to take a set of accounting courses and finance courses at the McCombs School of Business for completion of a Minor in Finance. BEOP FIN students take lower-division accounting and upper-division finance courses to explore the application of economic concepts and models to finance and financial markets; to strengthen the quantitative and analytical skills they acquire as economics majors; and to acquire knowledge and skills in business and finance.

To participate in the BEOP FIN Minor, students must apply and be admitted to the Finance Track of the BEOP through the Department of Economics. To be eligible for the Finance Track of the BEOP, a student must:

- be a declared economics major;
- have a cumulative University GPA of at least 3.00;
- have an economics GPA of at least 3.00 (based on economics coursework taken at The University of Texas at Austin); and
- have earned a grade of at least C in Economics 329.

Students must contact the Department of Economics to apply, and for all questions about the Business Economics Option Program.

To obtain the BEOP FIN Minor, a student must complete 15 semester hours of coursework as described below. At least half of the coursework must be completed in residence at the University. All coursework must be taken on the letter-grade basis. The student must fulfill the requirements for an economics major and apply to graduate with an economics major, in addition to fulfilling the BEOP FIN Minor requirements, in order to receive the BEOP FIN transcript-recognized minor.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

Requirements		Hours
ACC 311	Fundamentals of Financial Accounting	3
ACC 312	Fundamentals of Managerial Accounting	3
FIN 357	Business Finance	3
FIN 367	Investment Management	3
Three additional semester hours of upper-division coursework in finance		3
Please Note:		
All courses must be taken on the letter-grade basis.		
Total Hours		15

### Specialized Minors for All Majors

#### The Analytics and Business of Sports Minor

Few industries capture the attention and passion of young people as much as sports. Young people of all ages grow to idolize athletes and organizations, propelling attachments that last a lifetime. This interest has spawned multibillion dollar industries ranging from advertising, clothing, lifestyle brands, media, and entertainment. In turn, millions of young Americans aspire to build their professional careers around sports in various forms.

The Analytics and Business of Sports Minor aims to equip students with the perspectives, knowledge, and lessons about leadership, ethics and analytics that transcend beyond any one industry. The broader objectives of the program include equipping students with analytical talents that will propel their success in a competitive economy that is characterized around managing for exceptional performance.

The Analytics and Business of Sports Minor is designed for undergraduate students with ambitions to study sports and the leadership, analytics, and business lessons that can apply more broadly. With the advent of sabermetrics in baseball and the explosion analytics across the four major sports, the context for understanding such the underpinnings and consequences of talent acquisition, team dynamics, compensation, biophysical markers of health, etc. is unparalleled. Further, there are additional lessons in data visualization, data analytics, specialty statistics (e.g., spatial statistics), media, branding, and so on, that can link to and build on other courses currently taught within McCombs.

Admission to the minor is based on students' overall academic record, including but not limited to hours and rigor of courses taken in residence, demonstrated interest, and The University of Texas at Austin grade point average.

To fulfill the Analytics and Business of Sports Minor, students must complete 18 semester hours of coursework as described below.

Students admitted to the Sports Minor must contact their home college to have the approved minor added to their degree audit profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the coursework must be completed in residence at The University of Texas at Austin. All coursework must be taken on the letter-grade basis and completed in conjunction with the students' major requirements at the time of graduation. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

The Analytics and Business of Sports Minor requirements are:

Requirements		Hours
<b>Business Fundamentals: One of the following courses:</b>		<b>3</b>
MAN 320F	Foundations of Management and Organizational Behavior	
or MAN 336	Organizational Behavior	
FIN 320F	Foundations of Finance	
or FIN 357	Business Finance	
MKT 320F	Foundations of Marketing	
or MKT 337	Principles of Marketing	
HDO 301	Introduction to the Human Dimensions of Organizations	
MIS 302F	Foundations of Information Technology Management	
or MIS 301	Introduction to Information Technology Management	
<b>Analytical Foundations: One of the following courses:</b>		<b>3</b>
ECO 329	Economic Statistics	
SDS 301	Elementary Statistical Methods	
SOC 317L	Introduction to Social Statistics	
PSY 317	Statistical Methods in Psychology	
STA 301	Introduction to Data Science <sup>1</sup>	
<b>Using Analytics to Manage People and Performance</b>		<b>3</b>
MAN 372T	Topics in Management (Topic 18: People Analytics)	
<b>Analytics, Business and Sports</b>		<b>3</b>
MAN 372T	Topics in Management (Topic 6: Performance and Sports Analytics)	
<b>Electives related to sports, managing people, and leading organizations, two of the following courses:</b>		<b>6</b>
ADV 305S	Introduction to Integrated Communication for Sports	
or P R 305S	Introduction to Integrated Communication for Sports	
ADV 348S	The Business of Sports Media	
or J 348G	The Business of Sports Media	
CMS 363C	Communication and Sports	
CMS 363P	Politics and Protest in Sports	
J 326F	Reporting Sports	
KIN 312	Topics in Kinesiology: Issues (Topic 5: Sport Industry in America)	
KIN 312M	Management of Physical Activity and Sport Programs	

KIN 352K	Topics in Human Movement Studies (Topic 6: Race and Sport in African American Life)
KIN 353	Sport Law
KIN 354	Sport and Event Marketing
KIN 356	Revenue and Budgeting in Sport
KIN 357	Strategic Management of Sport Organizations
MAN 325	Strategic Human Resources Management
MAN 327	Innovation and Entrepreneurship
MAN 328	Consulting and Change Management
MAN 372T	Topics in Management (Topic 21: The Art and Science of Negotiation)
MAN 374	General Management and Strategy
RTF 365	Topics in Media and Society (Topic 9: Media Industries and Entrepreneurship)
or SOC 352E	Media Industries and Entrepreneurship
RTF 359	Advanced Topics in Media and Culture (Topic 6: Gender, Race, and Sexuality in Sports Media)

Please Note:

Other courses may be considered for substitution, as approved by the Business of Sports Minor Committee.

