George Dean Johnson, Jr.
College of Business & Economics
ACCREDITION
Business programs are accredited by AACSBInternational—The Association to Advance Collegiate Schools of Business (600 Emerson Road, Suite 300, St. Louis, Mo. 63141-6762; Telephone 314-872-8481).

MISSION
The mission of the Johnson College of Business and Economics is to educate students and engage in strategic partnerships to enhance the economic development of the Upstate. In support of this mission, we commit to:
1. Deliver an excellent business education to students in the Upstate of South Carolina.
2. Graduate students prepared to become successful and productive leaders in organizations along the I-85 corridor, within the state, and in the global business community.
3. Attract, develop and retain talented faculty who engage in scholarship and innovative intellectual and professional pursuits that align with and impact teaching and academic and professional currency.
4. Engage in strategic partnerships with the Upstate business community.

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, economics, and nonprofit leadership 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 ECON U221, U222, U291, and U292, 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 Bachelor of Science degree in Business with a nonprofit leadership concentration 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.

Students seeking a degree in business must be admitted to the Professional Program (upper division) before enrolling in 300-level or above courses offered through the Johnson College of Business and Economics.

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: ENGL U101, ENGL U102, SPCH U201, and MATH U122
- Successful completion of ACCT U225 and ECON U221 or U222

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.

HONOR SOCIETY
Beta Gamma Sigma is the international honor society serving business programs accredited by AACSB International. The Mission of Beta Gamma Sigma is "to encourage and honor academic achievement in the study of business, to foster personal and professional excellence, to advance the values of the Society, and to serve its lifelong members." Membership in Beta Gamma Sigma is by invitation only and is limited to seniors and rising seniors who are in the top 10 percent of their class and who have completed 30 or more semester hours in residence at USC Upstate.

GRADUATION REQUIREMENTS
In addition to meeting the curriculum requirements for a degree in business administration, graduation requires a minimum overall GPA of 2.0 and a minimum grade of C (S in BADM U499) 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.

## General Education Courses

<table>
<thead>
<tr>
<th>I. Communication</th>
<th>9</th>
</tr>
</thead>
<tbody>
<tr>
<td>_____ ENGL U101 and ENGL U102</td>
<td>6</td>
</tr>
<tr>
<td>_____ SPCH U201</td>
<td>3</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>II. Mathematics</th>
<th>6-7</th>
</tr>
</thead>
<tbody>
<tr>
<td>_____ MATH U122 or MATH U141</td>
<td></td>
</tr>
</tbody>
</table>

*Students not placing into MATH U122 or U141 must complete the prerequisites before taking the required math class. The college level prerequisite(s) will count as free elective(s).*

| _____ ECON U291 | |

<table>
<thead>
<tr>
<th>III. Information Technology</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>_____ CSCI U138</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>IV. Natural Science</th>
<th>7-8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Two courses from the following (at least one with the associated lab)</td>
<td></td>
</tr>
<tr>
<td>_____ ASTR U111/L; BIOL U110/L, U206, U240, U270; CHEM U101/L, U106, U106L, U109/L; GEOG U201/L, U202; GEOL U101/L, U102/L, U103/L, U104, U120, U121, U123/L, U131, U241; PHYS U101/L, U201/L, U202/L</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>V. Arts and Humanities</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td>One fine arts course:</td>
<td></td>
</tr>
<tr>
<td>_____ AFAM U204; ARTH U101, U105, U106; MUSC U110, U140; THEA U161, U170</td>
<td></td>
</tr>
</tbody>
</table>

| _____ AFAM U204; AMST U101, U102; ARTH U101, U105, U106; ENGL U250, U252, U275, U279, U280, U283, U289, U290, U291; FILM U240; MUSC U110, U140; PHIL U102, U211; RELG U103; THEA U161, U170 | |

<table>
<thead>
<tr>
<th>VI. Foreign Language and Culture</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foreign Language minimum 102 level</td>
<td></td>
</tr>
<tr>
<td>_____ CHIN U102; FREN U102; GERM U102; SPAN U102; ASLG U102</td>
<td></td>
</tr>
</tbody>
</table>

Students not placing in the U102 level of a foreign language must complete the prerequisite (U101). This prerequisite will count as a free elective. Students who place into the U201 or higher level of a foreign language are exempt from the foreign language/culture general education requirement but will have additional hours in electives.

