



**George Dean Johnson, Jr.**  
**College of Business & Economics**

## **Accreditation**

Business programs are accredited by AACSB International—The Association to Advance Collegiate Schools of Business (600 Emerson Road, Suite 300, St. Louis, Mo. 63141-6762; Telephone 314-872-8481).

## **Vision**

The vision of the Johnson College of Business and Economics (JCBE) is to become the school-of-first-choice for an excellent baccalaureate business administration education for students of the Upstate of South Carolina.

## **Mission**

USC Upstate's Johnson College of Business and Economics provides and delivers excellent undergraduate business education to a diverse student population. In support of this mission,

- Our educational programs prepare graduates to enter and succeed in a variety of business careers in an expanding global environment through a focus on current and ethical business practices.
- Our faculty is engaged in intellectual pursuits that focus primarily on applied scholarship and teaching excellence.
- Our community and service activities are developed in partnership with business and professional constituencies to enhance the quality of life and economic well being in the upstate metropolitan region.
- As a school, we hold our faculty, staff and students accountable for practicing a high degree of personal and professional excellence, integrity and civility.

## **Program Goals**

The goals of the JCBE for the accomplishment of the mission are to:

- Provide an excellent education to a diverse student body
- Implement the curriculum with a high quality faculty

## **Degree Programs**

The Johnson College of Business and Economics offers programs leading to the degree of Bachelor of Science in Business Administration. Minors in business administration and economics are also offered. In addition to the Spartanburg downtown campus on East St. John Street, courses are also offered at the Greenville campus. Students are invited to visit the Johnson College of Business and Economics to explore career opportunities.

All Johnson College students are required to take the specified general education courses. All students then take a common business and economics core sequence, spanning the full range of business functions. Finally students select a concentration.

Students should begin with the recommended curriculum as early as possible. This sequence includes a combination of business, economics and general education courses suggested for each semester in which the student is enrolled. It is imperative that students begin their mathematics/statistics sequence in the first semester of their freshman year and continue this sequence each semester to make adequate progress in any of the business concentrations. Students in business administration and economics are advised by the faculty from the Johnson College of Business and Economics.

Students not pursuing a Business degree may earn a maximum of 29 semester hours in Business courses, excluding SECO 221, 222, 291, and 292, providing they meet the course prerequisites and have earned 54 credit hours before enrolling in 300-level and above courses.

Students pursuing a Bachelor of Science degree in Business may also pursue any university approved minor except the economics minor and the business administration minor. See catalog section concerning minors. Usually, completing the degree with a minor will require more than the minimum 120 credit hours to graduate.

## **Admission to the Professional Program (Upper Division)**

Students seeking a degree in business must be admitted to the Professional Program (upper division) before enrolling in 300-level or above business administration (SBAD) and economics (SECO) courses.

## **Application Process**

The professional program application form may be obtained from the Johnson College of Business and Economics (JCBE) Office of Student Services or on the Upstate Web site. The application must be filed with the JCBE Office of Student Services no earlier than the term in which students anticipate completing 54 credit hours.

## **Application Deadlines**

Students must be accepted into the professional program before they are eligible to register for upper level (300 and above) business and economics courses.

## **Admission Requirements**

Admission of applicants is based on individual consideration. Each applicant must fulfill the following requirements:

- Successful completion of 54 credit hours
- Cumulative GPA of at least 2.0
- Completion with a C or better: SEGL 101, SEGL 102, SSPH 201, and SMTH 122
- Successful completion of SBAD 225 and SECO 221 or 222

## **Conditional Approval**

Students are conditionally approved for professional program admission during the semester of application to facilitate registration for the following semester. If the student's final academic performance for the semester does not meet the admission requirements, it is the student's responsibility to make the necessary schedule adjustments.

## **Transfer Students and Conditional Approval**

Transfer students who have met the 54-credit hour and GPA requirements at time of admission may be granted conditional admission for one semester in order to complete the specific course requirements.

## **Graduation Requirements**

In addition to meeting the curriculum requirements for a degree in business administration, graduation requires a minimum cumulative GPA of 2.0 and a minimum grade of C (S in SBAD 499) on all upper division Business courses. (A grade of D or higher is acceptable for meeting a course prerequisite requirement unless otherwise specified in the catalog course description.) The highest grade earned on any course in business and economics is applied toward the degree. At least 50 percent of the business and economics credit hours applied toward graduation must be awarded by USC Upstate.

