

# Olin Business School

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## Non-BSBA Programs

### Pursuing a Second Major or Minor in Olin as a Non-BSBA Candidate

Students in other undergraduate divisions of Washington University may choose to complete a second major or a minor in a business discipline. This opportunity allows students to combine their academic interests between two schools. If students wish to pursue a second major or minor in business, they are required to follow the degree requirements for their primary school/major along with a set of core business or prerequisite requirements and 15 units of professional major/minor course work.

### Second Majors for Non-BSBA Candidates

#### Regulations for Second Majors

All non-BSBA students pursuing any business second major must do the following:

1. Declare their second major online through WebSTAC by the end of their junior year. To be eligible to declare a second major, students will need to complete Math 132 Calculus II plus two business courses before their declaration will be approved. A second major will not be awarded to a student unless proper declaration is made.
2. Second majors must complete the specific requirements listed for the individual major.
3. Second majors may not count one course toward two Olin majors or toward an Olin second major and minor.
4. Take all core and major specific courses for any business major for a grade.
5. An overall 2.0 average must be achieved in course work taken as part of the business major.
6. Complete a minimum of 24 graded business units through Olin Business School.
7. Take all major courses in residence. Course work from an approved Washington University study abroad program will satisfy this residency policy. However, second majors may only take one core course and one major course through a study abroad experience.
8. Meet the prerequisites to remain in an Olin course. Additional prerequisites may be needed to remain enrolled in certain courses. Please check course listings to ensure all prerequisites are met.

9. Complete DAT 120 or an approved substitution. Advanced Placement credit for SDS 2200 will not serve as a substitute for the DAT 120 requirement. (The following courses are not approved substitutions for DAT 120: ESE 328, SDS 3211 [formerly Math 3211], and Psych 300.)
10. Economics and strategy majors must take MEC 290 or Econ 4011, because Econ 1011 will not satisfy the prerequisite requirement for MEC 370.
11. Engineering students who have taken ESE 326 and who are majoring in finance will not be required to take DAT 120 or DAT 121. However, DAT 121 must be taken if listed as a prerequisite for non-finance courses.
12. School of Continuing & Professional Studies courses will not count toward any business major.

### Second Major Core Business Requirements

Code	Title	Units
ACCT 2610	Principles of Financial Accounting	3
ACCT 2620	Principles of Managerial Accounting	3
DAT 120	Managerial Statistics I	3
or ESE 326	Probability and Statistics for Engineering	
or SDS 2200	Elementary Probability and Statistics	
or SDS 3200	Elementary to Intermediate Statistics and Data Analysis	
or Pol Sci 263	Data Science for Politics	
or Pol Sci 363	Quantitative Political Methodology	
DAT 121	Managerial Statistics II	3
or Econ 413	Introduction to Econometrics	
or Econ 413W	Introduction to Econometrics with Writing	
or SDS 439	Linear Statistical Models	
or SDS 493	Probability	
Math 132	Calculus II	3
MGT 100	Individual in a Managerial Environment	3
or MGT 380	Business Strategy	
MEC 290	Microeconomics	3
or Econ 4011	Intermediate Microeconomic Theory	
MEC 292	Global Economy	3
or Econ 1021	Introduction to Macroeconomics	
Total Units		24

### Second Major Options

Non-BSBA students may select a second major from the following disciplines:

### The Second Major in Accounting

**Total units required:** 15

- Accounting Core: 3 units

Code	Title	Units
ACCT 3610	Intermediate Financial Accounting Theory I	3

- Accounting Electives: 12 units

Code	Title	Units
ACCT 3620	Intermediate Financial Accounting II	3
ACCT 366E	Carbon Accounting	1.5
ACCT 400C	Not-For-Profit Accounting	1.5
ACCT 400M	Ethics I	1.5
ACCT 400N	Ethics II	1.5
ACCT 455	Accounting Policy and Research	3
ACCT 464	Auditing	3
ACCT 466	Financial Statement Analysis	3
ACCT 467	Taxation of Individuals	3
ACCT 4680	Advanced Financial Accounting Problems	3
ACCT 472E	Taxation of Business Entities	3
ACCT 475E	International Taxation	1.5

## The Second Major in Economics and Strategy

**Total units required: 12**

- Economics and Strategy Core: 12 units

Code	Title	Units
MEC 370	Game Theory for Business	3
MEC 400K	Research Analysis in Industry	3
MEC 470	Industrial Economics	3
MEC 471	Empirical Techniques for Industry Analysis	3