<table>
<thead>
<tr>
<th>VII. History</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>_____ HIST U101 or U102</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>VIII. Social and Behavioral Sciences</th>
<th>6</th>
</tr>
</thead>
<tbody>
<tr>
<td>_____ ECON U221</td>
<td></td>
</tr>
</tbody>
</table>

One course selected from the following

| _____ AFAM U201; ANTH U102; GEOG U101, U103; POLI U101, PSYC U101; SOCY U101; WGST U101 | |

<table>
<thead>
<tr>
<th>_____ Major Course Requirements</th>
<th></th>
</tr>
</thead>
</table>

### Business Core (required in all concentrations)

| _____ ACCT U225: Financial Accounting | 3 |
| _____ ACCT U226: Managerial Accounting | 3 |
| _____ MGMT U290: Intro to Business Info Systems | 3 |
| _____ ACCT U347: Legal Environment of Business | 3 |
| _____ MKTG U350: Principles of Marketing | 3 |
| _____ FINA U363: Business Finance | 3 |
| _____ MGMT U371: Principles of Orgon. Mgmt. | 3 |
| _____ MGMT U372: Operations Management | 3 |
| _____ BADM U478: Senior Seminar: Busin. Strategy | 3 |
| _____ ECON U222: Principles of Microeconomics | 3 |
| _____ ECON U292: Statistical Inference | 3 |
| _____ course in international business as defined by the concentration: Accounting: ECON U303 or FINA U461; Economics/Finance: ECON U303; General Business: ECON U303, MKTG U452, FINA U461 or MGMT U378; Management: MGMT U378 or ECON U303; Marketing: ECON U303, MKTG U452, FINA U461 or MGMT U378; Nonprofit Leadership: ECON U303, MKTG U452, FINA U461 or MGMT U378 | 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 ACCT U437 Advanced Accounting in addition to the accounting concentration courses.

Students planning to work toward the Certified Nonprofit Leadership Alliance designation (CNP) should take NPAD U201: Nonprofit Leadership Workshop, in addition to the concentration courses.

### Concentration Areas

#### Accounting
- ACCT U331: Intermediate Accounting I 3
- ACCT U332: Intermediate Accounting II 3
- ACCT U333: Accounting for Decision-making and Control 3
- ACCT U335: Individual Tax Planning 3
- ACCT U433: Accounting Controls Systems 3
- ACCT U435: Auditing 3
- One of the following four courses: 3
  - ACCT U336: Governmental & Not-for-profit Accounting
  - ACCT U348: Issues in Commercial Law

#### Economics/Finance
- ECON U301: Money and Banking 3
- ECON U322: Intermediate Macro Theory 3
- ECON U326: Managerial Economics 3
- ACCT U333: Accounting for Decision-making and Control 3
- Two of the following: 6
  - ECON U311: Issues in Economics
  - ECON U499: Topics in Economics
  - FINA U364: Financial Institutions and Markets
  - FINA U365: Principles of Investments
  - MGMT U390: Strategic Mgmt. of Info Systems
  - FINA U461: International Business Finance

#### General Business Administration
- ACCT U333: Accounting for Decision-making and Control 3
- MKTG U351: Consumer Behavior 3
- MGMT U374: Mgmt. of Human Resources 3
- ECON U326: Managerial Economics 3
- BADM U398: Topics in Metro Bus. Studies 3
- One of the following: 3
  - ACCT U335: Individual Tax Planning
  - FINA U364: Financial Institutions and Markets
  - MGMT U390: Strategic Mgmt. of Info Systems
  - MKTG U457: Marketing Research
  - BADM U499: Business Internship

#### Management
- MGMT U374: Mgmt. of Human Resources 3
- MGMT U377: Advanced Organiz. Behavior 3
- MGMT U390: Strategic Mgmt. of Info Systems 3
- MGMT U471: New Business Enterprise 3
- MGMT U475: Advanced Operations Mgmt. 3
- One of the following: 3
  - ACCT U333: Accounting for Decision-making and Control
  - ECON U326: Managerial Economics

### 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 ACCT U437 Advanced Accounting in addition to the accounting concentration courses.