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

**Total Hours** **18**

## Business and Public Policy Minor

The Business and Public Policy (BPP) Minor provides University of Texas undergraduate students with the opportunity to have transcript-recognized study in the study of business and public policy. Because firms' actions are increasingly influenced by the interests and demands of numerous stakeholders, including owners, employees, suppliers, customers, NGOs, communities, and especially government regulators, it is increasingly important that businesses hire employees who can strategically respond to and influence these constituencies. Students who complete the BPP Minor requirements will be well-equipped to understand the political process and its influence on firms and to work for those firms or for consulting firms that are increasingly important in this area. This minor is also well-suited for undergraduates interested in careers in law, governmental and public service, and/or in nonprofit organizations.

Students who have completed 24 hours in residence with upper-division standing may formally apply to the minor. Admission to the program is based on a student's overall academic record.

To fulfill the Business and Public Policy Minor, students must complete 15 semester hours of coursework as described below. Students admitted to the BPP Minor must contact their home college to have the approved minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the coursework must be completed in residence at The University of Texas at Austin. All coursework must be taken on the letter-grade basis and completed in conjunction with the student's major requirements at the time of graduation. The University requires



at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Due to course availability, two long semesters are typically required to complete the BPP Minor classes. Some required BGS courses are offered only once a year during either the fall or spring semester.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

The Business and Public Policy Minor requirements are:

Requirements	Hours
<p>GOV 312L                      Issues and Policies in American Government</p> <p>May include the Washington Campus section of this course.</p> <p>Any of the acceptable combinations approved to satisfy the Texas Legislative requirement for government may be used.</p> <p>One example combination is:</p> <p>GOV 310L                      American and Texas Government &amp; GOV 306C                      and Politics and Government in Contemporary Texas</p> <p>Three or four of the following courses: <sup>1</sup></p> <p>BGS 371                      Corporate Political Strategy</p> <p>BGS 372                      Strategic Corporate Social Responsibility</p> <p>BGS 373                      Strategic Corporate Communication</p> <p>BGS 374                      Global Political Economy</p> <p>BGS 375                      Business and Policy in the Age of Inequality</p> <p>Zero or one of the following courses: <sup>1</sup></p> <p>ADV/P R 353                      Advertising and Public Relations Law and Ethics</p> <p>AMS 310                      Introduction to American Studies</p> <p>BGS 325                      Social and Ethical Responsibility of Business</p> <p>BGS 372T                      Topics in Business, Government, and Society (Topic 1: Energy Technology and Policy)</p> <p>BGS 372T                      Topics in Business, Government, and Society (Topic 2: Ethics, Corporate Social Responsibility, and Service Learning)</p> <p>CLD 371                      Capstone Course in Communication and Leadership</p> <p>CMS 306M                      Professional Communication Skills</p> <p>CMS 342K                      Political Communication</p> <p>CMS 345                      Media Effects and Politics</p> <p>ECO 321                      Public Economics</p> <p>ECO 333K                      Development Economics</p> <p>ECO 334K                      Urban Economics</p> <p>ECO 339K                      International Trade and Investment</p> <p>EUS 348                      Topics in European Economics, Government, Business, and Policy (Topic 2: International Trade)</p> <p>FIN 372T                      Topics in Finance (Topic 1: Environmental, Social, and Governance Investing )</p> <p>GOV 325                      Political Parties</p>	<p>3</p> <p>9</p> <p>3</p>

GOV 358	Introduction to Public Policy
GOV 360F	Global Governance
GOV 366F	Issues in Third World Development
GOV 370R	Money in United States Politics
I B 320F	Foundations of International Business
I B 350	International Trade
LEB 320F	Foundations of Business Law and Ethics
LEB 323 or LEB 323H	Business Law and Ethics: Honors
LEB 334M	Healthcare Law and Policy
LEB 363	Real Estate Law
LEB 372T	Topics in the Legal Environment of Business (Topic 13: Contracts and Real Property)
LEB 372T	Topics in the Legal Environment of Business (Topic 14: Oil and Gas Law)
PHL 325L	Business, Ethics, and Public Policy
P R 305	Fundamentals of Public Relations
P R 352	Strategies in Public Relations
P R 367	Integrated Communications Management

Please Note:

Other courses may be considered for substitution, as approved by the BGS Department.

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

1. If a student has taken Government 312L and only nine hours from: BGS 371, 372, 373, 374, and 375, they choose one course from the list of electives to satisfy the fifteen hour requirement. If a student has taken GOV 312L and twelve hours from: BGS 371, 372, 373, 374, and 375, then they need not take any of the electives to satisfy the fifteen hour requirement

**Total Hours** **15**

## Energy Management Minor

The Energy Management (EM) Minor is designed to develop decision makers, leaders, and policy builders who have the technical expertise and business acumen to participate in the interdisciplinary teams that will be required to address our energy future.

Admission to the minor is based on students' overall academic record. All students must have completed at least one semester at The University of Texas at Austin before applying to the minor program, and have a University grade point average of at least 2.0. Freshmen who wish to participate in the program their first semester must wait until the spring to apply.

To fulfill the Energy Management Minor, students must complete 18 semester hours of coursework as described below. Students admitted to the Energy Management Minor must contact their home college to have the approved minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the required minor coursework must be completed in residence at The University of Texas at Austin. All coursework must be

taken on the letter-grade basis and completed in conjunction with the student's major requirements at the time of graduation. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

The Energy Management Minor requirements are:

Requirements	Hours
<b>Eighteen semester hours selected from the following:</b>	<b>18</b>
BGS 372T	Topics in Business, Government, and Society (Topic 10: Nontechnical Exploration and Production)
BGS 372T	Topics in Business, Government, and Society (Topic 1: Energy Technology and Policy)
FIN 320F or FIN 357	Foundations of Finance Business Finance
FIN 337T	Special Topics in Finance (Topic 1: Valuing Natural Resources)
or GEO 316P or GEO 416M	Sedimentary Rocks Sedimentary Rocks
FIN 337T	Special Topics in Finance (Topic 2: Energy Finance)
Three semester hours of coursework in Biology, Chemistry, Geography, Geological Sciences, or Physical Science courses that satisfy the Natural Science and Technology, Part 1 of the UT Core Curriculum.	
LEB 372T	Topics in the Legal Environment of Business (Topic 3: Contracts and Real Property)
LEB 372T	Topics in the Legal Environment of Business (Topic 4: Oil and Gas Law)
or	
PGE 379	Topics in Petroleum and Geosystems Engineering (Topic 8: Oil, Gas, and Mineral Law)
LEB 372T	Topics in the Legal Environment of Business (Topic 7: Electricity Systems)
LEB 372T	Topics in the Legal Environment of Business (Topic 8: Energy Law and Policy)
LEB 372T	Topics in the Legal Environment of Business (Topic 9: Behavioral Economics, Energy and Sustainability)
MAN 372T	Topics in Management (Topic 8: Energy Strategy)

Please note:

Other courses may be considered for substitution, as approved by the Energy Management Minor Committee.

