

Second Major in Business for Non-BSBA Degree Students

Students pursuing a degree from one of the other undergraduate schools may choose to major in a field of business offered through the Olin Business School. All courses for your second major must be taken for a grade. A second major consists of a set of core courses and the specific courses for the major. Core requirements for all business majors are:

MGT 100*	MATH 127 or 131	MEC 290**
QBA 120***	MATH 128 or 132	MEC 292 or
QBA 121****	ACCT 2610 and ACCT 2620	ECON 104B

* Students must take MGT 100 or MGT 380 or MEC 380.

** Students must take either MEC 290 or ECON 401.

*** Approved substitutions for QBA 120 are Math 2200, Math 3200 and ESE 326.

**** Approved substitutions for QBA 121 are ECON 413 or Math 439.

In addition to the core requirements listed above, you must also complete all requirements for the specific major. You may select one of the following majors:

Accounting	Finance	Marketing
Economics & Strategy	Healthcare Management	Operations & Supply Chain Management
Entrepreneurship	International Business	Organization & Human Resources Management

You must complete specific requirements listed for the individual major. A minimum of 24 graded units toward the second major must be taken through the Olin School. Transfer students from another institution must take a minimum of 18 units at Olin. University College courses will not count toward this major. An overall 2.0 average must be achieved in course work taken as part of the business major. Declarations must be completed by the end of the junior year. If you are pursuing more than one business major, please note that you may not count one major course toward both majors, e.g., Marketing 477 cannot count toward both the International Business and Marketing majors.

As a general rule, the Olin School encourages students to take all of their business courses here at Washington University. Permission may be granted for a student to take a course at another institution. In order for consideration to be given, a syllabus from an AACSB accredited institution must be submitted for review to your business advisor. The review process usually takes about two weeks to complete. A student must earn at least a "C" grade in any transfer course.

Accounting

Core Requirements:

ACCT 3610 Intermediate Financial Accounting I

Electives: At least four courses from the following:

ACCT 3620 Intermediate Financial Accounting II
ACCT 363 Cost Analysis & Control
ACCT 464 Auditing
ACCT 466 Financial Statement Analysis
ACCT 467 Income Tax Accounting
ACCT 4680 Advanced Accounting Problems

Finance

Core Requirements:

FIN 340 Capital Markets & Financial Management
FIN 441 Investments
FIN 448 Advanced Financial Management

Electives: At least two courses from the following:

FIN 400G* Financial Markets & Instruments
FIN 420* International Finance & Economics
FIN 428 Investment Praxis
FIN 443 International Finance
FIN 447 Information, Intermediation & Financial Markets
FIN 449 Risk Management
FIN 451 Options, Futures & Derivative Securities
FIN 452 Advanced Derivative Securities

**Offered through the London International Internship Program.*

Marketing

Core Requirements:

MKT 370 Principles of Marketing
MKT 473 Market Research
MKT 480* Marketing Strategy

Electives: At least two courses from the following (with at least one course from Group A):

GROUP A

MKT 377 Consumer Behavior
MKT 470E Pricing
MKT 478 New Product Management

GROUP B

MKT 373 Retail Management
MKT 476 Advanced Retail Management
MKT 477 International Marketing
MKT 481 Integrated Marketing Communications

**Marketing 480 is taken spring semester of your senior year.*

Entrepreneurship

Core Requirements*:

FIN 340 Capital Markets & Financial Management
MGT 430 Introduction to Entrepreneurship
MGT 424 Business Planning for New Enterprises
MKT 370 Principles of Marketing

Electives: At least two courses from the following:

ACCT 466 Financial Statement Analysis
MEC 370 Game Theory for Business
MEC 380 Competitive Industry Analysis
MEC 470 Market Competition & Value Appropriation
MGT 201 or MGT 400U Management Communication**
MGT 301 Presenting Yourself in Business Communication
MGT 380 Legal Environment of Business
MKT 473 Business Strategy
OB 360 Market Research
OB 461 Organizational Behavior
OSCM 356 Negotiation
OSCM 453 Operations Management
ART 135C-136C Technology Management & Process Design
BE 201 Visual Communications — (any level)**
BIO 392 The Business of Biomedical Engineering
CE 450 Impact of Biotechnology
CS 104 New Product & Process Development
CS 131 Web Development
CS 123 Computer Science I
CS 152 Introduction to Software Concepts
CS 407A Internet Applications
ECON 335 Management Information Systems I
ECON 337 Money & Banking
ECON 428 Financial Intermediaries in the Market Economy
Entrepreneurial Finance
Capital Market Imperfections & Entrepreneurial Finance
EE 411A Patents & Other Ways to Protect Inventions
ME 204 Introduction to Manufacturing Processes

