



GUIDE TO GRADUATION
Academic Year 2008-2009

B.S. in BUSINESS ADMINISTRATION

EARLY ENTRY LAW OPTION

www.ubalt.edu/prelaw

The Merrick School of Business is committed to providing the guidance and support you need to complete your program in a timely manner. This **Guide to Graduation** provides the in-depth information necessary to assist you in planning your undergraduate academic career. It contains a complete checklist of required courses and a suggested plan of study, as well as detailed course information, including course prerequisites and projected course offerings.

While this information will be helpful to you, you should also contact the Merrick Advising Center. They are here to assist you in planning your program plan of study and to answer any questions that you may have. Advisers are available during the day and the evening. Students in the online programs and who do not have access to the campus will be advised electronically. All new students should meet with an adviser prior to registering for their first semester to receive a personalized program plan of study.

Although your academic adviser will assist you in planning your program, it is ultimately your responsibility to complete the degree requirements and acquaint yourself with the University's academic policies.

Call to schedule your advising appointment today!

CONTACT INFO:

Merrick Advising Center

Business Center Room 142

Phone: 410.837.4944

- **For students with last names beginning with A through K:**

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B.S. in Business Administration Early Entry Law Option

Below is an example plan of study for the Early Entry Law Option of the B.S. in Business Administration program. This is meant to act as a guide, but it need not be followed in the same order for every student.

For qualified students, this option allows the first year of law school to fulfill the requirements of the last 30 credits of undergraduate study. It requires a **cumulative cross-institutional grade point average of 3.50 or better** as computed by the Law School Data Assembly Service and an **LSAT score of 153 or better**. Students should consult with their adviser each semester prior to registration.

FALL SEMESTER

SPRING SEMESTER

Freshmen

IDIS 101 Applied Learning & Study Skills
IDIS 110 Intro to Information Literacy
DVMA or MATH 111 College Algebra
Lower-Level General Education Requirement
Lower-Level General Education Requirement

CMAT 201 or 303 Oral Communications
WRIT 101 College Composition
Lower-Level General Education Requirement
Lower-Level General Education Requirement
Lower-Level General Education Requirement

Sophomore

ACCT 201 Intro to Financial Accounting
BULA 151 Business Law
ECON 200 Economic Way of Thinking
OPRE 201 Intro to Business Statistics
Lower-Level General Education Requirement

ACCT 202 Intro to Managerial Accounting
ECON 305 Managerial Economics
OPRE 330 Statistical Data Analysis
Gen Ed or Elective
Gen Ed or Elective

Junior - Take LSAT no later than February and apply to the UB School of Law by March 1.

INSS 300 Management Information Systems
MGMT 300 Human Resource Management
MGMT 339 Process & Operations Management
OPRE 315 Business Apps. Decision Science
WRIT 300 Advanced Expository Writing

IDIS 302 Ethical Issues in Business & Society
FIN 331 Financial Management
MGMT 301 Organizational Behavior
MGMT 302 Global Business Environment
MKTG 301 Marketing Management

Senior - Apply for spring graduation from the B.S. in Business Administration program.

This year will be fulfilled by the first-year of Law

Note: The provisions of this fact sheet are not to be regarded as a contract between the student and the University of Baltimore. The Merrick School reserves the right to change courses, schedules, calendars, and any other provisions or requirements. Students are responsible for the selection of courses, completion of degree requirements, and acquainting themselves with academic policies.