# Bachelor of Science in Business Administration

## Student Worksheet

The Johnson College of Business and Economics is accredited by AACSB International. The Bachelor of Science in Business Administration offers concentrations in Accounting, Economics/Finance, General Business Administration, Management, and Marketing.

<p><b>General Education Courses</b></p> <p><b>I. Communication</b> <span style="float: right;"><b>9</b></span></p> <p>_____ SEGL 101 and SEGL 102 <span style="float: right;">6</span></p> <p>_____ SSPH 201 <span style="float: right;">3</span></p> <p><b>II. Mathematics</b> <span style="float: right;"><b>6-7</b></span></p> <p>_____ SMTH 122 or SMTH 141</p> <p><i>*Students not placing into SMTH 122 or 141 must complete the prerequisites before taking the required math class. The college level prerequisite(s) will count as free elective(s).</i></p> <p>_____ SECO 291</p> <p><b>III. Information Technology</b> <span style="float: right;"><b>3</b></span></p> <p>_____ SCSC 138</p> <p><b>IV. Natural Science</b> <span style="float: right;"><b>7-8</b></span></p> <p><i>Two courses from the following (at least one with the associated lab)</i></p> <p>_____ SAST 111/L; SBIO 110/L, 206, 240, 270; SCHM 101/L, 105, 106, 107/L, 109/L; SGEG 201/L, 202; SGEL 101/L, 102/L, 103/L, 120, 121, 123/L, 131, 241; SPSH 101/L, 201/L, 202/L</p> <p><b>V. Arts and Humanities</b> <span style="float: right;"><b>6</b></span></p> <p><i>One fine arts course:</i></p> <p>_____ SAAS 204; SATH 101, 105, 106; SMUS 110, 140; STHE 161, 170</p> <p><i>One course from the following representing a different discipline from the above fine arts course.</i></p> <p>_____ SAAS 204; SAMS 101, 102; SATH 101, 105, 106; SEGL 250, 252, 275, 279, 280, 283, 289, 290, 291; SFLM 240; SMUS 110, 140; SPHL 102, 211; SREL 103; STHE 161, 170</p> <p><b>VI. Foreign Language and Culture</b> <span style="float: right;"><b>3</b></span></p> <p><i>Foreign Language minimum 102 level</i></p> <p>_____ SCHI 102; SFRN 102; SGRM 102; SSPN 102</p> <p>Students not placing in the 102 level of a foreign language must complete the prerequisite (101). This prerequisite will count as a free elective. Students who place into the 201 or higher level of a foreign language are exempt from the foreign language/culture general education requirement but will have additional hours in electives.</p>	<p><b>VII. History</b> <span style="float: right;"><b>3</b></span></p> <p>_____ SHST 101 or 102</p> <p><b>VIII. Social and Behavioral Sciences</b> <span style="float: right;"><b>6</b></span></p> <p>_____ SECO 221</p> <p><i>One course selected from the following</i></p> <p>_____ SAAS 201; SANT 102; SGEG 101, 103; SGIS 101, SPSY 101; SSOC 101; SWST 101</p> <p style="text-align: center;"><b>Major Course Requirements</b></p> <p><b>Business Core (required in all concentrations)</b></p> <p>_____ SBAD 225: Financial Accounting <span style="float: right;">3</span></p> <p>_____ SBAD 226: Managerial Accounting <span style="float: right;">3</span></p> <p>_____ SBAD 290: Intro to Business Info Systems <span style="float: right;">3</span></p> <p>_____ SBAD 347: Legal Environment of Business <span style="float: right;">3</span></p> <p>_____ SBAD 350: Principles of Marketing <span style="float: right;">3</span></p> <p>_____ SBAD 363: Business Finance <span style="float: right;">3</span></p> <p>_____ SBAD 371: Principles of Organizational Mgmt. <span style="float: right;">3</span></p> <p>_____ SBAD 372: Operations Management <span style="float: right;">3</span></p> <p>_____ SBAD 478: Senior Seminar: Business Strategy <span style="float: right;">3</span></p> <p>_____ SECO 222: Principles of Microeconomics <span style="float: right;">3</span></p> <p>_____ SECO 292: Statistical Inference <span style="float: right;">3</span></p> <p>_____ course in international business as defined by the concentration: <span style="float: right;">3</span></p> <p style="padding-left: 20px;">Accounting: SECO 303 or SBAD 461;</p> <p style="padding-left: 20px;">Economics/Finance: SECO 303;</p> <p style="padding-left: 20px;">General Business: SECO 303, SBAD 452, SBAD 461 or SBAD 378;</p> <p style="padding-left: 20px;">Management: SBAD 378 or SECO 303;</p> <p style="padding-left: 20px;">Marketing: SECO 303, SBAD 452, SBAD 461 or SBAD 378</p> <p><b>Concentration Areas</b></p> <p style="padding-left: 20px;"><i>Accounting<sup>1</sup></i></p> <p>_____ <input type="checkbox"/> SBAD 331: Intermediate Accounting I <span style="float: right;">3</span></p> <p>_____ <input type="checkbox"/> SBAD 332: Intermediate Accounting II <span style="float: right;">3</span></p> <p>_____ <input type="checkbox"/> SBAD 333: Accounting for Decision-making 3 and Control <span style="float: right;">3</span></p> <p>_____ <input type="checkbox"/> SBAD 335: Individual Tax Planning <span style="float: right;">3</span></p> <p>_____ <input type="checkbox"/> SBAD 433: Accounting Controls Systems <span style="float: right;">3</span></p> <p>_____ <input type="checkbox"/> SBAD 435: Auditing <span style="float: right;">3</span></p> <p style="text-align: right;"><i>(Continued on next page)</i></p>
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- one of the following four courses: 3
  - SBAD 336: Governmental & Not-for-profit Accounting
  - SBAD 348: Issues in Commercial Law
  - SBAD 432: Advanced Federal Taxation
  - SBAD 437: Advanced Accounting

