Majors

Majors for BSBA Degree Candidates

In addition to the 42 core professional units required, which are listed on the Degree Requirements page of this Bulletin, a BSBA degree candidate must complete at least 18 professional elective units. BSBA students may apply these professional electives toward a specific professional major. Majors in the business curriculum are opportunities to focus study in a specific field of business. All major courses must be taken in residence. Course work from an approved Washington University study abroad program will count as in-residence work. However, only one course per major may be taken through a study abroad experience.

BSBA students may select a major from the following disciplines:

The Major in Accounting

Total units required: 15

- Accounting Core: 6 units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 3610</td>
<td>Intermediate Financial Accounting Theory</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 3620</td>
<td>Intermediate Financial Accounting II</td>
<td>3</td>
</tr>
</tbody>
</table>

- Accounting Electives: 9 units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 366E</td>
<td>Carbon Accounting</td>
<td>1.5</td>
</tr>
<tr>
<td>ACCT 400C</td>
<td>Not-For-Profit Accounting</td>
<td>1.5</td>
</tr>
<tr>
<td>ACCT 400M</td>
<td>Ethics I</td>
<td>1.5</td>
</tr>
<tr>
<td>ACCT 400N</td>
<td>Ethics II</td>
<td>1.5</td>
</tr>
<tr>
<td>ACCT 455</td>
<td>Accounting Policy and Research</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 464</td>
<td>Auditing</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 466</td>
<td>Financial Statement Analysis</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 467</td>
<td>Taxation of Individuals</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 4680</td>
<td>Advanced Financial Accounting Problems</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 472E</td>
<td>Taxation of Business Entities</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 475E</td>
<td>International Taxation</td>
<td>1.5</td>
</tr>
</tbody>
</table>

The Major in Economics and Strategy

Total units required: 12

- Economics and Strategy Core: 12 units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEC 370</td>
<td>Game Theory for Business</td>
<td>3</td>
</tr>
<tr>
<td>MEC 400K</td>
<td>Research Analysis in Industry</td>
<td>3</td>
</tr>
<tr>
<td>MEC 470</td>
<td>Industrial Economics</td>
<td>3</td>
</tr>
<tr>
<td>MEC 471</td>
<td>Empirical Techniques for Industry Analysis</td>
<td>3</td>
</tr>
</tbody>
</table>

The Major in Entrepreneurship

Total units required: 15

- Entrepreneurship Core: 6 units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGT 421</td>
<td>Introduction to Entrepreneurship</td>
<td>3</td>
</tr>
<tr>
<td>or MGT 460L</td>
<td>Introduction to Social Entrepreneurship</td>
<td></td>
</tr>
<tr>
<td>or MGT 106E</td>
<td>The Endgame of Entrepreneurship: Leveraging Capitalism for Good</td>
<td></td>
</tr>
<tr>
<td>or BEYOND 105</td>
<td>The Endgame of Entrepreneurship: Leveraging Capitalism for Good</td>
<td></td>
</tr>
<tr>
<td>or Econ 105</td>
<td>The Endgame of Entrepreneurship: Leveraging Capitalism for Good</td>
<td></td>
</tr>
<tr>
<td>or FYP 105B</td>
<td>Beyond Boundaries: Endgame of Entrepreneurship</td>
<td></td>
</tr>
<tr>
<td>MGT 424</td>
<td>Business Planning for New Enterprises</td>
<td>3</td>
</tr>
<tr>
<td>or MGT 477E</td>
<td>Launching and Scaling New Enterprises</td>
<td></td>
</tr>
<tr>
<td>[The Hatchery]</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Entrepreneurship Electives: 9 units (must select 3 units from each category)

Industry Elective Choices (at least 3 units required):

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
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</thead>
<tbody>
<tr>
<td>ART 223K</td>
<td>Business of Fashion</td>
<td>3</td>
</tr>
<tr>
<td>CSE 131</td>
<td>Introduction to Computer Science</td>
<td>3</td>
</tr>
<tr>
<td>Econ 335</td>
<td>Money and Banking</td>
<td>3</td>
</tr>
<tr>
<td>FIN 549H</td>
<td>Special Topics: Real Estate Finance</td>
<td>1.5</td>
</tr>
<tr>
<td>INTL 320</td>
<td>Business, Innovation and Entrepreneurship in Israel</td>
<td></td>
</tr>
<tr>
<td>MEC 320</td>
<td>Olin Grand Rounds: The Business and Practice of Medicine (formerly MGT 320)</td>
<td>3</td>
</tr>
<tr>
<td>MEC 460</td>
<td>Economics of Entertainment</td>
<td>3</td>
</tr>
<tr>
<td>MGT 380</td>
<td>Business Strategy</td>
<td>3</td>
</tr>
<tr>
<td>MGT 440</td>
<td>Sports Management</td>
<td>3</td>
</tr>
<tr>
<td>MGT 475E</td>
<td>Innovating for Defense</td>
<td>3</td>
</tr>
<tr>
<td>MGT 476E</td>
<td>Innovating for Healthcare</td>
<td>1.5</td>
</tr>
</tbody>
</table>

