



WILLIAM
PATERSON
UNIVERSITY

OFFICE OF THE DEAN
COTSAKOS COLLEGE OF BUSINESS
1600 VALLEY ROAD • P.O. BOX 920 • WAYNE, NEW JERSEY 07474-0920
973.720.2964 FAX 973.720.2809 • WWW.WPUNJ.EDU



Requirements for Minor in Business Administration

The Minor in Business Administration is only available to students who are *not* pursuing a B.S. degree in the Cotsakos College of Business. No more than 50 percent of courses can be transferred in. Students will be required to complete the following courses (total of 18 credits) with a minimum GPA of 2.0:

Section I: Required Courses

ACCT 2110 Financial Accounting
ECON 2020 Microeconomic Principles
FIN 3200 Corporate Finance *or* FINP 3600 Personal Financial Planning
MGT 2000 Principles of Management
MKT 2100 Principles of Marketing

Section II: Elective

Students must complete one course from the following list:

ACCT 2120 Managerial Accounting
ECON 2100 Business Statistics I
FIN 3200 Corporate Finance (if not chosen in Section I)
FIN 3500 Financial Markets and Institutions
FIN 4000 International Financial Management
FIN 4030 Capital Budgeting
FIN 4300 Advanced Managerial Finance
FINP 3600 Personal Financial Planning (if not chosen in Section I)
LAW 2010 Legal Environment of Business
LAW 2510 Business Law I: Contracts
MGT 3050 Management Information Systems
MGT 3060 Organizational Behavior
MGT 3080 Organizational Theory and Design
MGT 3090 International Management
MGT 3150 Human Resources Management
MGT 3200 Business Technology Applications
MGT 4500 Small Business Management
MKT 3140 Marketing Communication Strategy
MKT 3160 Global Marketing
MKT 3200 Consumer Behavior
MKT 3320 E-Marketing
MKT 3420 Retail Management
MKT 3510 Selling and Sales Management
MKT 4750 Supply Chain Management
RPS 2050 Professional Selling
RPS 2100 Negotiation