## The Second Major in Entrepreneurship

**Total units required: 15**

- Entrepreneurship Core: 6 units

Code	Title	Units
MGT 421	Introduction to Entrepreneurship	3
or MGT 460L	Introduction to Social Entrepreneurship	
or MGT 106E	The Endgame for Entrepreneurship: Leveraging Capitalism for Good	
or BEYOND 105	The Endgame of Entrepreneurship: Leveraging Capitalism for Good	
or Econ 105	The Endgame of Entrepreneurship: Leveraging Capitalism for Good	
or FYP 105B	Beyond Boundaries: Endgame of Entrepreneurship	
MGT 424	Business Planning for New Enterprises [The Hatchery]	3
or MGT 477E	Launching and Scaling New Enterprises (The League)	

- Entrepreneurship Electives: Choose at least one course from two of the three following tracks for a total of 9 elective units:

*Industry Elective Choices:*

Code	Title	Units
ART 223K	Business of Fashion	3
CSE 131	Introduction to Computer Science	3
Econ 335	Money and Banking	3
FIN 340	Capital Markets and Financial Management	3
INTL 320	Business, Innovation and Entrepreneurship in Israel *	
MEC 460	Economics of Entertainment	3
MEC 320	Olin Grand Rounds: The Business and Practice of Medicine (formerly MGT 320)	3
MGT 380	Business Strategy	3
MGT 440	Sports Management	3
MGT 475E	Innovating for Defense	3
MGT 476E	Innovating for Healthcare *	1.5
MKT 370	Principles of Marketing	3

*Experiential Elective Choices:*

Code	Title	Units
EnSt 3060	Community Based Conservation: Madagascar Sustainability Initiative (formerly MGT 401M)	3
INTL 351E	Global Entrepreneurship	
INTL 970	Entrepreneurship and Startups in Europe *	3
MGT 200C	Venture Creation	3
MGT 401C	CEL Entrepreneurial Consulting Team *	3
MGT 401P	CEL Practicum *	3
MGT 401S	Small Business Initiative *	3
MGT 401T	Taylor Community Consulting Project *	3

*Skills Elective Choices:*

Code	Title	Units
ACCT 466	Financial Statement Analysis *	3
CSE 204A	Web Development	3
CSE 330S	Rapid Prototype Development and Creative Programming	3
CSE 438S	Mobile Application Development	3
FIN 400L	Private Equity Methods *	1.5
FIN 400M	Private Equity Practice *	1.5
MEC 370	Game Theory for Business	3
MEC 470	Industrial Economics *	3
MGT 301	Legal Environment of Business Management	3
MGT 445E	Entrepreneurship Through Acquisition *	1.5
MKT 378	Marketing Research *	3

MKT 400E	Elements of Sales: Tools and Techniques *	3
MKT 400I	Creating & Launching Innovative New Products *	3
MKT 4095	Entrepreneurship Marketing Methods	1.5
MKT 431E	Marketing Metrics	1.5
MKT 482	Brand Management *	3
OB 461	Negotiation *	3

\* Application or additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

## The Second Major in Finance

**Total units required: 15**

- Finance Core: 12 units

Code	Title	Units
FIN 340	Capital Markets and Financial Management	3
FIN 441	Investments	3
FIN 448	Advanced Financial Management	3
FIN 451	Options, Futures and Derivative Securities	3

- Finance Electives: 3 units

Code	Title	Units
FIN 400I	Mergers & Acquisitions	1.5
FIN 400J	Advanced Valuation	1.5
FIN 400L	Private Equity Methods	1.5
FIN 400M	Private Equity Practice	1.5
FIN 400W	Venture Capital Methods	1.5
FIN 400X	Venture Capital Practice	1.5
FIN 420	International Economics and Finance	3
FIN 428	Investment Praxis	3
FIN 439E	Real Estate Finance	1.5
FIN 443	International Finance	3
FIN 450F	Financial Technology: Methods and Practice	3
FIN 452	Advanced Derivative Securities	3
FIN 470A	Research Methods in Finance	3

## The Second Major in Health Care Management

**Total units required: 15**

- Health Care Management Core: 12 units

Code	Title	Units
MEC 320	Olin Grand Rounds: The Business and Practice of Medicine (formerly MGT 320)	3
MEC 321	Health Economics and Policy (formerly MGT 321)	3

MEC 322	Health Care Management (formerly MGT 322)	3
MEC 420	Research in Health Care Management (formerly MGT 420)	3

- Health Care Management Electives: 3 units

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

## The Second Major in Marketing

**Total units required: 15**

- Marketing Core: 6 units

Code	Title	Units
MKT 370	Principles of Marketing	3
MKT 378	Marketing Research	3

- Marketing Electives: 9 units

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

Code	Title	Units
MKT 377	Consumer Behavior	3
MKT 400G	Digital Marketing and Analytics	3
MKT 400L	Understanding and Conducting Business Experiments	3
MKT 470E	Pricing Strategies	3
MKT 480	Marketing Strategy	3
MKT 482	Brand Management	3