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

Finance majors who select the Energy Finance, Law and Science track cannot pursue the Energy Management Minor; however, they may select any other finance track to complete the Energy Management Minor.

Not all courses will be offered in all academic years.

**Total Hours**

**18**

## Entrepreneurship Minor

The Entrepreneurship Minor aims to provide students with the perspectives, knowledge, and skills necessary to engage in entrepreneurship, broadly defined to include the launch and development of new businesses as well as the growth and renewal of existing enterprises. The broader objectives of the program include equipping students with talents that will propel their success in a knowledge-based, innovation-driven economy, stimulating entrepreneurship and innovation across a broad range of industries and settings, and transforming students' lives by developing in them a passion for entrepreneurship.

The Entrepreneurship Minor is designed for undergraduate students interested in starting their own business ventures, creating and managing new ventures or products within existing businesses, or generating and implementing new ideas in any role that they hold during their careers. This minor is also well suited for undergraduate students interested in careers in consulting, new product development, technology commercialization, product management, event management, strategy, and business development.

Admission to the minor is based on students' overall academic record, including but not limited to hours and rigor of courses taken in residence, demonstrated interest, and University grade point average.

To fulfill the Entrepreneurship Minor, students must complete 15 semester hours of coursework as described below. Students admitted to the Entrepreneurship Minor must contact their home college to have the approved minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the coursework must be completed in residence at the University. All coursework must be taken on the letter-grade basis, and completed in conjunction with the students' major requirements. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

The Entrepreneurship Minor requirements are:

Requirements	Hours
One of the following courses:	3
ACC 310F	Foundations of Accounting
or ACC 311	Fundamentals of Financial Accounting
or ACC 311H	Fundamentals of Financial Accounting: Honors
Any three hours of lower- or upper-division economics (ECO)	
HDO 301	Introduction to the Human Dimensions of Organizations
SOC 302	Introduction to the Study of Society
MAN 327	Innovation and Entrepreneurship
or MAN 327H	Innovation and Entrepreneurship: Honors
MAN 327E	New Venture Mechanics
One of the following courses:	3
ADV/P R 332	Technology Marketing and Advertising
ADV/P R 332C	New Media Entrepreneurialism
CMS 353C	Communication for Innovation

FIN 374S	Entrepreneurial Finance
HIS 350R	Topics in Undergraduate Seminar in United States History (Topic 12: History of Black Entrepreneurship in the United States)
or AFR 351E	History of Black Entrepreneurship in the United States
CHE 379	Topics in Chemical Engineering (Topic 43: Entrepreneurship)
CMS 353C	Communication for Innovation
ECO 352R	Economics of Entrepreneurship
F A 355	Women in Entrepreneurship
FIN 374S	Entrepreneurial Finance
HEB 346C	Innovation and Technology in Israel
J 331M	Media Innovation and Entrepreneurship
I B 367D	Global Entrepreneurship
MAN 372T	Topics in Management (Topic 5: Technology Transfer and Entrepreneurship)
MAN 372T	Topics in Management (Topic 10: Women in Entrepreneurship)
MAN 372T	Topics in Management (Topic 7: Entrepreneurial Leadership For Women)
MIS 372T	Topics in Management Information Systems (Topic 1: Open Innovation)
MKT 372T	Topics in Marketing (Topic 5: Design Thinking for Business Innovation)
MKT 372T	Topics in Marketing (Topic 4: Small Business and Entrepreneurial Marketing)
O M 372T	Topics in Operations Management (Topic 7: New Product Development)
RHE 328	Topics in Professional and Technical Writing for Liberal Arts Majors (Topic 4: Writing for Entrepreneurs)
RTF 365	Topics in Media and Society (Topic 9: Media Industries and Entrepreneurship)
or SOC 352E	Media Industries and Entrepreneurship
SOC 322C	Sociology of Creativity
One of the following courses:	
ADV 332D	Entrepreneurialism in Communication
or P R 332D	Entrepreneurialism in Communication
BGS 370S	Social and Cultural Entrepreneurship
BME 362E	Medical Device Innovation
MAN 372T	Topics in Management (Topic 2: Interdisciplinary Entrepreneurship)
or C S 374L	Longhorn Startup
or ECE 364E	Interdisciplinary Entrepreneurship
or E S 377E	Interdisciplinary Entrepreneurship: Elective
J 363D	Digital Innovations Capstone
MAN 347P	Entrepreneurship Practicum

MAN 366P	Management Practicum: Social Entrepreneurship I
MAN 367P	Social Entrepreneurship II
MAN 369P	Social Innovation Practicum
M E 365E	Engineering Entrepreneurship
TXA 341E	Accessory Design, Product Development, and Merchandising

#### Please Note:

Other courses may be considered for substitution, as approved by the Entrepreneurship Minor Committee.

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

Management majors cannot pursue the Entrepreneurship Minor, but instead may select the Entrepreneurship Track within the major.

<b>Total Hours</b>	<b>15</b>
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## Global Management Minor

The Global Management Minor is an officially recognized minor in the study of international management. In today's workplace, managers lead global teams, interface with international suppliers and customers, and collaborate with international partners. It is vital for firms and organizations to have access to employees who understand global political and economic dynamics, who are able to recognize and adapt to the cultural orientations of multiple constituencies, and who can operate effectively in countries around the world.

Admission to the Global Management Minor, which resides in the Business, Government & Society Department, is open to undergraduates across The University of Texas at Austin campus, and is based on students' overall academic record. Admission is by application only.

