



**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

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.

## 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 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 Association to Advance Collegiate Schools of Business. 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

<p><b>I. Communication</b> <span style="float: right;"><b>9</b></span></p> <p>_____ ENGL U101 and ENGL U102 <span style="float: right;">6</span></p> <p>_____ SPCH U201 <span style="float: right;">3</span></p> <p><b>II. Mathematics</b> <span style="float: right;"><b>6-7</b></span></p> <p>_____ MATH U122 or MATH U141</p> <p><i>*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).</i></p> <p>_____ ECON U291</p> <p><b>III. Information Technology</b> <span style="float: right;"><b>3</b></span></p> <p>_____ CSCI U138</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>_____ 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</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>_____ AFAM U204; ARTH U101, U105, _____ U106; MUSC U110, U140; _____ THEA U161, U170</p> <p><i>One course from the following representing a different discipline from the above fine arts course.</i></p> <p>_____ 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</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>_____ CHIN U102; FREN U102; GERM _____ U102; SPAN U102; ASLG U102</p> <p>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.</p> <p><b>VII. History</b> <span style="float: right;"><b>3</b></span></p> <p>_____ HIST U101 or U102</p> <p><b>VIII. Social and Behavioral Sciences</b> <span style="float: right;"><b>6</b></span></p> <p>_____ ECON U221</p> <p><i>One course selected from the following</i></p> <p>_____ AFAM U201; ANTH U102; GEOG _____ U101, U103; POLI U101, PSYC U101; _____ SOCY U101; WGST U101</p> <p style="text-align: center;"><b>_____ Major Course Requirements</b></p> <p><b>Business Core (required in all concentrations)</b></p> <p>_____ ACCT U225: Financial Accounting <span style="float: right;">3</span></p> <p>_____ ACCT U226: Managerial Accounting <span style="float: right;">3</span></p> <p>_____ MGMT U290: Intro to Business Info Systems <span style="float: right;">3</span></p> <p>_____ ACCT U347: Legal Environment of Business <span style="float: right;">3</span></p> <p>_____ MKTG U350: Principles of Marketing <span style="float: right;">3</span></p> <p>_____ FINA U363: Business Finance <span style="float: right;">3</span></p> <p>_____ MGMT U371: Principles of Organiz. Mgmt. <span style="float: right;">3</span></p> <p>_____ MGMT U372: Operations Management <span style="float: right;">3</span></p> <p>_____ BADM U478: Senior Seminar: Busin. Strategy <span style="float: right;">3</span></p> <p>_____ ECON U222: Principles of Microeconomics <span style="float: right;">3</span></p> <p>_____ ECON U292: Statistical Inference <span style="float: right;">3</span></p> <p>_____ course in international business as defined <span style="float: right;">3</span> by the concentration:</p> <p><i>Accounting:</i> ECON U303 or FINA U461; <i>Economics/Finance:</i> ECON U303; <i>General Business:</i> ECON U303, MKTG U452, FINA U461 or MGMT U378; <i>Management:</i> MGMT U378 or ECON U303; <i>Marketing:</i> ECON U303, MKTG U452, FINA U461 or MGMT U378 <i>Nonprofit Leadership:</i> ECON U303, MKTG U452, FINA U461 or MGMT U378</p>
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## Concentration Areas

### *Accounting<sup>1</sup>*

- 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
  - ACCT U432: Advanced Federal Taxation
  - ACCT U437: Advanced Accounting

### *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 U365: Principles of Investment
  - MGMT U390: Strategic Mgmt. of Info Systems
  - MKTG U457: Marketing Research
  - MGMT U471: New Business Enterprise
  - 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 U 471: New Business Enterprise 3
- MGMT U 475: Advanced Operations Mgmt. 3
- one of the following: 3
  - ACCT U333: Accounting for Decision-making and Control
  - ECON U326: Managerial Economics

- one of the following, if not taken to fulfill above requirements: 3
  - ACCT U333: Accounting for Decision-making and Control
  - MGMT U378: International Business Enterprise
  - BADM U398: Topics in Metro. Business Studies
  - MKTG U452: International Marketing
  - FINA U461: International Business Finance
  - MGMT U476: Process Improvement
  - BADM U499: Business Internship
  - ECON U303: International Economics
  - ECON U326: Managerial Economics

### *Marketing*

- MKTG U351: Consumer Behavior 3
- MKTG U352: Marketing Communications 3
- MKTG U457: Marketing Research 3
- MKTG U458: Marketing Management 3
- Three of the following: 9
  - MGMT U377: Adv. Organizational Behavior
  - MGMT U390: Strategic Management of Information Systems
  - MKTG U353: Marketing Channels
  - MKTG U455: Topics in Marketing
  - MKTG U456: Business Marketing
  - MKTG U459: Personal Selling & Sales Mgmt.
  - MGMT U471: New Business Enterprise
  - BADM U499: Business Internship

### *Nonprofit Leadership<sup>3</sup>*

- NPAD U301: The Nonprofit Sector in the U.S. 3
- NPAD U302: Nonprofit Leadership 3
- ACCT U336: Government and Not-for-Profit Accounting 3
- MGMT U374: Mgmt. of Human Resources 3
- NPAD U499: Field Experience in Nonprofit Leadership 3
- one of the following: 3
  - NPAD U304: Fundraising for Nonprofit Org.
  - NPAD U401: Topics in Nonprofit Leadership

## Electives 18-23

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

<sup>3</sup>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.

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

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

_____ ECON U221: Principles of Macroeconomics <sup>2</sup>	3		6
_____ ECON U222: Principles of Microeconomics <sup>2</sup>	3		
_____ ECON U322: Intermediate Macroeconomic Theory	3	_____	
_____ ECON U326: 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>

_____ ACCT U225: Financial Accounting	3		6
_____ ECON U221: Principles of Macroeconomics or ECON U222: Principles of Microeconomics	3		
_____ MKTG U350: Principles of Marketing	3		
_____ MGMT U371: 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.

## Minor in Nonprofit Leadership Student Worksheet

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

_____ NPAD U301: The Nonprofit Sector in the U.S.	3	_____ one of the following:	3
_____ NPAD U302: Nonprofit Leadership	3	_____ NPAD U304: Fundraising for Nonprofit Org.	
_____ NPAD U499: Field Experience in Nonprofit Leadership	3	_____ NPAD U401: Topics in Nonprofit Leadership	
_____ SOCY U101: Introduction to Sociology	3	_____ one course to be selected from:	3
		_____ SOCY U311, U323, U341, U343 or SPCH U301, U333, U448, U450	
<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 U101  
 Mathematics U121 or U122  
 Computer Science U138  
 Foreign Language  
 History U101 or U102

#### Sophomore Year—Spring

Arts and Humanities  
 Economics U222  
 Economics U292  
 Business U226  
 Free elective

#### Senior Year—Fall

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

#### Freshman Year—Spring

English U102  
 Mathematics U122 or elective  
 Natural Science  
 Foreign Language or free elective  
 Fine Arts

#### Junior Year—Fall

Natural Science  
 Business U350  
 Business U371  
 Business concentration course  
 Free elective

#### Senior Year—Spring

Business U478  
 Free elective  
 Free elective  
 Business concentration course  
 Business concentration course

#### Sophomore Year—Fall

Speech U201  
 Economics U221  
 Economics U291  
 Business U225  
 Business U290

#### Junior Year—Spring

Social Science elective  
 Business U347  
 Business U363  
 Business U372  
 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 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.