*Economics/Finance*

- SECO 301: Money and Banking 3
- SECO 322: Intermediate Macro Theory 3
- SECO 326: Managerial Economics 3
- SBAD 333: Accounting for Decision-making and Control 3
- two of the following: 6
  - SECO 311: Issues in Economics
  - SECO 499: Topics in Economics
  - SBAD 364: Financial Institutions and Markets
  - SBAD 365: Principles of Investments
  - SBAD 390: Strategic Mgmt. of Info Systems
  - SBAD 461: International Business Finance

*General Business Administration*

- SBAD 333: Accounting for Decision-making and Control 3
- SBAD 351: Consumer Behavior 3
- SBAD 374: Mgmt. of Human Resources 3
- SECO 326: Managerial Economics 3
- SBAD 398: Topics in Metro Bus. Studies 3
- one of the following: 3
  - SBAD 335: Individual Tax Planning
  - SBAD 365: Principles of Investment
  - SBAD 390: Strategic Mgmt. of Info Systems
  - SBAD 457: Marketing Research
  - SBAD 471: New Business Enterprise
  - SBAD 499: Business Internship

*Management*

- SBAD 374: Mgmt. of Human Resources 3
- SBAD 377: Advanced Organizational Behavior 3
- SBAD 390: Strategic Mgmt. of Info Systems 3
- SBAD 471: New Business Enterprise 3
- SBAD 475: Advanced Operations Mgmt. 3
- one of the following: 3
  - SBAD 333: Accounting for Decision-making and Control
  - SECO 326: Managerial Economics
- one of the following, if not taken to fulfill above requirements: 3
  - SBAD 333: Accounting for Decision-making and Control
  - SBAD 378: International Business Enterprise
  - SBAD 398: Topics in Metro. Business Studies
  - SBAD 452: International Marketing
  - SBAD 461: International Business Finance

- SBAD 476: Process Improvement
- SBAD 499: Business Internship
- SECO 303: International Economics
- SECO 326: Managerial Economics

*Marketing*

- SBAD 351: Consumer Behavior 3
- SBAD 352: Marketing Communications 3
- SBAD 457: Marketing Research 3
- SBAD 458: Marketing Management 3
- Three of the following: 9
  - SBAD 377: Adv. Organizational Behavior
  - SBAD 390: Strategic Management of Information Systems
  - SBAD 353: Marketing Channels
  - SBAD 455: Topics in Marketing
  - SBAD 456: Business Marketing
  - SBAD 459: Personal Selling & Sales Mgmt.
  - SBAD 471: New Business Enterprise
  - SBAD 499: Business Internship

**Electives**

18-23

**Total Hours Required**

**120**

<sup>1</sup>To be eligible to take the CPA exam in South Carolina, a person must have 120 semester credit hours, including 24 hours of accounting and 24 hours of other business courses. To qualify for the CPA license in South Carolina, a person must have 150 semester credit hours with a baccalaureate or higher degree with 36 hours in accounting (with at least 24 hours at the junior level or above) and 36 hours of other business courses. Please see an accounting advisor concerning additional requirements.