*Group B Elective Choices:*

Code	Title	Units
MKT 381E	Inclusive Marketing	1.5
MKT 400E	Elements of Sales: Tools and Techniques	3
MKT 400I	Creating & Launching Innovative New Products	3
MKT 400M	Sports Marketing	3
MKT 4095	Entrepreneurship Marketing Methods	1.5
MKT 431E	Marketing Metrics	1.5
MKT 477	International Marketing	3
or MKT 477S	International Marketing Sydney	
MKT 481	Advertising and Promotions	3

## The Second Major in Organization and Strategic Management

**Total units required: 15**

- Organization and Strategic Management Core Requirement: 3 units

Code	Title	Units
OB 360	Organization Behavior Within the Firm	3

- Organization and Strategic Management Electives: 12 units

*Leadership Group A Elective Choices (at least 3 units required):*

Code	Title	Units
OB 400C	Women in Leadership	1.5
OB 431E	Thinking Creatively and Leading Creative Teams	1.5
OB 461	Negotiation	3
OB 462	Leadership in Organizations	3
OB 468E	Mindfulness and Performance in the Workplace	1.5
OB 472	Defining Moments: Lessons in Leadership and Character from the Top (Formerly MGT 450V)	1.5

*Organization and Strategic Management Group B Elective Choices (at least 3 units required):*

Code	Title	Units
MGT 380	Business Strategy	3
MGT 402	Ethical Issues in Managerial Decision Making	1.5
MGT 429E	Management and Corporate Responsibility	
MGT 450R	Business & Government: Understanding and Influencing the Regulatory Environment	3
MGT 460H	Corporate and Global Strategy	3

*Organization and Strategic Management Group C Elective Choices (recommended for HR/HR consulting):*

Code	Title	Units
MGT 478E	Ownership Insights: The Competitive Advantage of Family- and Employee-Owned Firms	1.5
OB 325	Human Resources Management *	3
OB 434E	Talent Analytics *	1.5
OB 435E	People Metrics *	1.5

\* Additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

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

*(Formerly Operations and Supply Chain Management)*

**Total units required: 15 units**

- SCOT Core: 6 units

Code	Title	Units
DAT 220	Analytics and Modeling for Business Decisions	3
SCOT 356	Operations and Manufacturing Management (formerly OSCM 356)	3

- SCOT Electives: 9 units minimum with at least 6 units from Group A

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

Code	Title	Units
DAT 301E	Data Analytics in Python	3
SCOT 400D	Supply Chain Management	3
SCOT 430E	Operations Fun: Data-Driven Optimization	3
SCOT 458	Operations Analytics	3

*SCOT Group B Elective Choices:*

Code	Title	Units
MGT 380	Business Strategy	3
MGT 460H	Corporate and Global Strategy	3
MKT 378	Marketing Research *	3
MKT 400L	Understanding and Conducting Business Experiments	3

\* Additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

## The Second Major in Financial Engineering

Financial engineering is a shared major between the McKelvey School of Engineering and Olin Business School. A second major in financial engineering is ideal for students who are interested in careers or graduate study in financial engineering, quantitative finance or related fields. This program covers courses in engineering, computer science and business. Students interested in this second major must have a

3.3 or higher grade point average; this includes the cumulative GPA, the Business GPA, and the Engineering GPA. The financial engineering major is offered to any undergraduate day division student as a second major option.

## Financial Engineering Requirements

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

- Background Requirements: 15 units

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

Engineering Professional Requirements (15 units)

- Engineering Professional Core Requirements: 6 units minimum

Code	Title	Units
ESE 415	Optimization	3
ESE 417	Introduction to Machine Learning and Pattern Classification	3
or CSE 417T	Introduction to Machine Learning	
ESE 4261	Statistical Methods for Data Analysis with Applications to Financial Engineering	3
ESE 427	Financial Mathematics <sup>1,2</sup>	3

- Engineering Electives:

Code	Title	Units
CSE 247	Data Structures and Algorithms	3
ESE 4031	Optimization for Engineered Planning, Decisions and Operations	3
ESE 513	Large-Scale Optimization for Data Science	3
ESE 520	Probability and Stochastic Processes	3

Olin Professional Requirements (15 units)

- Olin Professional Core Requirements: 9 units

Code	Title	Units
ACCT 2610	Principles of Financial Accounting	3
FIN 340	Capital Markets and Financial Management	3
FIN 441	Investments	3
<b>Total Units</b>		<b>9</b>