Experiential Elective Choices (at least 3 units required):
The Major in Finance

**Total units required:** 12

- Finance Core: 9 units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 441</td>
<td>Investments</td>
<td>3</td>
</tr>
<tr>
<td>FIN 448</td>
<td>Advanced Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>FIN 451</td>
<td>Options, Futures and Derivative Securities</td>
<td>3</td>
</tr>
</tbody>
</table>

- Finance Electives: 3 units

Skills Elective Choices (at least 3 units required):

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 466</td>
<td>Financial Statement Analysis</td>
<td>3</td>
</tr>
<tr>
<td>CSE 204A</td>
<td>Web Development</td>
<td>3</td>
</tr>
<tr>
<td>CSE 330S</td>
<td>Rapid Prototype Development and Creative Programming</td>
<td>3</td>
</tr>
<tr>
<td>CSE 438S</td>
<td>Mobile Application Development</td>
<td>3</td>
</tr>
<tr>
<td>FIN 400L</td>
<td>Private Equity Methods</td>
<td>1.5</td>
</tr>
<tr>
<td>FIN 400M</td>
<td>Private Equity Practice</td>
<td>1.5</td>
</tr>
<tr>
<td>MEC 370</td>
<td>Game Theory for Business</td>
<td>3</td>
</tr>
<tr>
<td>MEC 470</td>
<td>Industrial Economics</td>
<td>3</td>
</tr>
<tr>
<td>MGT 301</td>
<td>Legal Environment of Business Management</td>
<td>3</td>
</tr>
<tr>
<td>MGT 445E</td>
<td>Entrepreneurship Through Acquisition</td>
<td>1.5</td>
</tr>
<tr>
<td>MKT 378</td>
<td>Marketing Research</td>
<td>3</td>
</tr>
<tr>
<td>MKT 400E</td>
<td>Elements of Sales: Tools and Techniques</td>
<td>3</td>
</tr>
<tr>
<td>MKT 400I</td>
<td>Creating &amp; Launching Innovative New Products</td>
<td>3</td>
</tr>
<tr>
<td>MKT 4095</td>
<td>Entrepreneurship Marketing Methods</td>
<td>1.5</td>
</tr>
<tr>
<td>MKT 431E</td>
<td>Marketing Metrics</td>
<td>1.5</td>
</tr>
<tr>
<td>MKT 482</td>
<td>Brand Management</td>
<td>3</td>
</tr>
<tr>
<td>OB 461</td>
<td>Negotiation</td>
<td>3</td>
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</tbody>
</table>

The Major in Financial Engineering

The financial engineering major is offered only as a second major option. Therefore, students in the BSBA program must select another business major in order to be eligible to pursue this major. Students must have a 3.3 or higher grade point average to pursue this second major; this includes the cumulative GPA, the Business GPA, and the Engineering GPA.

**Total units required:** 30 required units and 15 units of prerequisite course work

- Background Requirements: 15 units

<table>
<thead>
<tr>
<th>Code</th>
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<th>Units</th>
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</thead>
<tbody>
<tr>
<td>CSE 131</td>
<td>Introduction to Computer Science</td>
<td>3</td>
</tr>
<tr>
<td>DAT 121</td>
<td>Managerial Statistics II</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>or ESE 326 Probability and Statistics for Engineering</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>or Econ 413 Introduction to Econometrics</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>or Econ 413W Introduction to Econometrics with Writing</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>or SDS 439 Linear Statistical Models</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>or SDS 493 Probability</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Math 217 Differential Equations</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Math 233 Calculus III</td>
<td>3</td>
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<tr>
<td></td>
<td>Math 309 Matrix Algebra</td>
<td>3</td>
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</table>

**Engineering Professional Requirements (15 units)**

- Engineering Professional Core Requirements: 6 units minimum

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
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</thead>
<tbody>
<tr>
<td>ESE 415</td>
<td>Optimization</td>
<td>3</td>
</tr>
<tr>
<td>ESE 417</td>
<td>Introduction to Machine Learning</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>or CSE 417T Introduction to Machine Learning</td>
<td>3</td>
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</tbody>
</table>
ESE 4261 Statistical Methods for Data Analysis with Applications to Financial Engineering 3
ESE 427 Financial Mathematics 1,2 3