<sup>2</sup>Students planning to take the Certified Public Accountant examination should take SBAD 437 Advanced Accounting in addition to the accounting concentration courses.

## Minor in Economics<sup>1</sup> Student Worksheet

### Required Courses<sup>1</sup>

_____ SECO 221: Principles of Macroeconomics <sup>2</sup>	3	Six additional credit hours to be selected from Economics 301, 303, 311, or 499	6
_____ SECO 222: Principles of Microeconomics <sup>2</sup>	3	_____	
_____ SECO 322: Intermediate Macroeconomic Theory	3	_____	
_____ SECO 326: Managerial Economics	3	_____	
<b>_____ Total Hours Required</b>			<b>18</b>

<sup>1</sup>Minimum grade of C in all courses

<sup>2</sup>6 hours may be used to satisfy general education credit

## Minor in Business Administration Student Worksheet

### Required Courses<sup>1,2,3</sup>

_____ SBAD 225: Financial Accounting	3	Two additional courses to be selected from 300-level SBAD or SECO courses	6
_____ SBAD 221: Principles of Macroeconomics or SECO 222: Principles of Microeconomics	3	Recommended courses: SBAD 347, 351, 369, 374, and 390	
_____ SBAD 350: Principles of Marketing	3	_____	
_____ SBAD 371: Principles of Organizational Management	3	_____	
<b>_____ Total Hours Required</b>			<b>18</b>

<sup>1</sup>Up to 6 hours of General Education (<300 level) may be used to satisfy requirements of a minor.

<sup>2</sup>Minimum grade of C in all coursework.

<sup>3</sup>A minimum of 12 hours of upper division coursework is required.

## Bachelor of Science in Business Administration Recommended Curriculum Schedule

### Freshman Year—Fall

English 101  
Mathematics 121 or 122  
Computer Science 138  
Foreign Language  
History 101 or 102

### Sophomore Year—Spring

Arts and Humanities  
Economics 222  
Economics 292  
Business 226  
Free elective

### Senior Year—Fall

Free elective  
Free elective  
Business international course  
Business concentration course  
Business concentration course

### Freshman Year—Spring

English 102  
Mathematics 122 or elective  
Natural Science  
Foreign Language or free elective  
Fine Arts

### Junior Year—Fall

Natural Science  
Business 350  
Business 371  
Business concentration course  
Free elective

### Senior Year—Spring

Business 478  
Free elective  
Free elective  
Business concentration course  
Business concentration course

### Sophomore Year—Fall

Speech 201  
Economics 221  
Economics 291  
Business 225  
Business 290

### Junior Year—Spring

Social Science elective  
Business 347  
Business 363  
Business 372  
Business concentration course

# Bachelor of Arts

## Major in Nonprofit Administration

### Student Worksheet

The Bachelor of Arts in Nonprofit Administration prepares graduates for careers in management and administrative positions within a wide variety of nonprofit organizations such as social services, youth activities, health, the environment, and the arts. The major combines an academic focus with an experiential learning approach, giving students an advantage in competing for positions in the “Third Sector”—a term that distinguishes nonprofit from the business and government sectors. The Bachelor of Arts in Nonprofit Administration is a multidisciplinary degree which builds upon a strong general education foundation and a core of nonprofit courses. It draws upon disciplines such as business, sociology, psychology, government and communications to give students a well-rounded education.

Basic leadership and management principles are stressed in the major courses, including strategic planning, board and committee development, nonprofit financial administration, assessment, marketing, volunteer recruitment and coordination, grant writing, special event planning, and risk management. In addition to actual supervised work experiences in a nonprofit organization, students receive a solid grounding in the history and philosophy of philanthropy and the nonprofit sector in the United States.

USC Upstate is affiliated with American Humanics (AH), a national alliance of colleges, universities and nonprofit organizations dedicated to preparing undergraduates for careers in nonprofit leadership. The Bachelor of Arts in Nonprofit Administration includes the competencies required by AH for national certification. Other certification requirements include active participation in the American Humanics Student Association and attendance at one AH Management Institute.