- Olin Electives: 6 units required

Code	Title	Units
FIN 450F	Financial Technology: Methods and Practice	3
FIN 451	Options, Futures and Derivative Securities <sup>1,2</sup>	3
FIN 452	Advanced Derivative Securities	3
FIN 500Q	Quantitative Risk Management	3
FIN 500R	Topics in Quantitative Finance	1.5
FIN 532B	Data Analysis for Investments	1.5
FIN 539	Mathematical Finance	1.5
FIN 552	Fixed Income Derivatives	1.5

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

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

## Minors for Non-BSBA Degree Candidates

### Regulations for Non-BSBA Minors

All non-BSBA students pursuing any business minor must do the following:

1. Declare their minor online through WebSTAC no later than the end of their junior year.
2. A minimum of a 2.0 average GPA in all business minor course work is required.
3. Satisfy all prerequisites. (It is preferred that prerequisites be completed at Washington University.) Additional prerequisites may be needed to remain enrolled in certain courses. Please check course listings to ensure all prerequisites are met.
4. Take all 15 units of required courses at Olin Business School. (Non-BSBA students may take one minor course through the overseas study abroad program for each minor.) Courses taken in the School of Continuing & Professional Studies or at another university do not satisfy the requirements for any of the five required minor courses.
5. Take all 15 units of required minor courses for grades (i.e., no pass/fail).

6. Minor prerequisites may be taken as pass/ fail. However, if a minor is switched to a second major or a BSBA degree, pass/fail courses cannot be used toward the second major.
7. 15 additional units are required to earn a second business minor. Students may not double count courses toward two Olin minors or an Olin second major and minor.

## Minor Options

Non-BSBA degree students are eligible to pursue a minor in one of the specific fields of business listed below:

### The Minor in Accounting

#### Prerequisites:

- Calculus II: Math 132 Calculus II
- Microeconomics: MEC 290 Microeconomics, Econ 1011 Introduction to Microeconomics, or Econ 4011 Intermediate Microeconomic Theory
- Statistics I: DAT 120 Managerial Statistics I, SDS 2200 Elementary Probability and Statistics, SDS 3200 Elementary to Intermediate Statistics and Data Analysis, ESE 326 Probability and Statistics for Engineering, Pol Sci 263 Data Science for Politics, or Pol Sci 363 (AP credit for SDS 2200 [formerly Math 2200] will fulfill this prerequisite)

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
ACCT 2610	Principles of Financial Accounting	3
ACCT 2620	Principles of Managerial Accounting	3
ACCT 3610	Intermediate Financial Accounting Theory I	3
<b>Total Units</b>		<b>9</b>

- Accounting Electives (at least 6 units required):

Code	Title	Units
ACCT 3620	Intermediate Financial Accounting II	3
ACCT 366E	Carbon Accounting	1.5
ACCT 400C	Not-For-Profit Accounting	1.5
ACCT 400M	Ethics I	1.5
ACCT 400N	Ethics II	1.5
ACCT 455	Accounting Policy and Research	3
ACCT 464	Auditing	3
ACCT 466	Financial Statement Analysis	3
ACCT 467	Taxation of Individuals	3
ACCT 4680	Advanced Financial Accounting Problems	3
ACCT 472E	Taxation of Business Entities	3
ACCT 475E	International Taxation	1.5

- \* Additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

### The Minor in Business Analytics

#### Prerequisites:

- Calculus II: Math 132 Calculus II
- Financial Accounting: ACCT 2610 Principles of Financial Accounting
- Microeconomics: MEC 290 Microeconomics, Econ 1011 Introduction to Microeconomics, or Econ 4011 Intermediate Microeconomic Theory (MEC 471 requires MEC 290 or Econ 4011)
- Statistics I: DAT 120 Managerial Statistics I, SDS 2200 Elementary Probability and Statistics, SDS 3200 Elementary to Intermediate Statistics and Data Analysis, ESE 326 Probability and Statistics for Engineering, Pol Sci 263 Data Science for Politics, or Pol Sci 363 (AP credit for SDS 2200 [formerly Math 2200] will fulfill this prerequisite)
- Statistics II: DAT 121 Managerial Statistics II, Econ 413 Introduction to Econometrics, Econ 413W Introduction to Econometrics with Writing, SDS 439 Linear Statistical Models, or SDS 493 Probability
- Modeling: DAT 220 Analytics and Modeling for Business Decisions

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
CSE 131	Introduction to Computer Science	3
DAT 301E	Data Analytics in Python	3
DAT 400A	Data Management Tools for Business Decisions	3
<b>Total Units</b>		<b>9</b>

- Business Analytics Group A Electives (at least 3 units required):

Code	Title	Units
FIN 470A	Research Methods in Finance *	3
MEC 471	Empirical Techniques for Industry Analysis *	3
MKT 400L	Understanding and Conducting Business Experiments	3

- Business Analytics Group B Electives:

Code	Title	Units
DAT 500S	Machine Learning Tools for Prediction of Business Outcomes *	3
FIN 450F	Financial Technology: Methods and Practice *	3
MGT 460I	Sports Business Analytics	3
MKT 378	Marketing Research *	3
MKT 500T	Customer Analytics Using Probability Models	3

OB 434E	Talent Analytics *	1.5
OB 435E	People Metrics *	1.5
SCOT 430E	Operations Fun: Data-Driven Optimization	3
SCOT 458	Operations Analytics *	3

\* Additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

## The Minor in the Business of the Arts

**Total units required:** 15 units

- Required Course:

Code	Title	Units
MGT 100	Individual in a Managerial Environment *	3
or MGT 200A	Business Fundamentals for Non-Business Students	
or MGT 380	Business Strategy	
<b>Total Units</b>		<b>3</b>

- Core (at least 3 units required):

Code	Title	Units
MEC 460O	Business of Arts (Formerly MGT 460O)	3
MGT 432E	Business Management of Arts Organizations	3

- Experiential Learning (at least 3 units required):

Code	Title	Units
INTL 323	Business of Art: The European Capitals of Culture	3
MGT 401P	CEL Practicum	3

- Business of Arts Electives:

Code	Title	Units
ART 223K	Business of Fashion	3
ART 324J	Fashion Promotion and Exhibition	3
E Lit 224	Publishing: History and Contexts	3
E Lit 486	The Business of Books	3
MEC 460	Economics of Entertainment **	3
MGT 421	Introduction to Entrepreneurship **	3
or MGT 460L	Introduction to Social Entrepreneurship	
MKT 370	Principles of Marketing	3
MKT 377	Consumer Behavior **	3
MKT 400E	Elements of Sales: Tools and Techniques **	3
MKT 481	Advertising and Promotions **	3
MKT 482	Brand Management **	3
OB 360	Organization Behavior Within the Firm	3

\* MGT 100 is recommended for students in their first-year or sophomore year. Juniors and seniors should take MGT 380. Please note that MGT 380 requires MEC 290 or ECON 4011 as a prerequisite.  
\*\* Additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

## The Minor in the Business of Entertainment

**Prerequisites:**

- Calculus II: Math 132 Calculus II
- Statistics I: DAT 120 Managerial Statistics I, SDS 2200 Elementary Probability and Statistics, SDS 3200 Elementary to Intermediate Statistics and Data Analysis, ESE 326 Probability and Statistics for Engineering, Pol Sci 263 Data Science for Politics, or Pol Sci 363 (AP credit for SDS 2200 [formerly Math 2200] will fulfill this prerequisite)

**Note:** Non-BSBA students must take a minimum of 12 units in Olin Business School to earn the business of entertainment minor.

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
MEC 290	Microeconomics	3
or Econ 4011	Intermediate Microeconomic Theory	
MEC 460	Economics of Entertainment	3
MKT 370	Principles of Marketing	3
<b>Total Units</b>		<b>9</b>

- Entertainment Group A Electives (at least 3 units required):

Code	Title	Units
AMCS 3490	Media Cultures	3
Film 220	Introduction to Film Studies	3
Film 225	Making Movies	3
Film 333	Making Movies II: Intermediate Narrative Filmmaking	3
Film 423	Histories of Media Convergence	3
MEC 310E	Business of Luxury Hospitality	3

- Entertainment Group B Electives (at least 3 units required):

Code	Title	Units
FIN 448	Advanced Financial Management *	3
MEC 471	Empirical Techniques for Industry Analysis *	3
MGT 301	Legal Environment of Business Management	3
MGT 432E	Business Management of Arts Organizations *	3
MKT 378	Marketing Research *	3
MKT 482	Brand Management *	3



\* Additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

## The Minor in the Business of Social Impact

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
MGT 100 or MGT 200A or MGT 380	Individual in a Managerial Environment * Business Fundamentals for Non-Business Students Business Strategy	3
MGT 460M	Business of Social Impact	1.5
OB 472	Defining Moments: Lessons in Leadership and Character from the Top (Formerly MGT 450V)	1.5
<b>Total Units</b>		<b>6</b>

- Business of Social Impact Group A Electives (at least 3 units required):

Code	Title	Units
EnSt 3060	Community Based Conservation: Madagascar Sustainability Initiative (formerly MGT 401M)	3
MGT 401S	Small Business Initiative **	3
MGT 401T	Taylor Community Consulting Project **	3

- Business of Social Impact Group B Electives (at least 3 units required):

Code	Title	Units
ACCT 366E	Carbon Accounting **	1.5
ACCT 400C	Not-For-Profit Accounting **	1.5
MGT 402	Ethical Issues in Managerial Decision Making **	1.5
MGT 450R	Business & Government: Understanding and Influencing the Regulatory Environment	3
MGT 460L	Introduction to Social Entrepreneurship	3