To fulfill the Global Management Minor, students must complete 15 semester hours of coursework which must include three semester credit hours of international experience, as described below. Students admitted to the Global Management Minor must contact their home college to have the approved minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the coursework must be completed in residence at The University of Texas at Austin. All coursework must be taken on a letter-grade basis and completed in conjunction with the student's major requirements at the time of graduation. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Registration for any of these courses will require that existing prerequisite course requirements be satisfied with the following exceptions: Prerequisites for Management 336 are waived for non-business majors and prerequisites for International Relations and Global Studies 320F are waived for non-IRG majors.

The Global Management Minor requirements are:

Requirements	Hours
<b>Required Courses</b>	
I B 350	International Trade
or I B 320F	Foundations of International Business
or I B 350S	International Commerce Analysis
or	



EUS 348	Topics in European Economics, Government, Business, and Policy (Topic 2: International Trade)	
IRG 320F	Foundations of International Relations and Global Studies	3
MAN 336 or MAN 320F	Organizational Behavior Foundations of Management and Organizational Behavior	3
I B 337D	Global Management Capstone	3
<b>International Experience</b>		<b>3</b>
Three semester credit hours earned through an approved study abroad or international internship are required for the minor.		
Approval must be requested through the International Business Canvas Community and must be received before travel. More information about requirements for approval at this website.		
Please note:		
Other courses may be considered for substitution, as approved by the Global Management Minor Committee.		
All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.		
Students who have declared an International Business Major are ineligible to pursue the Global Management Minor.		
Up to three semester credit hours of the courses above completed abroad can satisfy minor requirements for both coursework and the international experience.		
<b>Total Hours</b>		<b>15</b>

## Health Care Reform and Innovation Minor

Healthcare in the U.S. accounts for nearly 20% of the nation's gross domestic product (more than manufacturing). It is also one of the fastest growing sources of employment; over 12 million Americans work in the industry. The Health Care Reform and Innovation Minor provides students interested in a clinical, academic, or business career in this industry an overview and opportunity to understand the complexities of the US healthcare system, the goals and barriers for reform, and the opportunities for innovation.

The Health Care Reform and Innovation Minor is designed for two groups of students: business majors and non-business majors. Business majors from the McCombs school will be students who plan to pursue an entry-level job in supply chain, marketing, management information systems, or other business function in healthcare industry companies in the areas of pharmaceuticals, medical devices, and healthcare informatics. Non-business majors from other schools will be students in a healthcare-related major, including pre-med, pharmacy, nursing, public health and others, who want to understand the business aspects of the industry that they will enter upon graduation.

Admission to the program is based on students' overall academic record, including but not limited to hours and rigor of courses taken in residence, demonstrated interest, and University grade point average.

To fulfill the Health Care Reform and Innovation Minor, students must complete 18 semester hours of coursework as described below. Students admitted to the Healthcare Minor must contact their home college to have the approved minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the coursework must be completed in residence at The University of Texas at Austin. All coursework must be taken on the letter-grade basis and completed in conjunction with the student's major requirements at the time of graduation. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

The Health Care Reform and Innovation Minor requirements are:

<b>Requirements</b>		<b>Hours</b>
<b>Required Courses</b>		
ACC 310F	Foundations of Accounting (for non-business students)	3
or ACC 311 or ACC 311H	Fundamentals of Financial Accounting Fundamentals of Financial Accounting: Honors	
ACC 334M	Healthcare Accounting	3
LEB 334M	Healthcare Law and Policy	3
MAN 334M	Healthcare System Management	3
O M 334M	Healthcare Operations Management <sup>1, 2</sup>	3
<b>Elective Courses</b>		
One of the following courses:		3
CMS 337	Building Sales Relationships	
HED 373	Evaluation and Research Design	
H S 301	Introduction to Health and Society	
MAN 366P	Management Practicum: Social Entrepreneurship I	
MAN 367P	Social Entrepreneurship II	
MIS 372T	Topics in Management Information Systems (Topic 17: Health Care Analytics)	
or		
O M 372T	Topics in Operations Management (Topic 17: Health Care Analytics)	
MIS 372T	Topics in Management Information Systems (Topic 3: Fundamentals of Health IT)	
N 309	Global Health	
PBH 317	Introduction to Public Health	
R M 369K	Managing Employee Risks and Benefits	
SOC 308S	Introduction to Health and Society	

Please Note:

Other courses may be considered for substitution, as approved by the Health Care Minor Committee.

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

1. This class satisfies the O M 235 degree requirement for business students. Please note that students interested in pursuing the Business of Healthcare Minor must take OM 334M; OM 235 will not be accepted towards the minor.

2. Business Honors Program students must take O M 235H and O M 179 Independent Research completed under the supervision of the minor faculty director, which will satisfy the O M 334M requirement for this minor.

**Total Hours** **18**

## International Business Minor

The International Business Minor will provide The University of Texas at Austin undergraduate students with a broad knowledge of the workings of the global economy and the opportunity to learn specific functional skills in areas such as finance, accounting, and value chain management that are particularly useful to companies and organizations operating in the international environment.

Admission to the International Business Minor, which resides in the Business, Government & Society Department, is open to undergraduates across The University of Texas campus, and is based on students' overall academic records. Admission is by application only.

To fulfill the International Business Minor, students must complete either 12 semester hours of coursework and three semester credit hours of international experience, or 15 hours of coursework, as explained below. Students admitted to the International Business Minor must contact their home college to have the approved minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the coursework must be completed in residence at the University. All coursework must be taken on a letter-grade basis and completed in conjunction with the student's major requirements at the time of graduation. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Registration for any courses required for the International Business Minor will require that existing prerequisite course requirements are adequately met.

