

SMALL BUSINESS MANAGEMENT

ENT 403	Social Entrepreneurship
Total Credit Hours	
21	

The small business management major is designed to offer students a broad range of knowledge and skills in order to prepare them to lead or contribute to a small or medium enterprise. Small businesses present unique opportunities and challenges, which students in this major will be equipped to navigate. In addition to learning about diverse business disciplines, students will be exposed to the fundamental processes of starting and managing a small business.

In addition to major requirements, students must complete the BBA Degree Requirements (http://catalog.umd.umich.edu/undergraduate/college-business/#BBA_Degree).

Small Business Management major (without a concentration)

Code	Title	Credit Hours
Required		
ACC 357 or ACC 358	Intermediate Financial Acct 2 Financial Reporting	3
BPS 441	Small Business Management	3
ENT 400	Entrepreneurial Thinking&Behav	3
HRM 305	Human Resource Policy/Admin	3
MKT 434	Sales Mgmt & Personal Selling	3
Select two courses from the following (must be from different disciplines):		6
FIN 411	Financial Planning	
ISM 382	Advanced Computer Applications	
LE 453	Business Law: Advanced Topics	
MKT 363	Digital Consumer Srch&Mktg	
MKT 382	Understanding Customers	
MKT 436	Business to Business Marketing	
OB 403	Negotiation and Conflict Mgt	
OM 460	Supply Chain Management	
Total Credit Hours		21

Small Business Management Major with a concentration in Entrepreneurship

Code	Title	Credit Hours
Required		
ACC 357 or ACC 358	Intermediate Financial Acct 2 Financial Reporting	3
BPS 441	Small Business Management	3
ENT 400	Entrepreneurial Thinking&Behav	3
HRM 305	Human Resource Policy/Admin	3
MKT 434	Sales Mgmt & Personal Selling	3
Select two courses from the following:		6
ENT 401	New Venture Planning	
ENT 402	Entrep, Corp Entrep & Society	