- Business of Social Impact Group C Electives (at least 3 units required):

Code	Title	Units
AMCS 280	Exploring Inequality: The Social and Structural Analysis of Modern American Life	3
ARCH 307X	Community Building	3
ARCH 490A	Explore & Contribute: Collaboration between Washington University & Henry Elementary School	3

EEPS 111	Introduction To Global Climate Change In the 21st Century	3
EEPS 202	Introduction to Earth, Environmental, and Planetary Science	3
EEPS 219	Energy and the Environment	3
EnSt 101	Earth's Future: Causes and Consequences of Global Climate Change	3
EnSt 252	Sustainability in Business	3
EnSt 310	Ecological Economics	3
EnSt 375	Urban Ecology	3
EnSt 405	Sustainability Exchange: Community and University Practicums	3
Pol Sci 2010	Introduction to Environmental Policy	3
Pol Sci 332B	Energy Politics	3
SOC 3410	Gender in Society	3
URST 299	The Study of Cities and Metropolitan America	

\* MGT 100 is recommended for students in their first-year or sophomore year. Juniors and seniors should take MGT 380. Please note that MGT 380 requires MEC 290 or ECON 4011 as a prerequisite.

\*\* Application or additional prerequisites are required to take this elective.

## The Minor in the Business of Sports

### Prerequisites:

- Calculus II: Math 132 Calculus II
- Microeconomics: MEC 290 Microeconomics or Econ 4011 Intermediate Microeconomic Theory
- Statistics I: DAT 120 Managerial Statistics I, SDS 2200 Elementary Probability and Statistics, SDS 3200 Elementary to Intermediate Statistics and Data Analysis, ESE 326 Probability and Statistics for Engineering, Pol Sci 263 Data Science for Politics, or Pol Sci 363
- Marketing: MKT 370 Principles of Marketing

**Total required units:** 15 units

- Required Courses: 6 units

Code	Title	Units
MGT 440	Sports Management	3
MGT 450G	The Business of Sports	3
<b>Total Units</b>		<b>6</b>

- Electives:

Code	Title	Units
DAT 500S	Machine Learning Tools for Prediction of Business Outcomes *	3
FIN 448	Advanced Financial Management *	3
MEC 460	Economics of Entertainment *	3
MEC 471	Empirical Techniques for Industry Analysis *	3



MGT 356E	Sports Entrepreneurship and Emerging Technologies	1.5
MGT 460I	Sports Business Analytics	3
MGT 460J	Legal Issues in Sports	1.5
MKT 378	Marketing Research *	3
MKT 400E	Elements of Sales: Tools and Techniques *	3
MKT 400M	Sports Marketing *	3
MKT 482	Brand Management *	3

\* Additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

## The Minor in Entrepreneurship

**Total units required:** 15 units

- General business requirement (3 units)

Code	Title	Units
MGT 100	Individual in a Managerial Environment	3
MGT 200A	Business Fundamentals for Non-Business Students	3
MGT 380	Business Strategy *	3

- Introduction course (3 units)

Code	Title	Units
MGT 106E	The Endgame for Entrepreneurship: Leveraging Capitalism for Good	3
or BEYOND 105	The Endgame of Entrepreneurship: Leveraging Capitalism for Good	
or Econ 105	The Endgame of Entrepreneurship: Leveraging Capitalism for Good	
or FYP 105B	Beyond Boundaries: Endgame of Entrepreneurship	
MGT 421	Introduction to Entrepreneurship	3
MGT 460L	Introduction to Social Entrepreneurship	3

- Advanced course (3 units)

Code	Title	Units
MGT 424	Business Planning for New Enterprises [The Hatchery]	3
MGT 477E	Launching and Scaling New Enterprises (The League)	3

- Electives (6 units)

Code	Title	Units
ART 223K	Business of Fashion	3
ACCT 2610	Principles of Financial Accounting	3
ACCT 400C	Not-For-Profit Accounting *	1.5
FIN 400L	Private Equity Methods *	1.5
FIN 400M	Private Equity Practice *	1.5
FIN 400W	Venture Capital Methods *	1.5

FIN 400X	Venture Capital Practice *	1.5
INTL 320	Business, Innovation, and Entrepreneurship in Israel *	
INTL 970	Entrepreneurship and Startups in Europe *	3
MEC 320	Olin Grand Rounds: The Business and Practice of Medicine	3
MEC 460	Economics of Entertainment *	3
MEC 460O	Business of Arts	3
MGT 200C	Venture Creation	3
MGT 301	Legal Environment of Business Management	3
MGT 356E	Sports Entrepreneurship and Emerging Technologies	1.5
MGT 401C	CEL Entrepreneurial Consulting Team *	3
MGT 445E	Entrepreneurship Through Acquisition *	1.5
MKT 400I	Creating & Launching Innovative New Products *	3
MKT 4095	Entrepreneurship Marketing Methods	1.5
MKT 431E	Marketing Metrics	1.5

\* Additional prerequisites or applications are required to take this elective. Consult Course Listings for the prerequisites.