**Entrepreneurship majors are not required to take either ECON 104 or MEC 292.*

***Only one course can count toward this major.*

Economics And Strategy

Major Requirements:

FIN 340 Capital Markets & Financial Management
MEC 370* Game Theory
MEC 380 Competitive Industry Analysis
MEC 470 Market Competition & Value Appropriation
MEC 471 Empirical Techniques for Industry Analysis
MGT 380 Business Strategy
MGT 390 Economics of HRM

**ECON 467 can be substituted for MEC 370.*

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Organization and Human Resources

Major Requirements:

OB 360	Organizational Behavior within the Firm
MGT 390	Economics of Human Resource Management

Electives: At least nine units (at least six units from Group A):

GROUP A

HRM 320A	Managing People in Organizations
HRM 325	Personnel/Human Resources Management
MEC 380	Competitive Industry Analysis
MGT 380	Business Strategy
MGT 402*	Ethical Issues-Managerial Decision Making
MGT 513I*	Case Studies in Ethical Decision Making
OB 461	Negotiation
OB 462	Organizational Leadership

GROUP B

PSYCH 315	Introduction to Social Psychology
PSYCH 353	Psychology of Personality
PSYCH 361	Psychology of Learning
ECON 454I	Institutions of Production & Exchange
ECON 480	Labor Economics
ECON 485	Labor Mgt. Relations in Modern Economics

**MGT 402 & 513I are 1.5-credit courses. MGT 402 is also a prerequisite for MGT 513I.*

Operations and Supply Chain Management

Core Requirements:

OSCM 230	Management Science
OSCM 356	Operations Management

Electives: At least four courses from the following

(with at least two courses from Group A):

GROUP A

OSCM 453	Technology Management & Process Design
OSCM 458	Operations Planning & Control
OMM 558	Advanced Operations Strategy

GROUP B

ACCT 363	Cost Analysis & Control
MEC 380	Competitive Industry Analysis
MGT 380	Business Strategy
MKT 373	Retail Management
MKT 473	Marketing Research
OB 461	Negotiation

International Business

Major Requirements:

MEC 292*	Global Economy
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Electives: At least four courses from the following:

(with at least two courses from Group A):

GROUP A

FIN 400G or 420	International Finance & Economics**
FIN 443	International Finance
IIP 999	International Internship Program***
MGT 308	Introduction to International Business
MGT 400S or 418	International Business Environment***
MKT 477	International Marketing

**ECON 104B cannot be substituted for this requirement.*

***Offered only in the London International Internship Program (IIP).*

****Offered through Olin's IIPs in Koblenz, London and Paris.*

GROUP B

AFAS 370	Youth, Generation & Age in Africa
AMCS 3292	Modern South Asian Politics
ANECC 3912	Culture & Society of Modern Iran
ANTH 306B	Africa: Peoples & Cultures
ANTH 3092	Peoples & Movements in Latin America
ANTH 3093	Anthropology of Modern Latin America
ANTH 3313	Women & Islam
ANTH 3322	Brave New Crops
ANTH 361	Culture & Environment
ANTH 3874	International Public Health
ANTH 399	Rich Nations Poor Nations
ANTH 4041	Islam & Politics
ANTH 4361	Culture, Power & the State
ANTH 4500	Economic Development
ANTH 4883	Political Economy of Health
CHIN 3164	Chinese Foreign Relations Since the Opium War
CHIN 330	Chinese City in Global Context
CHIN 463	Legal & Business Chinese
ECON 333	Economics of European Union
ECON 371W	Institutions/Problems of Economic Development
ECON 376	International Economics
ECON 377	International Political Economy
ECON 423	Western Economic History
ECON 426	Economic Systems in Theory & Practice
ECON 435	Open Economy Macroeconomics
ECON 475	International Trade
ECON 4921	Japanese Political Economy
E ASIA 351	Warrior Culture of Japan
FILM 320	British Cinema
FILM 323	Cinema of Eastern Europe in Cold War
FILM 328	History of German Cinema
FILM 336	Cinema & Ireland
FILM 340	History of World Cinema

