

Business majors must complete THREE (3) courses (12 units) of additional upper division business electives. Students who have transferred in with subject credit from a Community College for BUS 108 will be required to complete FOUR (4) courses (16 units) of upper division business electives. NOTE: Courses used for your concentration cannot be double counted as the additional upper division business electives.

UPPER-DIVISION BUSINESS ELECTIVES (12 units*): Minimum 2.0 GPA in Concentration Requirements

Choose **THREE** (3) additional upper-division business electives.

Course 1:	
Course 2:	
Course 3:	
Course 4*:	*Students with BUS 108 credit from a community college need 16 units (4 courses)

UCR UNIT VALUE	BUS/BUAS COURSES: NUMBER AND TITLE	PREREQUISITES
4	BUS 110 Data Mining and Visual Analytics	BUS 101
4	BUS 111 Services Marketing	BUS 103
4	BUS 112 Consumer Behavior	BUS 103
4	BUS 113 Marketing Institutions	BUS 103
4	BUS 114 Marketing In A Global Environment	BUS 103
4	BUS 115 Marketing Research	BUS 103
4	BUS 116 Pricing Strategy and Management	BUS 103
4	BUS 117 Advertising and Integrated Marketing Communications	BUS 103
4	BUS 118 Digital Marketing	BUS 103
4	BUS 119 Data-Driven Marketing	BUS 103
4	BUS 120 Global Strategy	BUS 109
4	BUS 121 Employee Benefits	BUS 107
4	BUS 123 Spreadsheet Modeling for Decision-Making	BUS 104/STAT 104
4	BUS 124A Business Analytics	STAT 008
4	BUS 124B Advanced Business Analytics	BUS 124A with a grade "C-" or better; STAT 008 or STAT 010; CS 008
4	BUS 125 Simulation for Business	BUS 104/STAT 104
4	BUS 126 Practical Business Forecasting	BUS 105
4	BUS 127/STAT 127 Introduction to Quality Improvements	STAT 008 or STAT 010
4	BUS 128 Project Planning and Control	BUS 104/STAT 104
4	BUS 129 Supply Chain Management	BUS 105
4	BUS 130 Supply Chain Modeling	BUS 104/STAT 104 or BUS 105
4	BUS 131 Fixed-Income Securities	BUS 133 or BUS 132 ; BUS 106 or ECON 134.
4	BUS 132 Foundations of Finance	BUS 020; ECON 101 or STAT 008; ECON 102 or ECON 103 or ECON 104A or ECON 105A

UCR UNIT VALUE	BUS/BUAS COURSES: NUMBER AND TITLE Continued	PREREQUISITES
4	BUS 133 Accelerated Foundations of Finance	BUS 020 with a grade of B or better; STAT 004 or STAT 008 or STAT 010 or ECON 101 with a grade of B or better; ECON 003 or ECON 003H with a grade of B or better; or a score of 3 or higher on the Advanced Placement exam in Statistics.
4	BUS 134 Corporate Finance	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134 with a grade of C- or better.
4	BUS 135 Corporate Financial Policy	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134 with a grade of C- or better.
4	BUS 136 Investments: Security Analysis and Portfolio Management	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134 with a grade of C- or better.
4	BUS 137 Investments: Derivatives Markets	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134 with a grade of C- or better.
4	BUS 138 International Finance	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134.
4	BUS 139 Real Estate Investments	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better; BUS 106 or ECON 134.
4	BUS 140 E Current Topics	BUS 106 with a grade of C- or better or Econ 134 or BUS 133
4	BUS 140 (E-Z) Current Topics in Finance	BUS 106 or Econ 134 or BUS 133
4	BUS 141 Trading Strategies	BUS 133 and BUS 136 or BUS 106 and BUS 132 and BUS 136/ECON 134
4	BUS 142 Banks and Risks of Financial Institutions	BUS 132 or BUS 133
4	BUS 143 Judgement and Decision Making	Restricted to class level of junior and senior
4	BUS 144 Negotiation Fundamentals	BUS 107
4	BUS 145 Designing and Leading Teams COURSE TITLE HAS CHANGED as of Fall 2020	BUS 107 ; COURSE TITLE CHANGE: Previously Conflict and Cooperation in Groups. Will not receive credit for course if already completed BUS 145 prior to fall 2020 under previous title.
4	BUS 146 Introduction to Entrepreneurship	Restricted to class level of junior and senior
4	BUS 147 Entrepreneurial Finance	BUS 133 with a grade of C- or better or BUS 132 with a grade of C- or better and BUS 106 or ECON 134 with a grade of C- or better.
4	BUS 148 Business Plan Development	BUS 107
4	BUS 149 Advanced Topics in Management and Decision-Making	BUS 107
4	BUS 150 Corporate Strategic Analysis in Multi-Business Firms	Co-requisite BUS 109
4	BUS 151 Brand Management	BUS 103
4	BUS 152 Sales Management	BUS 103
4	BUS 153 Labor Economics/ECON 153	ECON 102 or ECON 104A
4	BUS 154 Business Law	Upper-Division Standing
4	BUS 155 Managing Human Resources	BUS 107
4	BUS 156 Leadership Development	BUS 107
4	BUS 157 Managing Work Force Diversity	BUS 107
4	BUS 158/ANTH 105 Organizations as Cultural Systems	Upper-Division Standing
4	BUS 159 New Product Development	BUS 103
4	BUS 160/ECON 160 Industrial Organization	ECON 104B

