



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. Students pursuing a concentration in nonprofit leadership may not pursue a nonprofit leadership 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, Marketing, and Nonprofit Leadership.

<p>General Education Courses</p> <p>I. Communication 9</p> <p>_____ SEGL 101 and SEGL 102 6</p> <p>_____ SSPH 201 3</p> <p>II. Mathematics 6-7</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>III. Information Technology 3</p> <p>_____ SCSC 138</p> <p>IV. Natural Science 7-8</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, 106, 106L, 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>V. Arts and Humanities 6</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>VI. Foreign Language and Culture 3</p> <p><i>Foreign Language minimum 102 level</i></p> <p>_____ SCHI 102; SFRN 102; SGRM 102; SSPN 102</p> <p><small>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.</small></p>	<p>VII. History 3</p> <p>_____ SHST 101 or 102</p> <p>VIII. Social and Behavioral Sciences 6</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>Major Course Requirements</p> <p>Business Core (required in all concentrations)</p> <p>_____ SBAD 225: Financial Accounting 3</p> <p>_____ SBAD 226: Managerial Accounting 3</p> <p>_____ SBAD 290: Intro to Business Info Systems 3</p> <p>_____ SBAD 347: Legal Environment of Business 3</p> <p>_____ SBAD 350: Principles of Marketing 3</p> <p>_____ SBAD 363: Business Finance 3</p> <p>_____ SBAD 371: Principles of Organizational Mgmt. 3</p> <p>_____ SBAD 372: Operations Management 3</p> <p>_____ SBAD 478: Senior Seminar: Business Strategy 3</p> <p>_____ SECO 222: Principles of Microeconomics 3</p> <p>_____ SECO 292: Statistical Inference 3</p> <p>_____ course in international business as defined 3</p> <p>by the concentration:</p> <p><i>Accounting:</i> SECO 303 or SBAD 461;</p> <p><i>Economics/Finance:</i> SECO 303;</p> <p><i>General Business:</i> SECO 303, SBAD 452, SBAD 461 or SBAD 378;</p> <p><i>Management:</i> SBAD 378 or SECO 303;</p> <p><i>Marketing:</i> SECO 303, SBAD 452, SBAD 461 or SBAD 378</p> <p><i>Nonprofit Leadership:</i> SECO 303, SBAD 452, SBAD 461 or SBAD 378</p> <p>Concentration Areas</p> <p>_____ <i>Accounting^l</i></p> <p><input type="checkbox"/> SBAD 331: Intermediate Accounting I 3</p> <p><input type="checkbox"/> SBAD 332: Intermediate Accounting II 3</p> <p><input type="checkbox"/> SBAD 333: Accounting for Decision-making 3 and Control 3</p> <p><input type="checkbox"/> SBAD 335: Individual Tax Planning 3</p> <p><input type="checkbox"/> SBAD 433: Accounting Controls Systems 3</p> <p style="text-align: right;"><i>(Continued on next page)</i></p>
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- SBAD 435: Auditing 3
- 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

Nonprofit Leadership³

- SNPA 301: The Nonprofit Sector in the U.S. 3
- SNPA 302: Nonprofit Leadership 3
- SBAD 336: Government and Not-for-Profit Acct. 3
- SBAD 374: Mgmt. of Human Resources 3
- SNPA 499: Field Experience in Nonprofit Leadership 3
- one of the following: 3
 - SNPA 304: Fundraising for Nonprofit Org.
 - SNPA 401: Topics in Nonprofit Leadership

Electives 18-23

Total Hours Required 120

¹To 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.

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

³Students planning to work toward the Certified Nonprofit Leadership Alliance designation (CNP) should take SNPA 201: Nonprofit Leadership Workshop, in addition to the concentration courses.

Minor in Economics¹ Student Worksheet

Required Courses¹

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

¹Minimum grade of C in all courses

²6 hours may be used to satisfy general education credit

Minor in Business Administration Student Worksheet

Required Courses^{1,2,3}

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

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

²Minimum grade of C in all coursework.

³A minimum of 12 hours of upper division coursework is required.

Minor in Nonprofit Leadership Student Worksheet

Required Courses^{1,2,3}

<u> </u>	SNPA 301: The Nonprofit Sector in the U.S.	3	one of the following:	3
<u> </u>	SNPA 302: Nonprofit Leadership	3	SNPA 304: Fundraising for Nonprofit Org.	
<u> </u>	SNPA 499: Field Experience in Nonprofit Leadership	3	SNPA 401: Topics in Nonprofit Leadership	
<u> </u>	SSOC 101: Introduction to Sociology	3	one course to be selected from:	3
			SSOC 311, 323, 341, 343 or SSPH 301, 333, 448, 450	
			Total Hours Required	18

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

²Minimum grade of C in all coursework.