PREREQUISITE COURSES

Course	Course Title	Course Description	Prerequisite	Semesters Offered
ACCT 201	Introduction to Financial Accounting	A comprehensive study of basic financial accounting processes applicable to a service, merchandising and manufacturing business. An analysis of transactions, journalizing, posting, preparation of working papers and financial statements.		Fall and Spring semesters and occasionally in the Summer.
ACCT 202	Introduction to Managerial Accounting	An introductory study of managerial accounting processes including job order costing, process costing, cost-volume-profit analysis, standard costs, activity-based costing, cost analysis, budgeting and managerial decision making.	ACCT 201 or equivalent with a minimum grade of C	Fall and Spring semesters and occasionally in the Summer.
BULA 151	Business Law I	A basic study of the judicial system, contracts, agency, fraud, sale of personal property, warranties, transfer of title and legal remedies		Fall and Spring semesters and occasionally in the Summer.
CMAT 303	Oral Communication in Business	Extensive practice in presentational speaking, briefing techniques, the mechanics and dynamics of group meetings and the development of interviewing, critical listening and interpersonal communication skills. Laboratory fee required. Note: If students have already completed CMAT 201, they don't need to complete CMAT 303.		Fall and Spring semesters and occasionally in the Summer.
ECON 200	The Economic Way of Thinking	An economist sees the world in a unique way and is able to provide a different perspective on many issues. This course presents the "economic way of thinking" with an emphasis on being able to make effective decisions in a wide variety of economic and business situations. In addition, the "economic way of thinking" is used to understand the impact of business and government policies and actions on our daily lives.		Fall and Spring semesters and occasionally in the Summer.
MATH 111	College Algebra	Provides students with more advanced skills required for high-level applications of mathematics. Negative and rational exponents; functions, their properties and operations including inverse functions; linear, quadratic, polynomial, rational, absolute value, exponential and logarithmic functions are explored. Students develop graphical and algebraic skills and study applications of concepts.	Adequate placement test score or successful completion of DVMA 95	Fall and Spring semesters and occasionally in the Summer.
OPRE 201	Introduction to Business Statistics	An introductory course in descriptive and inferential statistical concepts and techniques used in business. The study of probability concepts includes discrete and continuous probability distributions. Topics in descriptive statistics explore measures of location and dispersion and the correlation coefficient. The study of inferential statistics includes sampling distributions of statistics, confidence interval estimation and an introduction to hypothesis testing.	Adequate placement test scores or successful completion of DVMA 95: Intermediate Algebra	Fall and Spring semesters and occasionally in the Summer.

BUSINESS CORE REQUIREMENTS

Course	Course Title	Course Description	Prerequisite	Semesters Offered
ECON 305	Managerial Economics	Managers and business professionals need the wide variety of tools provided by economic theory to deal with the many complex issues facing organizations in today's competitive global markets. This course focuses on the economic forces affecting the process of organizing economic activity. The primary tools of analysis are imperfect information, transaction costs and the voluntary pursuit of efficiency.	ECON 200 or 3 hours of micro- or macroeconomics	Fall and Spring semesters and occasionally in the Summer.
FIN 331	Financial Management	An overview and understanding of fundamental principles of financial decision making and their application to internal and external problem solving by the business enterprise. Topics include financial statement analysis and forecasting, time value of money and security valuation, corporate capital budgeting, cost of capital and capital structure. Thematic coverage encompasses the traditional, international and ethical dimensions of financial decision making.	ACCT 201 and ECON 200 or 3 hours of micro- or macroeconomics	Fall and Spring semesters and occasionally in the Summer.

BUSINESS CORE REQUIREMENTS (continued)