3Students planning to work toward the Certified Nonprofit Leadership Alliance designation (CNP) should take NPAD U201: Nonprofit Leadership Workshop, in addition to the concentration courses.
### Minor in Economics

**Student Worksheet**

<table>
<thead>
<tr>
<th>Required Courses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON U221: Principles of Macroeconomics</td>
<td>3</td>
</tr>
<tr>
<td>ECON U222: Principles of Microeconomics</td>
<td>3</td>
</tr>
<tr>
<td>ECON U322: Intermediate Macroeconomic Theory</td>
<td>3</td>
</tr>
<tr>
<td>ECON U326: Managerial Economics</td>
<td>3</td>
</tr>
</tbody>
</table>

1. Minimum grade of C in all courses
2. 6 hours may be used to satisfy general education credit

Six additional credit hours to be selected from ECON U301, U303, U311, or U499

| Total Hours Required | 18 |

### Minor in Business Administration

**Student Worksheet**

<table>
<thead>
<tr>
<th>Required Courses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT U225: Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ECON U221: Principles of Macroeconomics</td>
<td>3</td>
</tr>
<tr>
<td>or ECON U222: Principles of Microeconomics</td>
<td>3</td>
</tr>
<tr>
<td>MKTG U350: Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>MGMT U371: Principles of Organizational Management</td>
<td>3</td>
</tr>
</tbody>
</table>

1. Up to 6 hours of General Education (<300 level) may be used to satisfy requirements of a minor.
2. Minimum grade of C in all coursework.
3. A minimum of 12 hours of upper division coursework is required.

Two additional courses to be selected from 300-level ACCT, BADM, ECON, FINA, MGMT, MKTG courses.

Recommended courses: ACCT U347, MKTG U351, FINA U369, MGMT U374 and MGMT U390

| Total Hours Required | 18 |

### Minor in Nonprofit Leadership

**Student Worksheet**

<table>
<thead>
<tr>
<th>Required Courses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>NPAD U301: The Nonprofit Sector in the U.S.</td>
<td>3</td>
</tr>
<tr>
<td>NPAD U302: Nonprofit Leadership</td>
<td>3</td>
</tr>
<tr>
<td>NPAD U499: Field Experience in Nonprofit Leadership</td>
<td>3</td>
</tr>
<tr>
<td>SOCY U101: Introduction to Sociology</td>
<td>3</td>
</tr>
</tbody>
</table>

1. Up to 6 hours of General Education (<300 level) may be used to satisfy requirements of a minor.
2. Minimum grade of C in all coursework.
3. A minimum of 12 hours of upper division coursework is required.

<table>
<thead>
<tr>
<th>one of the following:</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>NPAD U304: Fundraising for Nonprofit Org.</td>
<td></td>
</tr>
<tr>
<td>NPAD U401: Topics in Nonprofit Leadership</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>one course to be selected from:</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>SOCY U311, U323, U341, U343 or SPCH U301, U333, U448, U450</td>
<td></td>
</tr>
</tbody>
</table>

| Total Hours Required | 18 |
Bachelor of Science in Business Administration
Recommended Curriculum Schedule

Freshman Year—Fall
English U101
Mathematics U121 or U122
Computer Science U138
Foreign Language
History U101 or U102

Freshman Year—Spring
English U102
Mathematics U122 or elective
Natural Science
Foreign Language or free elective
Fine Arts

Sophomore Year—Fall
Speech U201
Economics U221
Economics U291
Business U225
Business U290

Sophomore Year—Spring
Arts and Humanities
Economics U222
Economics U292
Business U226
Free elective

Junior Year—Fall
Natural Science
Business U350
Business U371
Business concentration course
Free elective

Junior Year—Spring
Social Science elective
Business U347
Business U363
Business U372
Business concentration course

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

Senior Year—Spring
Business U478
Free elective
Free elective
Business concentration course
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/foundationscholarships.

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 an overall 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 overall 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 an overall 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 an overall 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, overall 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 an overall 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 overall 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.