³A 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

Scholarships for Business Students

Due to the generosity of a number of individuals and business organizations, 14 USC Upstate Foundation Scholarships are available only to students majoring in business. Applications are accepted for these scholarships November 1 through February 1 each year through the Office of Financial Aid. Information on the application process is available at <http://www.uscupstate.edu/foundationsscholarships>.

ARTHUR T. MEILINGER ANNUAL SCHOLARSHIP is awarded to a full-time business major, working at least 25 hours a week, a rising senior with over 90 credit hours, USC Upstate minimum 3.0 GPA, and a resident of South Carolina. This scholarship awards \$750 per year.

BUDWEISER OF THE CAROLINAS SCHOLARSHIP is awarded to a South Carolina resident admitted into the upper division of the business-marketing program. It may be renewable provided a cumulative USC Upstate 2.25 GPA is maintained. The scholarship awards \$1000 per year.

CLARY/DRUCKER ACCOUNTING SCHOLARSHIP established in honor of Diana Clary and Meyer Drucker, retired faculty members, for having made a positive impact in the USC Upstate accounting program and the Upstate community. The award is intended to assist a current student who is an accounting major, a rising senior, has a USC Upstate cumulative GPA of 3.0 or higher, and is a South Carolina resident. This scholarship awards \$600 per year.

CLINTON RICHARD SMITH SCHOLARSHIP is awarded to a full-time Johnson College of Business student who has financial need. Preference is given to a married student whose parents are engaged in a local small business or industry. This scholarship awards \$1000 per year.

CRAIG PRESSLEY GIEGERICH '02 MEMORIAL ACCOUNTING SCHOLARSHIP provides financial assistance to a full-time student that wants to pursue a career in the accounting field. Recipient must be a business major with emphasis in accounting, have completed 90 credit hours with a cumulative 3.2 GPA, expressed financial need, and be a S.C. resident.

DONALD W. YATES SCHOLARSHIP is awarded to a part-time or full-time business major, with an emphasis on marketing. The student must also have financial need (as defined by the U.S. Department of Education) and be a non-traditional student, rising senior with more than 90 hours of credit and a cumulative 3.0 GPA or higher. This scholarship awards \$1000 per year.

EXTENDED STAY HOTELS ANNUAL SCHOLARSHIP provides financial assistance to an incoming freshman majoring in Business. Need based will be considered first and merit based second. This scholarship awards \$1000 per year.

JERRY BENNETT SCHOLARSHIP is awarded to a transfer student from the state's technical college system, with preference given to students from Spartanburg Community College and Greenville Technical College, to help pursue a major in accounting at USC Upstate. Recipient must be a full-time student, business major with financial need as defined by the Department of Education (must complete FAFSA).

JOHN S. POOLE FOUNDATION SCHOLARSHIP will provide financial assistance to a full-time student. The scholarship will be awarded to a full-time student who closely meets the criteria of: earned 60 or more hours with a Junior status, cumulative GPA of 3.0 or higher, declared Business Major, history or civic involvement, student athletes are given first consideration. Amount of the award will be based on available funds as determined by the USC Upstate Foundation or its designee.

RICK O'BRIEN MEMORIAL SCHOLARSHIP is awarded to a full-time junior or senior business administration major with a concentration in accounting. The recipient must have a cumulative 3.0 GPA and be employed a minimum of 10 hours per week. Preference is given to a student involved in community volunteer work. This scholarship awards \$400 per year.

TD BANK SCHOLARSHIP is given to a Johnson College of Business student who meets the following criteria: full-time student; earned a minimum of 60 hours and has a 3.0 GPA; completed FAFSA form; and active in the Upstate community. This scholarship awards \$1000 per year.

TED EILENBERG SCHOLARSHIP is awarded to a student enrolled in a degree program in the Johnson College of Business and Economics. The recipient must be a junior or senior, have financial need, and a minimum cumulative GPA of 2.5.

WELLS FARGO BANK SCHOLARSHIP is awarded to a senior business major from South Carolina. In the event of a tie, the selection shall be based on demonstrated need, leadership and community service. This scholarship awards \$1000 per year.

WESLEY K. WILBER SCHOLARSHIP is an endowment created to assist male, non-traditional students majoring in business, with financial need, and not eligible for state merit based scholarships. The student must complete the FAFSA, and can be enrolled full or part-time.