The International Business Minor requirements are:

Requirements	Hours
<b>Required Courses</b>	
I B 350 or I B 320F or I B 350S or EUS 348	3
International Trade Foundations of International Business International Commerce Analysis Topics in European Economics, Government, Business, and Policy (Topic 2: International Trade)	
<b>Elective Courses</b>	
Any four or three of the following courses:	12 or 9
I B 360D or GOV 360D I B 362 I B 365 I B 366 or ACC 366C I B 368 I B 376 or FIN 376	International Security International Security Global Regulatory Strategy Finance and Global Business International Accounting and Transfer Pricing International Accounting and Transfer Pricing Global Value Chains International Finance International Finance

I B 375C or O M 375	Supply Chain and Operations Management Strategy Supply Chain and Operations Management Strategy
I B 372T	Topics in International Business (any topic)
I B 340S	Topics in International Business (any topic)

## International Experience, Optional **0 or 3**

Three semester credit hours earned through an approved study abroad or international internship may be used to replace three semester credit hours of the Electives.<sup>1</sup>

Approval must be requested through the International Business Canvas Community and must be received before travel. More information about requirements for approval at this website.

Please note:

Other courses may be considered for substitution, as approved by the International Business Minor Committee.

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

Students who have declared an International Business Major are ineligible to pursue the International Business Minor.

Students can pursue either the International Business Minor or the National Security and International Business Minor, but not both.

**Total Hours** **15**

## Leadership in Global Sustainability Minor

The Leadership in Global Sustainability Minor is open to students of all majors and is offered as a collaboration between the McCombs School of Business and the Moody College of Communication. The objective of this minor is to provide students the opportunity to develop a set of theoretical and implementable skills to understand how sustainability can be embedded in business, financial and social systems. The minor will also prepare students to analyze, communicate and persuade on the diverse topics of sustainability and their implementation. Given the broad range of sustainability in terms of the concept of meeting "the needs of the present without compromising the ability of future generations to meet their own needs" and its availability in many disciplines throughout the University, the minor is designed to be multidisciplinary with important experiential learning opportunities in order to enhance students' study of their majors, while informing them on the importance of sustainability and its communication in business and related fields.

Admission to the minor is based on a student's overall academic record, including but not limited to, number of hours completed, rigor of courses taken in residence, demonstrated interest in sustainability, and the overall University of Texas grade point average.

To fulfill the Leadership in Global Sustainability Minor, students must complete 17 semester hours of coursework as described below. Part of this coursework includes an experiential learning activity through the Global Sustainability Practicum course. Students admitted to the Leadership in Global Sustainability Minor must contact an academic advisor in their home college to have the approved minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the required minor coursework must be completed in residence at The University of Texas at Austin. All coursework must be taken on the letter-grade basis (unless the course is only offered

on a pass/fail basis) and completed in conjunction with the student's major requirements at the time of graduation. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

The Leadership in Global Sustainability Minor requirements are:

Requirements		Hours
<b>Required Courses</b>		
ADV 324 or P R 324	Communicating Sustainability Communicating Sustainability	3
One of the following:		3
BGS 372T	Topics in Business, Government, and Society (Topic 12: Global Business Sustainability)	
FIN 337T	Special Topics in Finance (Topic 12: Global Business Sustainability)	
ACC 372T	Topics in Accounting (Topic 12: Global Business Sustainability)	
FIN 134M	Current Issues in Global Sustainability	1
FIN 164P	Global Sustainability Practicum	1
<b>Elective Courses; one course must be taken from each of the three topics:</b>		
<b>One course regarding the Science of Sustainability</b>		<b>3</b>
EVE 302	Foundations of Environmental Engineering	
EVE 310	Sustainable Systems Engineering	
GEO 302C	Climate: Past, Present, and Future	
GEO 302E	Earth, Wind, and Fire	
GEO 302G	Earth Science and Sustainability	
GEO 302J	Crisis of Our Planet	
GEO 302P	Sustaining a Planet	
GEO 303E	Earth in 2100	
GEO 305E	Energy and the Environment	
MNS 307	Introduction to Oceanography	
MNS 308	Humans and a Changing Ocean	
MNS 320	Marine Ecology	
<b>One course regarding Sustainability in Business</b>		<b>3</b>
BGS 325	Social and Ethical Responsibility of Business	
BGS 372	Strategic Corporate Social Responsibility	
BGS 375	Business and Policy in the Age of Inequality	
FIN 372T	Topics in Finance (Topic 1: Sustainable Finance Investing)	
LEB 323 or LEB 323H or LEB 320F	Business Law and Ethics Business Law and Ethics: Honors Foundations of Business Law and Ethics	
LEB 372T	Topics in the Legal Environment of Business ((Topic 1: Social and Ethical Responsibilities of Business))	
MAN 366P	Management Practicum: Social Entrepreneurship I	

MAN 367P	Social Entrepreneurship II
MAN 369P	Social Innovation Practicum
O M 372T	Topics in Operations Management ((Topic 2: Sustainable Operations))
ECO 359M	Environmental and Natural Resource Economics
<b>One course regarding Sustainability in Communication</b>	
ADV 323	Public Communication of Science and Technology
or P R 323	Public Communication of Science and Technology
ADV 336	Topics in Multicultural Issues in Advertising and Public Relations
CLD 340	Communication for Civic Engagement
COM 308	Creative Communication of Scientific Research
CMS 340K	Communication and Social Change
CMS 340M	Social Media and Social Movement: Then and Now
CMS 356T	Organizational Transparency
J 305	Sustainability and the News
<b>Please note:</b>	
Other courses may be considered for substitution, as approved by the Leadership in Global Sustainability Minor Committee.	
All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.	

**Total Hours** **17**

## National Security and International Business Minor

The National Security and International Business Minor will provide University of Texas at Austin undergraduate students with a broad knowledge of the interdependent relationship between national security, on the one hand and private business, especially international business, on the other. Students will graduate with an appreciation that the health of each domain is predicated on the strength of the other. This minor is part of the International Business program in the Business, Government & Society Department of the McCombs School of Business in coordination with UT's Clements Center for National Security.

Admission to the National Security and International Business Minor, which is open to undergraduates across The University of Texas at Austin campus, is based on students' overall academic records. Admission is by application only.

Students admitted to the National Security and International Business Minor must contact their home college to have the approved minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

To fulfill the National Security and International Business Minor, students must complete either 12 semester hours of coursework and three hours of a national security internship, or 15 hours of coursework, as explained below.

