A. B. Freeman School of Business

Tulane University
A. B. Freeman School of Business
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freeman.tulane.edu/programs/bsm/majors.php
**GENERAL REQUIREMENTS FOR STUDENTS MATRICULATING IN ACADEMIC YEAR: 2017-2018**

**DEGREE:** BACHELOR OF SCIENCE MANAGEMENT  
**MAJOR:** MANAGEMENT

**TOTAL CREDITS: 122**

**MINIMUM CUMULATIVE GRADE POINT AVERAGE: 2.0**  
**MINIMUM MAJOR GRADE POINT AVERAGE: 2.0**

### Core Curriculum Requirements

<table>
<thead>
<tr>
<th>Area</th>
<th>Credits</th>
<th>To Be Selected From</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Year Writing</td>
<td>4</td>
<td>ENGL 1010 or Equivalent</td>
</tr>
<tr>
<td>TIDES – 1 course in fall semester</td>
<td>1-1.5</td>
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</tr>
<tr>
<td>Foreign Language – Competence at 1020-Level (1-2 courses depending on placement and language)</td>
<td>3-8</td>
<td>Arabic, Chinese, French, German, Greek, Hebrew, Italian, Japanese, Latin, Portuguese, Russian, or Spanish</td>
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<tr>
<td>Cultural Knowledge – 1 Humanities</td>
<td>6</td>
<td>Courses designated Humanities and Fine Arts</td>
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<tr>
<td>Cultural Knowledge – Social Science</td>
<td>6</td>
<td>ECON 1010 and 1020</td>
</tr>
<tr>
<td>Quantitative Reasoning</td>
<td>3-4</td>
<td>MATH 1210 or equivalent and MATH 1140 or MATH 1230</td>
</tr>
<tr>
<td>Scientific Inquiry – 1 Lab Science</td>
<td>7-8</td>
<td>Courses from departments Designated Science PSYC 1000, 1001</td>
</tr>
<tr>
<td>Public Service – 1st Tier</td>
<td>1000-3000-Level 3000-Level or above</td>
<td></td>
</tr>
<tr>
<td>Western Traditions</td>
<td>3</td>
<td>Refer to Undergraduate Core Curriculum Guide</td>
</tr>
<tr>
<td>Outside Western Traditions Or Comparative Cultures Intl. Perspectives</td>
<td>3</td>
<td>Refer to Undergraduate Core Curriculum Guide</td>
</tr>
</tbody>
</table>

#### Minor Requirements for Management: 9 credit hours

- MGMT 4120 – Corporate and Cooperative Strategy
- MGMT 4150 – Environment, Society, and Capitalism
- MGMT 4180 – Management of Technology and Innovation

**Note:** The Management Minor is only available to students who are in the A. B. Freeman School of Business.

### Major Requirements

**Required Non-Business Courses**

- MATH 1210 or equivalent
- MATH 1140 or MATH 1230
- ECON 1010
- ECON 1020
- PSYC 1000, 1001
- TIDES (TIDB recommended)
- TIDB Make-Up (LGST 4100 or MGMT 4150)

**BSM Core Requirements**

- ACCN 2010
- ACCN 3010
- FINE 3010
- LGST 3010
- MCOM 3010
- MGMT 3010
- MGSC 3010
- MKTG 3010
- MGMT 4010
- MGMT 4900 (Capstone)
- CDMA 1201

