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).

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.

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.

General Education Courses

I. Communication 9
   ______ SEGL 101 and SEGL 102 6
   ______ SSPH 201 3

II. Mathematics 6-7
   ______ SMTH 122 or SMTH 141
*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).
   ______ SECO 291

III. Information Technology 3
   ______ SCSC 138

IV. Natural Science 7-8
Two courses from the following (at least one with the associated lab)
   ______ SAST 111/L; SBIO 110/L, 206, 240, 270; SCHM 101/L, 105, 106, 107/L, 109/L; SSEG 201/L, 202; SHEL 101/L, 102/L, 103/L, 120, 121, 123/L, 131, 241; SPHS 101/L, 201/L, 202/L

V. Arts and Humanities 6
One fine arts course:
   ______ SAAS 204; SATH 101, 105, 106; SMUS 110, 140; STHE 161, 170
One course from the following representing a different discipline from the above fine arts course.
   ______ 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 3
Foreign Language minimum 102 level
   ______ SCHI 102; SFRN 102; SGRM 102; SSPN 102
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.
   ______

VII. History 3
   ______ SHST 101 or 102

VIII. Social and Behavioral Sciences 6
   ______ SECO 221
One course selected from the following
   ______ SAAS 201; SANT 102; SSEG 101, 103; SGIS 101, SPSY 101; SSOC 101; SWST 101

Major Course Requirements

Business Core (required in all concentrations)
   ______ SBAD 225: Financial Accounting 3
   ______ SBAD 226: Managerial Accounting 3
   ______ SBAD 290: Intro to Business Info Systems 3
   ______ SBAD 347: Legal Environment of Business 3
   ______ SBAD 350: Principles of Marketing 3
   ______ SBAD 363: Business Finance 3
   ______ SBAD 371: Principles of Organizational Mgmt. 3
   ______ SBAD 372: Operations Management 3
   ______ SBAD 478: Senior Seminar: Business Strategy 3
   ______ SECO 222: Principles of Microeconomics 3
   ______ SECO 292: Statistical Inference 3
   ______ course in international business as defined by the concentration:
   Accounting: SECO 303 or SBAD 461;
   Economics/Finance: SECO 303;
   General Business: SECO 303, SBAD 452, SBAD 461 or SBAD 378;
   Management: SBAD 378 or SECO 303;
   Marketing: SECO 303, SBAD 452, SBAD 461 or SBAD 378

Concentration Areas

Accounting
   ______ SBAD 331: Intermediate Accounting I 3
   ______ SBAD 332: Intermediate Accounting II 3
   ______ SBAD 333: Accounting for Decision-making and Control 3
   ______ SBAD 335: Individual Tax Planning 3
   ______ SBAD 433: Accounting Controls Systems 3
   ______ SBAD 435: Auditing 3
(Continued on next page)
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.

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

- **Economics/Finance**
  - SBAD 336: Governmental & Not-for-profit Accounting
  - SBAD 348: Issues in Commercial Law
  - SBAD 432: Advanced Federal Taxation
  - SBAD 437: Advanced Accounting

- **General Business Administration**
  - SBAD 333: Accounting for Decision-making and Control
  - SBAD 351: Consumer Behavior
  - SBAD 374: Mgmt. of Human Resources
  - SECO 326: Managerial Economics
  - SBAD 398: Topics in Metro Bus. Studies

- **Management**
  - SBAD 374: Mgmt. of Human Resources
  - SBAD 377: Advanced Organizational Behavior
  - SBAD 390: Strategic Mgmt. of Info Systems
  - SBAD 471: New Business Enterprise
  - SBAD 475: Advanced Operations Mgmt.

- **Electives**
  - 18-23

- **Total Hours Required**
  - 120

1. 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.