Total Units 12

• Engineering Electives:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>CSE 247</td>
<td>Data Structures and Algorithms</td>
<td>3</td>
</tr>
<tr>
<td>ESE 4031</td>
<td>Optimization for Engineered Planning, Decisions and Operations</td>
<td>3</td>
</tr>
<tr>
<td>ESE 513</td>
<td>Large-Scale Optimization for Data Science</td>
<td>3</td>
</tr>
<tr>
<td>ESE 520</td>
<td>Probability and Stochastic Processes</td>
<td>3</td>
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</table>

Olin Professional Requirements (15 units)

• Olin Professional Core Requirements: 9 units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 2610</td>
<td>Principles of Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>FIN 340</td>
<td>Capital Markets and Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>FIN 441</td>
<td>Investments</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Units 9

• Olin Electives: 6 units required

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 450F</td>
<td>Financial Technology: Methods and Practice</td>
<td>3</td>
</tr>
<tr>
<td>FIN 451</td>
<td>Options, Futures and Derivative Securities</td>
<td>3</td>
</tr>
<tr>
<td>FIN 452</td>
<td>Advanced Derivative Securities</td>
<td>3</td>
</tr>
<tr>
<td>FIN 500Q</td>
<td>Quantitative Risk Management</td>
<td>3</td>
</tr>
<tr>
<td>FIN 500R</td>
<td>Topics in Quantitative Finance</td>
<td>1.5</td>
</tr>
<tr>
<td>FIN 532B</td>
<td>Data Analysis for Investments</td>
<td>1.5</td>
</tr>
<tr>
<td>FIN 539</td>
<td>Mathematical Finance</td>
<td>1.5</td>
</tr>
<tr>
<td>FIN 552</td>
<td>Fixed Income Derivatives</td>
<td>1.5</td>
</tr>
</tbody>
</table>

1 ESE 427 must be taken after FIN 340 and can be used to satisfy the FIN 451 prerequisite of Olin Elective courses.

2 FIN 451, ESE 427, or both must be taken to complete the second major.

The Major in Health Care Management

Total units required: 15

• Health Care Management Core: 12 units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEC 320</td>
<td>Olin Grand Rounds: The Business and Practice of Medicine (formerly MGT 320)</td>
<td>3</td>
</tr>
<tr>
<td>MEC 321</td>
<td>Health Economics and Policy (formerly MGT 321)</td>
<td>3</td>
</tr>
<tr>
<td>MEC 322</td>
<td>Health Care Management (formerly MGT 322)</td>
<td>3</td>
</tr>
<tr>
<td>MEC 420</td>
<td>Research in Health Care Management (formerly MGT 420)</td>
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</table>

• Health Care Management Electives: 3 units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
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</thead>
<tbody>
<tr>
<td>Anthro 3090</td>
<td>Cultures of Health in Latin America</td>
<td>3</td>
</tr>
<tr>
<td>Anthro 3136</td>
<td>The Second Wave of The Pandemic: Science and Society</td>
<td>3</td>
</tr>
<tr>
<td>Anthro 3263</td>
<td>Bioprospecting</td>
<td>3</td>
</tr>
<tr>
<td>Anthro 3283</td>
<td>Introduction to Global Health</td>
<td>3</td>
</tr>
<tr>
<td>Anthro 3310</td>
<td>Health, Healing and Ethics: Introduction to Medical Anthropology</td>
<td>3</td>
</tr>
<tr>
<td>Anthro 3626</td>
<td>Adventures in Nosology: The Nature and Meaning of Disease</td>
<td>3</td>
</tr>
<tr>
<td>Anthro 3875</td>
<td>Pharmaceutical Personhood</td>
<td>3</td>
</tr>
<tr>
<td>Anthro 4134</td>
<td>The AIDS Epidemic: Inequalities, Ethnography, and Ethics</td>
<td>3</td>
</tr>
<tr>
<td>Anthro 4883</td>
<td>The Political Economy of Health</td>
<td>3</td>
</tr>
<tr>
<td>Biol 2010</td>
<td>Ampersand: The Science of Biotechnology</td>
<td>3</td>
</tr>
<tr>
<td>Phil 233F</td>
<td>Biomedical Ethics</td>
<td>3</td>
</tr>
<tr>
<td>Phil 3001</td>
<td>Philosophy of Medicine</td>
<td>3</td>
</tr>
<tr>
<td>WGSS 310</td>
<td>From Hysteria to Hysterectomy: Women’s Health Care in America</td>
<td>3</td>
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<tr>
<td>WGSS 316</td>
<td>Feminist Health Studies</td>
<td>3</td>
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</table>

The Major in Marketing

Total units required: 12

• Marketing Core: 3 units

<table>
<thead>
<tr>
<th>Code</th>
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<th>Units</th>
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</thead>
<tbody>
<tr>
<td>MKT 378</td>
<td>Marketing Research</td>
<td>3</td>
</tr>
</tbody>
</table>