## The Minor in Finance

### Prerequisites:

- Calculus II: Math 132 Calculus II
- Microeconomics: MEC 290 Microeconomics, Econ 1011 Introduction to Microeconomics, or Econ 4011 Intermediate Microeconomic Theory
- Statistics I: DAT 120 Managerial Statistics I, ESE 326 Probability and Statistics for Engineering, SDS 2200 Elementary Probability and Statistics, SDS 3200 Elementary to Intermediate Statistics and Data Analysis, Pol Sci 263 Data Science for Politics, or Pol Sci 363 Quantitative Political Methodology (AP credit for SDS 2200 [formerly Math 2200] will fulfill this prerequisite)
- Statistics II: DAT 121 Managerial Statistics II, Econ 413 Introduction to Econometrics, Econ 413W Introduction to Econometrics with Writing, SDS 439 Linear Statistical Models, or SDS 493 Probability
  - Engineering students who have taken ESE 326 and who are minoring in finance will not be required to take DAT 120 or DAT 121 as the prerequisite for finance courses.

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
ACCT 2610	Principles of Financial Accounting	3
FIN 340	Capital Markets and Financial Management	3
FIN 441	Investments	3
FIN 448	Advanced Financial Management	3
Plus a 3-credit Finance elective		3
<b>Total Units</b>		<b>15</b>

## The Minor in Health Care Management

### Prerequisites:

- Calculus II: Math 132 Calculus II
- Microeconomics: MEC 290 Microeconomics, Econ 1011 Introduction to Microeconomics, or Econ 4011 Intermediate Microeconomic Theory
- Statistics I: DAT 120 Managerial Statistics I, SDS 2200 Elementary Probability and Statistics, SDS 3200 Elementary to Intermediate Statistics and Data Analysis, ESE 326 Probability and Statistics for Engineering, Pol Sci 263 Data Science for Politics, or Pol Sci 363 (AP credit for SDS 2200 [formerly Math 2200] will fulfill this prerequisite)

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
MEC 320	Olin Grand Rounds: The Business and Practice of Medicine (formerly MGT 320)	3
MEC 321	Health Economics and Policy (formerly MGT 321)	3
MEC 322	Health Care Management (formerly MGT 322)	3
MEC 420	Research in Health Care Management (formerly MGT 420)	3
MGT 100	Individual in a Managerial Environment	3
<b>Total Units</b>		<b>15</b>

## The Minor in Managerial Economics

### Prerequisites:

- Calculus II: Math 132 Calculus II
- Statistics I: DAT 120 Managerial Statistics I, ESE 326 Probability and Statistics for Engineering, SDS 2200 Elementary Probability and Statistics, SDS 3200 Elementary to Intermediate Statistics and Data Analysis, Pol Sci 263 Data Science for Politics, or Pol Sci 363 Quantitative Political Methodology (AP credit for SDS 2200 [formerly Math 2200] will fulfill this prerequisite)
- Statistics II: DAT 121 Managerial Statistics II, Econ 413 Introduction to Econometrics, Econ 413W Introduction to Econometrics with Writing, SDS 439 Linear Statistical Models, or SDS 493 Probability

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
MEC 290	Microeconomics	3
MEC 370	Game Theory for Business	3
MEC 400K	Research Analysis in Industry	3
MEC 470	Industrial Economics	3
MEC 471	Empirical Techniques for Industry Analysis	3
<b>Total Units</b>		<b>15</b>

## The Minor in Marketing

### Prerequisites:

- Calculus I: Math 131 Calculus I
- Microeconomics: MEC 290 Microeconomics, Econ 1011 Introduction to Microeconomics, or Econ 4011 Intermediate Microeconomic Theory
- Statistics I: DAT 120 Managerial Statistics I, ESE 326 Probability and Statistics for Engineering, SDS 2200 Elementary Probability and Statistics, ESE 326 Probability and Statistics for Engineering, Pol Sci 263 Data Science for Politics, or Pol Sci 363 (AP credit for SDS 2200 [formerly Math 2200] will fulfill this prerequisite)

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
MKT 370	Principles of Marketing	3
MKT 470N or MKT 378	Applied Marketing Research Marketing Research	3
<b>Total Units</b>		<b>6</b>

- Electives (9 units required):

Code	Title	Units
MKT 377	Consumer Behavior	3
MKT 400E	Elements of Sales: Tools and Techniques	3
MKT 400G	Digital Marketing and Analytics	3
MKT 400I	Creating & Launching Innovative New Products	3
MKT 400L	Understanding and Conducting Business Experiments	3
MKT 400M	Sports Marketing	3
MKT 470E	Pricing Strategies	3
MKT 477 or MKT 477S	International Marketing International Marketing Sydney	3
MKT 480	Marketing Strategy **	3
MKT 481	Advertising and Promotions	3
MKT 482	Brand Management **	3

\* The prerequisites for MKT 378 are MKT 370, Math 132, DAT 120 and completion or concurrent enrollment in DAT 121.