2. 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

**Student Worksheet**

**Required Courses**

- SECO 221: Principles of Macroeconomics
- SECO 222: Principles of Microeconomics
- SECO 322: Intermediate Macroeconomic Theory
- SECO 326: Managerial Economics

Minimum grade of C in all courses

6 hours may be used to satisfy general education credit

Six additional credit hours to be selected from Economics 301, 303, 311, or 499

---

Total Hours Required: 18

---

## Minor in Business Administration

**Student Worksheet**

**Required Courses**

- SBAD 225: Financial Accounting
- SBAD 221: Principles of Macroeconomics or SECO 222: Principles of Microeconomics
- SBAD 350: Principles of Marketing
- SBAD 371: Principles of Organizational Management

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

Minimum grade of C in all coursework.

A minimum of 12 hours of upper division coursework is required.

Two additional courses to be selected from 300-level SBAD or SECO courses

Recommended courses: SBAD 347, 351, 369, 374, and 390

---

Total Hours Required: 18

---

## 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

### Freshman Year—Spring
- English 102
- Mathematics 122 or elective
- Natural Science
- Foreign Language or free elective
- Fine Arts

### Sophomore Year—Fall
- Speech 201
- Economics 221
- Economics 291
- Business 225
- Business 290

### Sophomore Year—Spring
- Arts and Humanities
- Economics 222
- Economics 292
- Business 226
- Free elective

### Junior Year—Fall
- Natural Science
- Business 350
- Business 371
- Business concentration course
- Free elective

### Junior Year—Spring
- Social Science elective
- Business 347
- Business 363
- Business 372
- Business concentration course

### Senior Year—Fall
- Free elective
- Business international course
- Business concentration course

### Senior Year—Spring
- Business 478
- Free elective
- Free elective
- Business concentration course
- Business concentration course
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

- SEGL 101 and SEGL 102
- SSPH 201

II. Mathematics

- SMTH 120, 121, 122, 126, 127
- SMTH 141, 142

III. Information Technology

- SCSC 138, 150; SIMS 101

IV. Natural Science

- 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; SGEF 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

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

VI. Foreign Language and Culture

- SHST 101, 102, 105, or 106

VII. History

- SHST 101, 102, 105, or 106

VIII. Social and Behavioral Sciences

- SGIS 101
- SSOC 101

(Continued on next page)
### Major Requirements

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

Nonprofit majors may select a cognate (12 hours) or a minor (18-21 hours)

### Cognate

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
</table>

(Courses selected in conjunction with advisor)

### Minor

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPSY 101</td>
<td>Intro to Psychology</td>
<td>3</td>
</tr>
<tr>
<td>SBAD 225</td>
<td>Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>SEGL 245</td>
<td>Professional Writing</td>
<td>3</td>
</tr>
<tr>
<td>SAMS 101, 102; SHST 110, 302, 306, 311 or 321</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>SEGL 371</td>
<td>Grant Writing</td>
<td>3</td>
</tr>
</tbody>
</table>

### Electives

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
</table>

(7-17 hours)

### Total Hours Required

120

---

### Supporting Courses

- 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

### Total Hours Required

18

---

### Minor in Nonprofit Administration

**Student Worksheet**

### Minor Requirements

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>SSOC 101</td>
<td>Introduction to Sociology</td>
<td>3</td>
</tr>
<tr>
<td>SNPA 301</td>
<td>The Nonprofit Sector in the United States</td>
<td>3</td>
</tr>
<tr>
<td>SNPA 302</td>
<td>Introduction to Nonprofit Administration</td>
<td>3</td>
</tr>
<tr>
<td>SNPA 303</td>
<td>Nonprofit Financial Administration</td>
<td>3</td>
</tr>
<tr>
<td>SNPA 304</td>
<td>Fundraising for Nonprofit Organizations or SEGL 371 Grant Writing</td>
<td>3</td>
</tr>
<tr>
<td>SNPA 499</td>
<td>Internship in Nonprofit Administration</td>
<td>3</td>
</tr>
</tbody>
</table>

### Total Hours Required

18

---

1Minimum grade of C required

2No business courses may be taken as part of the minor or the cognate.

---

1Up 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.