• Marketing Electives: 9 units

Group A Marketing Elective Choices (at least 6 units required):

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 377</td>
<td>Consumer Behavior</td>
<td>3</td>
</tr>
<tr>
<td>MKT 400G</td>
<td>Digital Marketing and Analytics</td>
<td>3</td>
</tr>
<tr>
<td>MKT 400L</td>
<td>Understanding and Conducting Business Experiments</td>
<td>3</td>
</tr>
<tr>
<td>MKT 470E</td>
<td>Pricing Strategies</td>
<td>3</td>
</tr>
<tr>
<td>MKT 480</td>
<td>Marketing Strategy</td>
<td>3</td>
</tr>
<tr>
<td>MKT 482</td>
<td>Brand Management</td>
<td>3</td>
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</tbody>
</table>
### Group B Marketing Elective Choices:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 381E</td>
<td>Inclusive Marketing</td>
<td>1.5</td>
</tr>
<tr>
<td>MKT 400E</td>
<td>Elements of Sales: Tools and Techniques</td>
<td>3</td>
</tr>
<tr>
<td>MKT 400I</td>
<td>Creating &amp; Launching Innovative New Products</td>
<td>3</td>
</tr>
<tr>
<td>MKT 400M</td>
<td>Sports Marketing</td>
<td>3</td>
</tr>
<tr>
<td>MKT 4095</td>
<td>Entrepreneurship Marketing Methods</td>
<td>1.5</td>
</tr>
<tr>
<td>MKT 431E</td>
<td>Marketing Metrics</td>
<td>1.5</td>
</tr>
<tr>
<td>MKT 477</td>
<td>International Marketing</td>
<td>3</td>
</tr>
<tr>
<td>or MKT 477S</td>
<td>International Marketing Sydney</td>
<td>3</td>
</tr>
<tr>
<td>MKT 481</td>
<td>Advertising and Promotions</td>
<td>3</td>
</tr>
</tbody>
</table>

### The Major in Organization and Strategic Management

**Total units required:** 12 units

- Organization & Strategic Management Group A Elective Choices (at least 3 units required):

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>OB 400C</td>
<td>Women in Leadership</td>
<td>1.5</td>
</tr>
<tr>
<td>OB 431E</td>
<td>Thinking Creatively and Leading Creative Teams</td>
<td>1.5</td>
</tr>
<tr>
<td>OB 461</td>
<td>Negotiation</td>
<td>3</td>
</tr>
<tr>
<td>OB 462</td>
<td>Leadership in Organizations</td>
<td>3</td>
</tr>
<tr>
<td>OB 468E</td>
<td>Mindfulness and Performance in the Workplace</td>
<td>1.5</td>
</tr>
<tr>
<td>OB 472</td>
<td>Defining Moments: Lessons in Leadership and Character from the Top (Formerly MGT 450V)</td>
<td>1.5</td>
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- Organization & Strategic Management Group B Elective Choices (at least 3 units required):

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
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<tbody>
<tr>
<td>MGT 380</td>
<td>Business Strategy</td>
<td>3</td>
</tr>
<tr>
<td>MGT 402</td>
<td>Ethical Issues in Managerial Decision Making</td>
<td>1.5</td>
</tr>
<tr>
<td>MGT 450R</td>
<td>Business &amp; Government: Understanding and Influencing the Regulatory Environment</td>
<td>3</td>
</tr>
<tr>
<td>MGT 429E</td>
<td>Management and Corporate Responsibility</td>
<td>1.5</td>
</tr>
<tr>
<td>MGT 460H</td>
<td>Corporate and Global Strategy</td>
<td>3</td>
</tr>
</tbody>
</table>

### The Major in Supply Chain, Operations, and Technology

(Formerly Operations and Supply Chain Management)

**Total units required:** 12 units

- Group A SCOT Elective Choices (at least 6 units required):

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>DAT 301E</td>
<td>Data Analytics in Python</td>
<td>3</td>
</tr>
<tr>
<td>SCOT 400D</td>
<td>Supply Chain Management</td>
<td>3</td>
</tr>
<tr>
<td>SCOT 430E</td>
<td>Operations Fun: Data-Driven Optimization</td>
<td>3</td>
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<tr>
<td>SCOT 458</td>
<td>Operations Analytics</td>
<td>3</td>
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- Group B SCOT Elective Choices (at least 3 units required):

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGT 380</td>
<td>Business Strategy</td>
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<td>MGT 460H</td>
<td>Corporate and Global Strategy</td>
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<tr>
<td>MGT 378</td>
<td>Marketing Research</td>
<td>3</td>
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<tr>
<td>MGT 400L</td>
<td>Understanding and Conducting Business Experiments</td>
<td>3</td>
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