At least half of the coursework must be completed in residence at the University. All coursework must be taken on the letter-grade basis and completed in conjunction with the student's major requirements at the time of graduation. The University requires at least nine hours of the

minor to be coursework **not** used to satisfy requirements of the student's major. Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

The National Security and International Business Minor requirements are:

Requirements		Hours
<b>Required Courses</b>		
I B 360D or GOV 360D	International Security International Security	3
BGS 374	Global Political Economy	3
I B 350	International Trade	3
I B 368	Global Value Chains	3
<b>Elective Courses</b>		
One of the following courses:		3
HIS 365G	Topics in United States History (Topic 15: United States Military History)	
HIS 365G	Topics in United States History (Topic 24: The United States and the United Kingdom: The Transatlantic Alliance)	
HIS 376F	The United States and the Second World War	

#### Internship Credit

Students may substitute an approved internship in lieu of I B 350, I B 368, or elective course as described above. The internship must be at least six weeks in length and must be eligible for course credit at the University. Internships must be pre-approved by the National Security and International Business Committee.

#### Please note:

Other courses may be considered for substitution, as approved by the National Security and International Business Minor Committee.

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

Students who have declared an International Business Major are ineligible to pursue the National Security and International Business Minor.

Students can pursue either the International Business Minor or the National Security and International Business Minor, but not both.

Internship programs must be pre-approved by the National Security and International Business Minor Committee.

**Total Hours** **15**

## Professional Sales and Business Development Minor

The Professional Sales and Business Development Minor is open to students of all majors and is offered as a collaboration between McCombs School of Business and the Moody College of Communication. This minor provides theory, frameworks, and tools to help students a) develop skills in analysis, communication, presentation, and persuasion to allow them to effectively sell ideas, products, and services in any professional environment; b) develop resources and academic credentials to pursue sales-related careers; c) understand the role of professional selling in marketing, business, and related organizations.

Admission to the minor will be competitive. Review will be based on factors such as a student's overall academic record, including but not limited to hours and rigor of courses taken in residence, demonstrated interest, and The University of Texas grade point average.

To fulfill the Professional Sales and Business Development Minor, students must complete 16 semester hours of coursework as described below. Students admitted to the Professional Sales and Business Development Minor must contact their home college to have the approved minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the required minor coursework must be completed in residence at The University of Texas at Austin. All coursework must be taken on the letter-grade basis (unless the course is only offered on a pass/fail basis) and completed in conjunction with the student's major requirements at the time of graduation. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

The Professional Sales and Business Development Minor requirements are:

Requirements		Hours
<b>16 total hours required</b>		<b>16</b>
<b>Foundations Courses</b>		
MKT 320F or MKT 337 or MKT 337H	Foundations of Marketing Principles of Marketing Principles of Marketing: Honors	
CMS 306M or B A 324 or B A 324H	Professional Communication Skills Business Communication: Oral and Written Business Communication: Oral and Written: Honors	
<b>Foundational Sales Courses (must take one, but both may be taken)</b>		
CMS 337 MKT 363	Building Sales Relationships Professional Selling and Sales Management	
<b>Advanced Sales Topics Courses (must take one, but may take two)</b>		
CMS 335 MKT 354	Strategic Sales and Event Planning Topics in Professional Sales and Business Development (Topic 2: Sales Strategy and Steering)	
MKT 354	Topics in Professional Sales and Business Development (Topic 3: Analytical Tools for Sales)	
MKT 354	Topics in Professional Sales and Business Development (Topic 5: Sales Management and Strategy)	
MKT 354	Topics in Professional Sales and Business Development (Topic 26: Data Analytics for Marketing)	
MKT 354	Topics in Professional Sales and Business Development (Topic 4: Marketing Channels)	
<b>Sales-Related Elective Courses (can be taken to meet 16 hour requirement as needed):</b>		
ADV 339L	Brand Storytelling	

ADV 369	Social Media
CMS 332K	Theories of Persuasion
CMS 344K	Lying and Deception
CMS 346	Using Communication Technology at Work
CMS 370K	Internship in Communication Studies
MAN 372T	Topics in Management (Topic 21: The Art and Science of Negotiation)
MKT 354	Topics in Professional Sales and Business Development (Topic 6: Consumer Behavior)
MKT 354	Topics in Professional Sales and Business Development (Topic 8: Integrated Marketing Communications)
MKT 354	Topics in Professional Sales and Business Development (Topic 9: Business to Business Marketing)
MKT 354	Topics in Professional Sales and Business Development (Topic 7: Consumer Behavior in a Digital World)
MKT 354	Topics in Professional Sales and Business Development (Topic 10: Strategy Consulting for Marketers)
MKT 366P	Marketing Practicum
MKT 178	Marketing Micro-topics (any topic)

Please Note:

Other courses may be considered for substitution, as approved by the Professional Sales and Business Development Minor Committee.

All classes must be taken on the letter-grade basis unless they are only offered on a pass/fail basis. The student must earn a combined grade point average of at least 2.00 in these courses.

For students majoring in marketing, nine hours for the Professional Sales and Business Development minor must be taken in addition to and different from the marketing electives taken for the major. Marketing majors are encouraged to take the CMS and ADV course options for the Foundational Sales courses and Sales-Related elective courses.

<b>Total Hours</b>	<b>16</b>
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## Real Estate Minor

The Real Estate Minor offers degree-seeking undergraduate students from any major the opportunity to explore the commercial real estate industry, learn the basics of real estate financial analysis, and supplement their primary degree with an officially recognized minor in real estate.

After earning credit for Accounting 310F or 311, a student with upper-division standing may apply for admission to the minor. Admission is based on a student's overall academic record, including, but not limited to, hours and number of courses taken in residence, demonstrated interest in real estate, and the overall University grade point average.