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FRENCH 301	French in France****	KOREAN 417	Third-Level Korean I
FRENCH 3012	Olin Internship Language Practicum****	KOREAN 418	Third-Level Korean II
FRENCH 310	Commercial French	KOREAN 437	Korean Literature & Culture
FRENCH 311C	French Culture	KOREAN 438	Contemporary Korean II
FRENCH 318	Grammar & Comp II	LATAM 3092	Indigenous People — Latin America
FRENCH 318D	Prep for Year Abroad	PSCI 3024	International Institutions
GERM 404	German Today	PSCI 3082	China & International Political Economy
GERM 408D	German Language of Business I	PSCI 3093	Politics of European Union
GERM 4911	Europe, An Imagined Community	PSCI 3103	Middle East Politics
HIST 3060	East Asia Since 1500	PSCI 3131	Russian Politics
HIST 315C	Middle East in Modern Times	PSCI 3141	Revolution & Protest in Latin America
HIST 3150	Middle East in the 20th Century	PSCI 316B	African-American Politics
HIST 3152	History of Iran from 1501-Present	PSCI 320B	Politics of Arab World
HIST 316C	Modern China	PSCI 321	Comparative European Politics
HIST 3164	Chinese Foreign Relations	PSCI 326B	Latin American Politics
HIST 3192	Modern South Asia	PSCI 327B	African Politics
HIST 320C	Japan Since 1868	PSCI 3280	Political Intolerance in World Politics
HIST 322C	Latin America — 20th Century	PSCI 3292	South Asian Politics
HIST 3252	History & Autobiography from Modern South Africa	PSCI 331	Political Economy in the European World
HIST 327C	Modern East Asia & Technology	PSCI 332B	Energy & Environmental Issues
HIST 3272	Economic Development of East Asia	PSCI 336	East Asian Economic Miracles
HIST 333	The Holocaust	PSCI 3361	China Under Reform & Revolution
HIST 335C	Jews in the Modern World	PSCI 340	Global War & Peace
HIST 3441	Introduction to European Studies	PSCI 3561	Topics in Politics
HIST 3450	Modern Germany	PSCI 357B	Gender & Politics in Global Perspective
HIST 349	Europe in the 20th Century 1914-45	PSCI 3680	Cold War, 1945-1991
HIST 3491	Europe in the 20th Century 1945-2000	PSCI 3690	Politics of International Trade
HIST 355	20th Century Britain	PSCI 372	Politics of International Finance
HIST 3552	Modern France Since 1870	PSCI 374	Contemporary American Foreign Policy
HIST 356	20th Century Russia	PSCI 3781	Israeli Politics
HIST 359	Modern European Women	PSCI 3782	Terrorism & Political Violence
HIST 3598	WWI — Making of Modern Europe	PSCI 4111	Afghanistan
HIST 3680	Cold War, 1945-1991	PSCI 4231	Contemporary Issues in Latin America
HIST 3741	U.S. Foreign Relations Since 1950	PSCI 4281	Comparative Political Parties
HIST 3872	History of Modern Britain	PSCI 4353	Political Economy of European Union
HIST 3879	Britain & Its Empire Since 1870	PSCI 4432	Politics of Post-Soviet Countries
HIST 3891	East Asia Since 1945	PSCI 4621	Politics & Theory of Games
HIST 38R8	Russian Revolution	PSCI 4730	Political Economies of Multinational Enterprises
HIST 3912	Culture & Society of Modern Iran	PSCI 4731	Global Political Economy
HIST 395C	African Modernity: 1800 — Civilization	PSCI 475	Terrorism & Guerrilla Warfare
HIST 397	Shi'ite Revival in Modern Middle East	PSCI 4761	Politics of International Finance
HIST 4932	Japanese Foreign Relations	PSCI 478	Law & International Politics
HIST 4973	Gender, Race & Culture in South Africa	PSCI 4791	Political Economy of Development
IAS 3260	Race, Class & Gender: Brazil	PSCI 4792	Globalization & National Politics
IAS 362	Introduction to Russian Civilization	SPAN 311	Hispanic Culture I
IAS 382	Migrations and Identities in 20th & 21st Centuries	SPAN 312	Hispanic Culture II
IS 336	China Under Revolution & Reform	SPAN 313	Chilean Contemporary Culture
IS 344	Introduction to European Studies	SPAN 322	Advanced Conversation in Spain
IS 350	Israeli Culture & Society	SPAN 351	Business Spanish
IS 417	African-Americans & South Africa	SPAN 426	Latin American Theater
JAPAN 445	Japanese Fiction in Postwar Period	WGS 306	Women & Family in Islam
JAPAN 466	Legal & Business Japanese	WGS 312	Globalization & Gender
JNE 3273	Introduction to Israeli Politics	WGS 3206	Global Gender Issues
JNE 4042	Competing Ideologies & Nationalisms		

****Offered through Olin's Paris Program.