

Olin Business School is pleased to offer a new Minor in Leadership for students in Arts & Sciences, Engineering, and the Sam Fox School. The new minor is a 15-credit hour, 5-course package.

Prerequisites:

1. Calculus II (Math 132) or Calculus II for the Life, Social and Managerial Science (Math 128) or the equivalent.
2. Elementary to Intermediate Statistics (Math 2200 or 3200) or Probability & Statistics for Engineers (ESE 326A) or Managerial Statistics I (QBA 120).
3. Introduction to Microeconomics (Econ 1011 formerly Econ 103B) or Microeconomics (MEC 290).

The five required courses are:

#1. Individual in a Managerial Environment (B53 100) - Management 100 provides an overview to understanding the role of business in society and the world, and about the individual as employee, customer, or manager of a business firm.

#2. Organization Behavior within the Firm (B66 360) - Focuses on behavior at the individual, group, and organizational levels to provide a broad picture of management in organizations and builds skills in team management, organization, and communication.

#3 Negotiation (B66 461) - Designed to improve a student's skills in analyzing and conducting negotiations in a variety of settings. Topics include two-party bargaining, multi-party bargaining, arbitration, and coalition formation.

#4. Leadership in Organizations (B66 462) - Focuses on primary leadership perspectives, self-assessment of strengths and weaknesses in relation to the abilities and skills that are predictive of leadership effectiveness and to enable students to articulate an effective strategic plan for individual leadership development.

Choose course #5 from the following:

- **Management Communication (B53 201)** - Focuses on improving communication skills by applying rhetorical principles to management communication and using critical thinking to analyze business scenarios and the audience who will hear or read the message.

Or

- **Managing People in Organizations (B56 320A)** - Application of managerial and behavioral concepts in organizational settings, emphasizing the integration of organizational behavior and the behavioral sciences with traditional and current concepts/practices of management.

Fulfilling the Business Minor:

Olin Business School offers academic minors for undergraduates in Arts & Sciences, Engineering, and the Sam Fox School. Effective August 1, 2010, Business Minors are required to:

- file a declaration to earn a Minor no later than the end of their sixth semester;
- satisfy all prerequisites;
- take all five required courses at Olin Business School. It is preferred that prerequisites be completed at Washington University. Courses taken in University College or at another university do not satisfy any of the five required courses;
- take all five required courses for grades, i.e., no Pass/Fail;
- achieve no less than a 2.0 GPA average in all Business Minor course work;
- receive permission from their academic advisor and the Olin Business School to declare a second Business Minor;
- in addition to the above, complete no less than 15 credits in Olin Business School. Courses may not be double-counted toward two business minors.