\*\* Additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

## The Minor in Organization and Strategic Management

### Prerequisites:

- Calculus II: Math 132 Calculus II
- Microeconomics: MEC 290 Microeconomics, Econ 1011 Introduction to Microeconomics, or Econ 4011 Intermediate Microeconomic Theory
- Statistics I: DAT 120 Managerial Statistics I, ESE 326 Probability and Statistics for Engineering, SDS 2200 Elementary Probability and Statistics, ESE 326 Probability and Statistics for Engineering, Pol Sci 263 Data Science for Politics, or Pol Sci 363 (AP credit for SDS 2200 [formerly Math 2200] will fulfill this prerequisite)

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
MGT 100	Individual in a Managerial Environment	3
OB 360	Organization Behavior Within the Firm	3
OB 461	Negotiation	3
OB 462	Leadership in Organizations	3
<b>Total Units</b>		<b>12</b>

- Electives (at least 3 units required):

Code	Title	Units
MGT 201	Management Communication	4
OB 400C	Women in Leadership	1.5
OB 431E	Thinking Creatively and Leading Creative Teams	1.5
OB 434E	Talent Analytics *	1.5
OB 435E	People Metrics *	1.5
OB 468E	Mindfulness and Performance in the Workplace	1.5
OB 472	Defining Moments: Lessons in Leadership and Character from the Top (Formerly MGT 450V)	1.5

\* Additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

## The Minor in Strategy

### Prerequisites:

- Calculus II: Math 132 Calculus II
- Microeconomics: MEC 290 Microeconomics or Econ 4011 Intermediate Microeconomic Theory
- Statistics I: DAT 120 Managerial Statistics I, ESE 326 Probability and Statistics for Engineering, SDS 2200 Elementary Probability and Statistics, ESE 326 Probability and Statistics for Engineering, Pol Sci 263 Data Science for Politics, or Pol Sci 363 (AP credit for SDS 2200 [formerly Math 2200] will fulfill this prerequisite)

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
MGT 100	Individual in a Managerial Environment	3
MGT 380	Business Strategy	3
<b>Total Units</b>		<b>6</b>

- Electives (at least 9 units required):

Code	Title	Units
MEC 370	Game Theory for Business	3
MGT 402	Ethical Issues in Managerial Decision Making	1.5
MGT 421	Introduction to Entrepreneurship *	3
MGT 450R	Business & Government: Understanding and Influencing the Regulatory Environment	3
MGT 460H	Corporate and Global Strategy	3
MKT 480	Marketing Strategy *	3
OB 431E	Thinking Creatively and Leading Creative Teams *	1.5
OB 462	Leadership in Organizations *	3

\* Additional prerequisites are required to take this elective. Consult Course Listings for the prerequisites.

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

(Formerly Operations and Supply Chain Management)

### Prerequisites:

- Calculus II: Math 132 Calculus II
- Financial Accounting: ACCT 2610 Principles of Financial Accounting
- Microeconomics: MEC 290 Microeconomics, Econ 1011 Introduction to Microeconomics, or Econ 4011 Intermediate Microeconomic Theory
- Statistics I: DAT 120 Managerial Statistics I, ESE 326 Probability and Statistics for Engineering, SDS 2200 Elementary Probability and Statistics, ESE 326 Probability and Statistics for Engineering, Pol Sci 263 Data Science for Politics, or Pol Sci 363 (AP credit for SDS 2200 [formerly Math 2200] will fulfill this prerequisite)

**Total units required:** 15 units

- Required Courses:

Code	Title	Units
DAT 121	Managerial Statistics II	3
DAT 220	Analytics and Modeling for Business Decisions	3
SCOT 356	Operations and Manufacturing Management (formerly OSCM 356)	3
<b>Total Units</b>		<b>9</b>

- SCOT Electives (at least 6 units required):

Code	Title	Units
DAT 301E	Data Analytics in Python *	3
MKT 400L	Understanding and Conducting Business Experiments	3
SCOT 400D	Supply Chain Management	3
SCOT 430E	Operations Fun: Data-Driven Optimization	3
SCOT 458	Operations Analytics	3