#### General Education Courses

##### I. Communication 9

\_\_\_\_\_ SEGL 101 and SEGL 102

\_\_\_\_\_ SSPH 201

##### II. Mathematics 6-7

*One math course:*

\_\_\_\_\_ SMTH 120, 121, 122, 126, 127  
141, 142

*One course from math, logic or statistics:*

\_\_\_\_\_ SMTH 102; SPSY 225; SSOC 201

##### III. Information Technology 3

\_\_\_\_\_ SCSC 138, 150; SIMS 101

##### IV. Natural Science 7-8

*Two courses from the following:*

*(at least one with the associated lab)*

\_\_\_\_\_ SAST 111/L; SBIO 101/L, 102/L,  
110/L, 206, 240, 242/L, 270; SCHM  
101/L, 105, 106, 107, 109/L, 111/L,  
112/L; SGEG 201, 202; SGEL 101/L,  
102/L, 103/L, 120, 121, 123/L, 131, 241;  
SPHS 101/L, 201/L, 202/L, 211/L,  
  
212/L

##### V. Arts and Humanities 3

*One fine arts course:*

\_\_\_\_\_ SAAS 204; SATH 101, 105, 106;  
\_\_\_\_\_ SMUS 110, 140; STHE 161, 170

*One course from the following:* 3

*(no more than 3 credit hours from a specific discipline)*

\_\_\_\_\_ SAAS 204; SAMS 101, 102; SATH 101, 105,  
106; SEGL 250, 252, 275, 279, 280, 283, 289,  
290, 291; SFLM 240; SMUS 110, 140; SPHL  
102, 211; SREL 103; STHE 161, 170

##### VI. Foreign Language and Culture

*Foreign Language minimum 102 level*

\_\_\_\_\_ SCHI 102; SFRN 102; SGRM 102;  
SSPN 102

Placement in a 201 or higher level language course (Students placing into 201 or higher level of a language have satisfied this requirement but will have additional hours in electives, if hours are required in the major).

##### VII. History 3

\_\_\_\_\_ SHST 101, 102, 105, or 106

##### VIII. Social and Behavioral Sciences 6

\_\_\_\_\_ SGIS 101  
\_\_\_\_\_ SSOC 101

*(Continued on next page)*

<b>Major Requirements<sup>1</sup></b>	
_____	SNPA 301: The nonprofit sector in the U.S. 3
_____	SNPA 302: Nonprofit Admin. 3
_____	SNPA 303: Nonprofit Financial Administration 3
_____	SNPA 304: Fund Raising for Nonprofit Organizations 3
_____	SNPA 499: Nonprofit Internship 3
_____	SBAD 350 or SBAD 371 3
_____	SBAD 374: Management of Human Resources 3
_____	SPSY 302, 303, 304, 305, 307, 308, 309, 310, 311, 330, 350, 351, 442 or 460 3
_____	SSPH 301, 310, 315, 333, 448, or 450 3
_____	SSOC 311, 320, 321, 323, 325, 333, 335, 337, or 341 3
_____	SNPA 495: Senior Seminar 3

<b>Minor<sup>1</sup></b>		18-21
(Courses selected in conjunction with advisor)		
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

<b>Supporting Courses</b>	
_____	SPSY 101 Intro to Psychology 3
_____	SBAD 225 Financial Accounting 3
_____	SEGL 245 Professional Writing 3
_____	SAMS 101, 102; SHST 110, 302, 306, 311 or 321 3
_____	SEGL 371 Grant Writing 3

<b>Electives</b>		<b>7-17</b>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

**Nonprofit majors may select a cognate (12 hours) or a minor (18-21 hours)<sup>2</sup>**

_____	<b>Cognate<sup>1</sup></b>	12
(Courses selected in conjunction with advisor)		
_____	_____	_____
_____	_____	_____
_____	_____	_____

_____	<b>Total Hours Required</b>	<b>120</b>
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<sup>1</sup>Minimum grade of C required

<sup>2</sup>No business courses may be taken as part of the minor or the cognate.

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## Minor in Nonprofit Administration Student Worksheet

<b>Minor Requirements<sup>1</sup></b>		
_____	SSOC 101-Introduction to Sociology 3	
_____	SNPA 301-The Nonprofit Sector in the United States 3	
_____	SNPA 302-Introduction to Nonprofit Administration 3	
_____	SNPA 303-Nonprofit Financial Administration 3	
_____	SNPA 304-Fundraising for Nonprofit Organizations or SEGL 371 Grant Writing 3	
_____	SNPA 499-Internship in Nonprofit Administration 3	
_____	<b>Total Hours Required</b>	<b>18</b>

<sup>1</sup>Up to 3 hours of General Education (less than 300-level) may be used to satisfy requirements of a minor. Minimum grade of C is required for all coursework.