UCR UNIT VALUE	BUS/BUAS COURSES: NUMBER AND TITLE Continued	PREREQUISITES
4	BUS 161 Forensic and Fraud Auditing	BUS 165B
4	BUS 162/ECON 162 Managerial Economics	ECON 102 or ECON 104A
4	BUS 163 Technology Entrepreneurship	BUS 101
4	BUS 164 Marketing Strategy	BUS 103
4	BUS 165A Intermediate Financial Accounting	BUS 021
4	BUS 165B Intermediate Financial Accounting	BUS 165A
4	BUS 165C Intermediate Financial Accounting	BUS 165B
4	BUS 166 Accounting Information Systems	BUS 101; BUS 108; or equivalent
4	BUS 167 Advanced Financial Accounting	BUS 165C (may be taken concurrently)
4	BUS 168A Individual Taxation	BUS 108; or equivalent
4	BUS 168B Federal Taxation for Corporations, Partnerships, Estates, and Trusts	BUS 168A
4	BUS 169A Auditing	BUS 165B (may be taken concurrently)
4	BUS 169B Quality Assurance in Auditing	BUS 169A
4	BUS 170 Financial Statement Valuation	BUS 165B (may be taken concurrently)
4	BUS 171 System Analysis and Design	BUS 101
4	BUS 172 Information Economics	BUS 103; ECON 003 or ECON 003H
4	BUS 173 Introduction to Databases for Management	BUS 101
4	BUS 174 Electronic Commerce	BUS 101
4	BUS 175 Business Data Communications	BUS 101
4	BUS 176 The Sociology of Work in Organizations/ SOC 176	SOC 001 or SOC 001H
4	BUS 177 Labor Relations	BUS 010
4	BUS 178 International Trade / ECON 178	ECON 102 or ECON 104A
4	BUS 179 Business Applications of Geographic Information Systems (GIS)	BUS 101
4	BUS 181 Business Modeling and Optimization	STAT 008 or STAT 010
1-5	BUS 199H Senior Honors Research	Senior Standing with a major in Business Administration; admission to University Honors or consent of instructor
4	BUAS 101 Fundamentals of Insurance	BUS 106 or Econ 134 or BUS 133

UCR UNIT VALUE	NON-BUS (Alternative) COURSES: NUMBER AND TITLE	PREREQUISITES
4	ECON 119 Law and Economics	ECON 003 or ECON 003H; or consent of instructor
4	ECON 123 American Economic History	ECON 002 or ECON 002H; ECON 003 or ECON 003H

UCR UNIT VALUE	NON-BUS (Alternative) COURSES: NUMBER AND TITLE Continued	PREREQUISITES
4	ECON 124 World Economic History	ECON 002 or ECON 002H; ECON 003 or ECON 003H
4	ECON 132 Public Economics	ECON 102 or ECON 104A
4	ECON 135 The Stock Market	ECON 002 or ECON 002H; ECON 003 or ECON 003H. ECON 103 or ECON 105A
4	ECON 146/URST 146 Urban Economics	ECON 002 or ECON 002H; ECON 003 or ECON 003H. ECON 103 or ECON 105A
4	ECON 171 International Finance	ECON 103 or ECON 105A
4	ECON 178/BUS 178 International Trade	ECON 102 or ECON 104A
4	POSC 116 Capitalism, Socialism, and Political Theory	upper division standing
5	POSC 116S Capitalism, Socialism, and Political Theory	upper division standing
4	POSC 123 Conflict Resolution	upper division standing
4	POSC 124 International Relations	POSC 020
5	POSC 124S International Relations	POSC 020
4	POSC 126 Politics of International Trade, Finance, and Development	POSC 020 or POSC 020H
5	POSC 126S Politics of International Trade, Finance, and Development	POSC 020 or POSC 020H
4	POSC 134 Political Economy of International Finance	upper division standing
5	POSC 134S Political Economy of International Finance	upper division standing
4	POSC 138 Labor and Globalization	upper division standing
5	POSC 138S Labor and Globalization	upper division standing
4	POSC 160 Globalization and Underdevelopment	upper division standing
5	POSC 160S Globalization and Underdevelopment	upper division standing
4	POSC 164 The Nation State and Capitalism	upper division standing
5	POSC 164S The Nation State and Capitalism	upper division standing
5	POSC 182 (F, G, E) Politics and Economic Policy E. Politics And Economic Policy: American Politics; F. Politics And Economic Policy: International Relations; G. Politics And Economic Policy: Strategy And Institutions.	restricted to class level standing of junior, or senior
5	POSC 186 Regulation: A Political Perspective	upper division standing
4	HISA 119 Modern U.S. Consumer Culture	restricted to class level standing of junior, or senior
4	HISA 123 American Economic History	ECON 002 or ECON 002H; ECON 003 or ECON 003H
4	HISA 124 Labor and Working Class History of U.S.	upper division standing
4	MCS 105 Global Communication	upper division standing
4	PHIL 116 Business Ethics	upper division standing
4	PSYC 142 Industrial/Organizational Psychology	PSYC 002
4	SOC 135 Conflict	SOC 001 or SOC 001H
5	SOC 135S Conflict	SOC 001 or SOC 001H