To fulfill the Real Estate Minor, students must complete 18 semester hours of coursework as described below. Students admitted to the Real Estate Minor must contact their home college to have the approved

minor added to their degree profile, otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the coursework must be completed in residence at The University of Texas at Austin. All coursework must be taken on the letter-grade basis and completed in conjunction with the student's major requirements at the time of graduation. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

The courses necessary to complete the Real Estate Minor may have additional prerequisites, and admission to the program and instructor approval are required as conditions of enrollment in some courses. Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

The Real Estate Minor requirements are:

Requirements		Hours
<b>Required Courses</b>		
ACC 310F or ACC 311 or ACC 311H	Foundations of Accounting Fundamentals of Financial Accounting Fundamentals of Financial Accounting: Honors	3
FIN 357 or FIN 357H	Business Finance Business Finance: Honors	3
R E 358	Introduction to Real Estate and Urban Land Development	3
R E 376G	Real Estate Investment	3
<b>Elective Courses</b>		
Two elective courses from the following list: <sup>1</sup>		6
ACC 372T	Topics in Accounting (Topic 13: Taxation of Real Estate Investments)	
or		
R E 372T	Topics in Real Estate (Topic 13: Taxation of Real Estate Investments)	
R E 366P	Real Estate Practicum	
R E 367	Real Estate Investment Trust Investing	
LEB 363	Real Estate Law	
LEB 372T	Topics in the Legal Environment of Business (Topic 3: Contracts and Real Property)	
R E 364	Real Estate Development	
R E 378K	Real Estate Finance and Syndication	

Please Note:

Other courses may be considered for substitution, as approved by the Real Estate Minor Committee.

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

Finance majors who select the Real Estate track cannot pursue the Real Estate Minor; however, they may select any other finance track to complete the Real Estate Minor.

<b>Total Hours</b>	<b>18</b>
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<sup>1</sup> Note that R E 366P and R E 367 are part of the RE Investment Fund Program; participating students must enroll in both courses over two sequential semesters.

## Risk Management Minor

The business world is increasingly faced with risks from cyber-risk to health care fraud to terrorism, identity theft and financial risks from longevity of life. These risks all have financial consequences.

The management of risk is increasingly important in the USA and worldwide. For-profit and not-for-profit enterprises (from charities to government) find themselves confronting risks and the resulting financial consequences daily. Business managers from all areas of expertise need to be prepared to prevent and address risks in order to survive—the ultimate goal of most enterprises.

The Risk Management Minor provides a student with a tool kit for contemplating, identifying, prioritizing, and formulating approaches to manage varying types of risks inevitably faced. The Risk Management Minor allows for six hours of free electives (inside or outside of McCombs) as there are many types of risk a particular student might be faced with (e.g., *financial crisis risk*, *natural disasters* (from hurricanes, tsunami to volcanoes and fires), *cyber risk* (from identify theft, fraud, mobile commerce risks to phishing and hacking, etc.), *risk of political and other crises disrupting supply chains*, *terrorism* and the *reality that all enterprises operate in an increasingly vulnerable and connected infrastructure*). For example, over 90% of the Fortune 500 companies have created an insurance company subsidiary designed to help them manage their risks internally (a captive insurer). This allows for some degree of managerial control and risk transfer to protect the firm. Companies need increasingly active risk management expertise to survive.

### Who Should Consider The Risk Management Minor?

The Risk Management Minor is designed for both business and non-business majors who expect to someday work in a management position, including entrepreneurs. Examples include all Business majors who plan to pursue an entry-level job in supply chain, finance, manufacturing, insurance, management information systems, marketing or other business functions. Non-business majors can be students in liberal arts, economics, actuarial science, petroleum engineering, retailing, communications, health care, or students from any other discipline who want to understand the impact of risk and the management of risk for their future employer.

### Risk Management Minor Application and Coursework Requirements

The Risk Management Minor is both structured and flexible to allow the student to pursue interests in discipline-specific risks as well as general risks that any enterprise might face.

Admission to the minor requires upper-division standing and is based on a student's overall academic record, including but not limited to, number of hours completed, rigor of courses taken in residence, and the overall University grade point average.

To fulfill the Risk Management Minor, students must complete 18 semester hours of coursework as described below; 12 hours are business coursework: six hours of risk management, three hours of accounting and three hours of finance. An additional six elective hours relevant to risk management are selected by the student, with a maximum of three hours allowed from the McCombs School of Business. Students admitted to the Risk Management Minor must contact their home college to have the approved minor added to their degree profile,

otherwise they cannot receive transcript recognition upon completion of the requirements.

At least half of the coursework (nine hours) must be completed in residence at The University of Texas at Austin. All coursework must be taken on the letter-grade basis and completed in conjunction with the student's major requirements at the time of graduation. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met. Registration in courses does not require admission to the Risk Management Minor.

The Risk Management Minor requirements are:

Requirements		Hours
<b>Risk Management Requirement 1</b>		<b>3</b>
R M 357E	Introduction to Risk Management	
or URB 321R	Introduction to Risk Management	
<b>Risk Management Requirement 2</b>		<b>3</b>
R M 377	Property-Liability Risk Management and Planning <sup>1</sup>	
or R M 369K	Managing Employee Risks and Benefits	
<b>Accounting Requirement</b>		<b>3</b>
One of the following:		
ACC 310F	Foundations of Accounting (for non-business students)	
ACC 311	Fundamentals of Financial Accounting (for business students)	
ACC 311H	Fundamentals of Financial Accounting: Honors (for BHP majors)	
<b>Finance Requirement</b>		<b>3</b>
One of the following:		
FIN 320F	Foundations of Finance (for non-business students)	
FIN 357	Business Finance (for business students)	
FIN 357H	Business Finance: Honors (for BHP majors)	
<b>Elective Courses</b>		<b>6</b>
Two of the following courses: (Please note that no more than one can be a course offered by the McCombs School of Business) <sup>2</sup>		
R M 377	Property-Liability Risk Management and Planning <sup>3</sup>	
or R M 369K	Managing Employee Risks and Benefits	
ACF 329	Theory of Interest	
or M 329F	Theory of Interest	
Any three hours lower- or upper-division Actuarial Foundations (ACF)		
CMS 354	Conflict Resolution <sup>4</sup>	
CMS 371K	Practicum in Conflict Mediation <sup>4</sup>	
Any three hours lower- or upper-division Economics (ECO)		
FIN 377	Advanced Topics in Investment Analysis (Topic 2: Financial Risk Management)	
Any three hours upper-division Legal Environment of Business (LEB)		

M 339D	Introduction to Financial Mathematics for Actuaries
M 339J	Probability Models with Actuarial Applications
M 339U	Actuarial Contingent Payments I
M 339V	Actuarial Contingent Payments II
M 349P	Actuarial Statistical Estimates
MKT 372T	Topics in Marketing (Topic 27: Reputational Risk and Crisis Management)

Please Note:

Other courses may be considered for substitution, as approved by the Risk Management Minor. Courses dealing with conflict resolution, health management, health infrastructure, public policy, governmental regulation, risk management, or security are likely candidates.