**Consulting Track:**

- MGMT 4120
- MGMT 4170
- MGMT 4180
- MGMT 4600

**Select TWO courses from:**

- MGMT 4110
- MGMT 4130
- MGMT 4140
- MGMT 4150
- MGMT 4160
- MGMT 4610
- FINE 4130

**Entrepreneurship Track:**

- MGMT 4150
- MGMT 4180
- MGMT 4610
- FINE 4130

**Select TWO courses from:**

- MGMT 4110
- MGMT 4120
- MGMT 4130
- MGMT 4140
- MGMT 4160
- MGMT 4170
- MGMT 4600

**Additional Recommended Electives:**

- MKTG 4100
- MKTG 4110
- MKTG 4220
- ACCN 3100

**Four Required Business Electives** – 12 credit hours

**Free Electives** – credit hours vary

**Study Abroad:** Paris, Madrid, Copenhagen

- The Degree Plan and other information provided in this booklet serve only as advising tools. Newcomb-Tulane College advisors will help advise you on the core-curriculum, decide on a major, and consult on any academic success issues.
- Your business coordinator will advise you on business major and minor requirements.
- Students with non-business majors will have more than one advisor and will need to consult with the appropriate advisor.
- Students with non-business minors are not assigned an advisor, but a faculty member in the department is designated to advise minors.
- Become familiar with your major! By declaring early, you have access to a major advisor, are able to enroll in “majors only” classes, and are included in list serves that allow you to receive information about events, internships, and other opportunities.
- Pre-med and Pre-law students should also consult with one of the Pre-Professional advisors.
GENERAL INFORMATION
• Management is a broad business degree that can lead to many career opportunities. Students should clearly define their career goals and seek related experience to reach those goals.
• Gaining relevant work experience through internships, practica, part-time jobs, or volunteer positions is critical.
• To maximize your employability, develop practical skills such as computer expertise, written and verbal communication, project management, etc.
• Participate in related co-curricular activities and obtain leadership positions to broaden skills. Many desirable skills can be developed through participation in and leadership of student organizations.
• Develop and utilize a personal network of contacts. Once in a position or industry, find a mentor.
• Consider earning an advanced degree (MBA, law, etc.) after gaining work experience to reach the highest level of business management.
• Learn to work well in a team and effectively with a wide variety of people.
• Strong communication skills, including public speaking and interpersonal, are important to achieving success in this field.
• Supplement your management coursework with courses that will assist you in your chosen area(s) of interest, such as accounting, marketing, computer science, statistics, finance, etc.

SKILLS
• High proficiency in written/oral communications
• Ability to think and write critically
• Ability to make critical observations/decisions
• Decision making skills
• Ability to identify problems and needs and develop solutions

• Ability to create action steps from ideas and concepts
• Excellent planning and organization skills
• Ability to apply information creatively to solve problems
• Ability to review, analyze and interpret data
• Critical thinking skills

<table>
<thead>
<tr>
<th>CAREER AREAS</th>
<th>EMPLOYERS</th>
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<tbody>
<tr>
<td>MANAGEMENT</td>
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<tr>
<td>Management</td>
<td>Banks and financial institutions</td>
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<tr>
<td>Assistant management</td>
<td>Restaurants</td>
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<tr>
<td></td>
<td>Service providers</td>
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<tr>
<td></td>
<td>Healthcare organizations</td>
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<tr>
<td></td>
<td>Nonprofit organizations</td>
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<tr>
<td></td>
<td>Self-employed</td>
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<tr>
<td>HUMAN RESOURCE MANAGEMENT</td>
<td>Large corporate entities</td>
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<tr>
<td>Recruiting/staffing</td>
<td>Service industry</td>
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<tr>
<td>Compensation</td>
<td>Hospitals and healthcare organizations</td>
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<tr>
<td>Benefits</td>
<td>Universities</td>
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<tr>
<td>Safety</td>
<td>Staffing agencies</td>
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<tr>
<td>Equal Employment Opportunity</td>
<td>Government</td>
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<td></td>
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<tr>
<td>OPERATIONS MANAGEMENT</td>
<td>Manufacturers</td>
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<td>Operations research analysis</td>
<td>Industrial organizations</td>
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<tr>
<td>Business strategy</td>
<td>Service organizations</td>
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<tr>
<td>Inventory control</td>
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<td>Production management</td>
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<tr>
<td>Quality assurance</td>
<td></td>
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<tr>
<td>Materials management</td>
<td></td>
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<tr>
<td>Purchasing/buying</td>
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</table>

If you think you might be interested in this major, but you are not absolutely sure, an exploratory advisor can help you explore major and career options, please go to: Explore.Tulane.edu

If you are interested in information about Law Professions, please go to: LawProfessions.Tulane.edu

If you are interested in information about Health Professions, please go to: HealthProfessions.Tulane.edu
### What Can I Do with a Major in Management

**BANKING**
- Commercial banking
- Consumer banking
- Credit analysis
- Lending
- Mortgage loans
- Branch management
- Operations
- Banks
- Credit unions
- Financial services institutions
- Federal Reserve banks

**INSURANCE**
- Claims
- Underwriting
- Risk management
- Sales
- Loss control
- Insurance firms
- Banks

**REAL ESTATE**
- Residential brokerage
- Commercial sales
- Appraisals
- Property management
- Real estate brokers
- Banks
- Appraisal firms
- Apartment and condominium complexes
- Developers

**PROFESSIONAL ORGANIZATIONS**
- American Management Association
  [www.amanet.org](http://www.amanet.org)
- American Society for Training and Development
  [www.astd.org](http://www.astd.org)
- International Association for Human Resource Information Management
  [www.ihrim.org](http://www.ihrim.org)
- Society for Human Resource Management
  [www.shrm.org](http://www.shrm.org)
- American Staffing Association
  [www.americanstaffing.net](http://www.americanstaffing.net)

**RELATED WEBSITES & ASSOCIATIONS**
- Information for HR Professionals
  [www.hr.arizona.edu/HRadmin/HRprofs/index.php](http://www.hr.arizona.edu/HRadmin/HRprofs/index.php)
- Occupational Outlook Handbook
  [http://stats.bls.gov/oco/ocos021.htm](http://stats.bls.gov/oco/ocos021.htm)
- HR World
  [www.hrworld.com](http://www.hrworld.com)

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Tulane University is committed to your academic success and provide several services to assist.

**For Jobs, internships, resume assistance, interviews, and self-assessments, please go to:**

[HIRE Tulane Grads](https://hire.tulane.edu)

[Success Tulane.edu](https://success.tulane.edu)

[advising.TULANE.edu](https://advising.tulane.edu)