Course	Course Title	Course Description	Prerequisite	Semesters Offered
INSS 300	Management Information Systems	Provides a fundamental knowledge of information systems and technology (IS&T) issues from the perspective of business professionals. This includes information technology concepts and vocabulary, as well as insights into IS&T applications in business organizations. Topics include searching and extracting information to solve business problems; the role of organizational context in IS&T effectiveness; the economic, social, legal and ethical impacts of IS&T; the systems life cycle approach; and key technologies such as the Internet, networking and database management systems.		Fall and Spring semesters and occasionally in the Summer.
MGMT 300	Human Resource Management	An exploration of competence areas necessary for effectively dealing with people in the workplace. Emphasis is placed on practical application of knowledge gained in the areas of human resource planning, job analysis, selection, training, compensation and safety/health administration. An overview of labor management relations is provided. Course coverage includes diversity, ethics, communication and international considerations.		Fall and Spring semesters and occasionally in the Summer.
MGMT 301	Organizational Behavior	An analysis of individual behavior, interpersonal relationships in organizations, the nature of work, values and ethics, motivation and morale, teamwork, communications and group dynamics, leadership and supervision, and organizational theory and change. Course coverage includes significant research from the behavioral sciences and examples from the international perspective.		Fall and Spring semesters and occasionally in the Summer.
MGMT 302	Global Business Environment	Enhances students' abilities to operate successfully in today's multicultural, global environment. Students will gain a theoretical basis for understanding key aspects of the global business environment, as applied to small companies, multinational corporations, multilateral institutions and nongovernmental organizations. Students will explore the impact of globalization at home and abroad. Course modules aim to broaden students' understanding of similarities and differences among national political economies, legal systems and sociocultural environments including world religions, business ethics and social responsibility. Students will survey business functions as they are applied to expand and manage international operations.		Fall and Spring semesters.
MGMT 339	Process & Operations Management	Provides an overview of managing critical resources efficiently and effectively to create physical goods, services and information goods in manufacturing and service organizations. Topics include operations strategy, project management, forecasting, location and layout of facilities, capacity and process planning, upstream and downstream supply chains and the role of the Internet, operations and environment, matching supply and demand, scheduling, job design and quality management. Integrated throughout are considerations of ethics, information systems, people involved and the domestic and international environment.		Fall and Spring semesters.
MKTG 301	Marketing Management	A basic course in the contribution of marketing to the firm or organization that includes decision-making tools for integrating product, price, distribution, and communication decisions and processes into an organization competing in a global environment. Students also build skills in oral and written communication.		Fall and Spring semesters and occasionally in the Summer.
OPRE 315	Business Application of Decision Science	A study of managerial decision-making processes using a decision sciences approach. Topics include linear and integer models and decision analysis and their application in investment problems, media selection, market research, product mix, production planning, personnel scheduling and transportation design, among others. Special emphasis is on understanding the concepts and computer implementation and interpreting the results to write management reports.	MATH 111	Fall and Spring semesters and occasionally in the Summer.
OPRE 330	Statistical Data Analysis	A second course in the statistical analysis of data related to business activities with emphasis on applications in various functional areas including accounting, finance, management, marketing and operations management, among others. Topics include estimation, hypothesis testing, contingency tables and chi-square test, analysis of variance and covariance, simple and multiple regression analysis and correlation analysis. Computer implementation using Excel-based statistical data analysis or other relevant software and interpretation of results for business applications are emphasized.	OPRE 201 and INSS 100 or equivalent	Fall and Spring semesters and occasionally in the Summer.

IMPORTANT INFORMATION FOR EARLY ENTRY LAW STUDENTS

To Qualify for this Option, Students are Required to:

- Have a **cumulative cross-institutional grade point average of 3.50 or better** as computed by the Law School Data Assembly Service and an **LSAT score of 153 or better**.
- Complete the 90 undergraduate credits required for your B.S. in Business Administration degree.
- Complete 36 credits at UB, excluding AP, IB, DANES, CLEP or challenge examinations.
- Transfer students should have satisfied all lower-division general education and lower-division business requirements at entry into the program in order to be able to complete the required 36 credit hours in the junior year.
- The AACSB residency requirement states that students must complete 30 credits of upper-division core requirements at the Merrick School of Business. This includes all business core courses, with the exception of MGMT 475 Strategic Management.

UB Undergraduate Graduation Requirements:

- Earn a minimum of “C-“ in all required courses with the exception of non-Business electives.
- Earn a minimum grade of “C” in **WRIT 300 and IDIS 302**.
- Earn a minimum **cumulative GPA of 2.0**.
- Apply up to 60 credits of community college work or up to 90 credits of four-year college or university work toward degree requirements, unless an articulation agreement stipulates otherwise.
- **Placement testing** is required for MATH 111 *College Algebra* and WRIT 300 *Advanced Expository Writing*. For complete information visit the following Web site: <http://www.ubalt.edu/arc>.
- Be sure to apply for graduation from the B.S. in Business Administration program at the beginning of the spring semester of your first year of Law School. The deadline for the graduation application is stated in the University’s academic calendar.

Applying for Law School:

- Students are encouraged to apply to the UB School of Law before March 1; admission is for the fall semester only (note that the law school cannot make an admission decision until you have successfully completed 75 credits of undergraduate coursework).
- Students should take the LSAT no later than February of the calendar year in which you would like to enter law school.
- Please check the UB School of Law application; if you answer yes to any section of question 28, you are not eligible for early entry.
- Law school admission may be into the full-time day program or the part-time day program, as determined by the School of Law.
- The Law School reserves the right to increase the GPA and the LSAT required on an annual basis.



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