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

1. Risk Management 377 and Risk Management 369K are offered in alternating Fall semesters
2. Risk Management Minor students must be able to enroll in an elective through their majors and have the required prerequisites - the Risk Management Minor Program cannot grant or request exceptions to restricted courses, or to prerequisites for elective courses.
3. Whichever was not used to fulfill the minor requirement above
4. Can be taken second summer only as open enrollment is only available then – web-based course
5. If student can access via open enrollment as majors have preference

**Total Hours** **18**

Please contact the Risk Management program or Dr. Patrick L. Brockett, Director of the Risk Management Minor Program, for additional questions and further information.

## Wealth Management Minor

The Wealth Management Minor will equip students with the perspectives, conceptual knowledge, and analytical skills necessary to participate successfully in myriad aspects of the wealth management industry, including offering financial planning services to individual and institutional investors. The minor is open to undergraduate students in the Business School and Economics majors who are pursuing the Business Economics Options Program (BEOP). The minor is also designed to help students prepare for participation in the Certified Financial Planner (CFP) certification program.

Admission to the minor is restricted to students who have declared a business major and economics majors who are pursuing the Business Economics Options Program (BEOP). Admission is based on students' overall academic record, including but not limited to hours and rigor of courses taken in residence, demonstrated interest, and University grade point average.

To fulfill the Wealth Management Minor, students must complete 18 semester hours of coursework as described below. Students admitted to the Wealth Management Minor must contact their academic advisor to have the approved minor added to their degree profile, otherwise

they cannot receive transcript recognition upon completion of the requirements.

At least half of the required minor coursework must be completed in residence at The University of Texas at Austin. All coursework must be taken on the letter-grade basis and completed in conjunction with the students' major requirements at the time of graduation. The University requires at least nine hours of the minor to be coursework **not** used to satisfy requirements of the student's major.

Registration for any of these courses will require that existing prerequisite course requirements are adequately met.

The Wealth Management Minor requirements are:

Requirements		Hours
<b>Required Courses</b>		
ACC 364	Fundamentals of Taxation	3
or ACC 355	Introduction to Taxation	
One of the following:		3
ACC 372T	Topics in Accounting (Topic 11: Financial Planning for Wealth Management)	
FIN 372T	Topics in Finance (Topic 11: Financial Planning for Wealth Management)	
FIN 367	Investment Management	3
<b>Elective Courses</b>		
Nine semester hours selected from the following: <sup>1</sup>		9
CMS 332K	Theories of Persuasion	
FIN 371M	Money and Capital Markets	
FIN 377	Advanced Topics in Investment Analysis (Topic 1: Portfolio Analysis and Management)	
LEB 372T	Topics in the Legal Environment of Business (Topic 6: Intergenerational Wealth Transfers)	
MKT 372T	Topics in Marketing (Topic 11: Brand Management)	
or		
MKT 372T	Topics in Marketing (Topic 7: Consumer Behavior in a Digital World)	
or		
MKT 372T	Topics in Marketing (Topic 21: Strategic Product Management)	
R M 377	Property-Liability Risk Management and Planning	

Please Note:

Other courses may be considered for substitution, as approved by the Wealth Management Minor Committee.

All classes must be taken on the letter-grade basis. The student must earn a combined grade point average of at least 2.00 in these courses.

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1. The nine elective hours must be different from courses taken for the students' major; these nine hours cannot simultaneously satisfy any degree requirements except free electives only. Students should carefully choose electives from a field of study different than their major, and should consult their academic advisor.

**Total Hours** **18**

## Certificates

### Certificates for Business

Certificate programs in the McCombs School are designed to allow undergraduate students to develop an area of expertise in addition to their major program. The required number of hours to earn any certificate may vary but may not be fewer than 18 and may not exceed 24. Undergraduate who complete transcript-recognized certificate requirements in conjunction with their degree requirements or within one year after earning the degree, receive recognition on the University transcript. At least half of the coursework may be taken after the student has earned the undergraduate degree.

A student may not earn any transcript-recognized certificates in the same field as their major, and at least one certificate course must be outside the requirements of the major. However, certificate courses outside the major may be counted towards other degree requirements.

Students admitted to transcript-recognized certificates must contact their academic advisors to have approved certificates added to their degree audit profiles. This allows progress toward the credential to be tracked and ensures that certificates are added to the official transcripts upon graduation, if all requirements are met.

To see a full list of certificates offered at the University, please see [The University](#) section of the *Undergraduate Catalog*.

### The Elements of Business Certificate

The Elements of Business Certificate requirements are:

Requirements	Hours
Eighteen semester hours selected from the following:	18
ACC 310F Foundations of Accounting	
MIS 302F Foundations of Information Technology Management <sup>1</sup>	
B A 320F Foundations of Entrepreneurship	
FIN 320F Foundations of Finance	
FIN 322F Foundations of Personal Finance	
I B 320F Foundations of International Business	
LEB 320F Foundations of Business Law and Ethics	
MAN 320F Foundations of Management and Organizational Behavior	
MKT 320F Foundations of Marketing	
O M 320F Foundations of Operations and Supply Chain Management	

Please Note:

Students can pursue either the Business Foundations Minor or the Elements of Business Certificate, but not both.

Other courses may be considered for substitution, as approved by the Business Minors and Certificate Committee.

No more than nine of the required 18 hours may be taken on an approved study abroad program. A list of approved programs is available in the University Study Abroad Office. LEB 320F cannot be taken abroad.

The student must satisfy the courses used to fulfill certificate requirements on the letter-grade basis, except for credit by exam. The student must earn a combined grade point average of at least 2.00 in these courses.

1. For a full list of pre-approved equivalents, please see the Business Minors and Certificate website.

**Total Hours** **18**