## University Core and Graduation Requirements

### University Core Requirements:

<table>
<thead>
<tr>
<th>Requirements</th>
<th>#Classes</th>
<th>Hours</th>
<th>Classes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Religion Cornerstones</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Teachings and Doctrine of The Book of Mormon</td>
<td>1</td>
<td>2.0</td>
<td>REL A 275</td>
</tr>
<tr>
<td>Jesus Christ and the Everlasting Gospel</td>
<td>1</td>
<td>2.0</td>
<td>REL A 250</td>
</tr>
<tr>
<td>Foundations of the Restoration</td>
<td>1</td>
<td>2.0</td>
<td>REL C 225</td>
</tr>
<tr>
<td>The Eternal Family</td>
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<td>2.0</td>
<td>REL C 200</td>
</tr>
<tr>
<td><strong>The Individual and Society</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>American Heritage</td>
<td>1-2</td>
<td>3-6.0</td>
<td>from approved list</td>
</tr>
<tr>
<td>Global and Cultural Awareness</td>
<td>1</td>
<td>3.0</td>
<td>from approved list</td>
</tr>
<tr>
<td><strong>Skills</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>First Year Writing</td>
<td>1</td>
<td>3.0</td>
<td>from approved list</td>
</tr>
<tr>
<td>Advanced Written and Oral Communications</td>
<td>1</td>
<td>3.0</td>
<td>M COM 320*</td>
</tr>
<tr>
<td>Quantitative Reasoning</td>
<td>1</td>
<td>3-4.0</td>
<td>from approved list</td>
</tr>
<tr>
<td>Languages of Learning (Math or Language)</td>
<td>1</td>
<td>3.0</td>
<td>STAT 121* or MATH 118*</td>
</tr>
<tr>
<td><strong>Arts, Letters, and Sciences</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Civilization 1</td>
<td>1</td>
<td>3.0</td>
<td>from approved list</td>
</tr>
<tr>
<td>Civilization 2</td>
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<td>3.0</td>
<td>from approved list</td>
</tr>
<tr>
<td>Arts</td>
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<td>3.0</td>
<td>from approved list</td>
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<tr>
<td>Letters</td>
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<td>from approved list</td>
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<tr>
<td>Biological Science</td>
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<td>Physical Science</td>
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<td>3.0</td>
<td>from approved list</td>
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<tr>
<td>Social Science</td>
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<td>3.0</td>
<td>ECON 110</td>
</tr>
<tr>
<td><strong>Core Enrichment: Electives</strong></td>
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<tr>
<td>Religion Electives</td>
<td>3-4</td>
<td>6.0</td>
<td>from approved list</td>
</tr>
<tr>
<td>Open Electives</td>
<td>Variable</td>
<td>Variable</td>
<td>personal choice</td>
</tr>
</tbody>
</table>

### Graduation Requirements:

- Minimum residence hours required: 30.0
- Minimum hours needed to graduate: 120.0

## Suggested Sequence of Courses

### FRESHMAN YEAR

<table>
<thead>
<tr>
<th>1st Semester</th>
<th>2nd Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>First-year Writing or A HTG 100</td>
<td>A HTG 100 or First-year Writing</td>
</tr>
<tr>
<td>BUS M 170</td>
<td>STAT 121</td>
</tr>
<tr>
<td>IS 110</td>
<td>ACC 200</td>
</tr>
<tr>
<td>MATH 110, if needed (FWSpSu)</td>
<td>MATH 116</td>
</tr>
<tr>
<td>Religion Cornerstone course</td>
<td>Religion Cornerstone course</td>
</tr>
<tr>
<td>General Electives</td>
<td>General Electives</td>
</tr>
<tr>
<td><strong>Total Hours</strong></td>
<td><strong>Total Hours</strong></td>
</tr>
<tr>
<td>15.0</td>
<td>15.0</td>
</tr>
</tbody>
</table>

### SOPHOMORE YEAR

<table>
<thead>
<tr>
<th>3rd Semester</th>
<th>4th Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>A HTG 100 or First-year Writing</td>
<td>MATH 118</td>
</tr>
<tr>
<td>BUS M 241 (FWSpSu)</td>
<td>MATH 201 (FWSpSu)</td>
</tr>
<tr>
<td>BUS M 361</td>
<td>M COM 320</td>
</tr>
<tr>
<td>Religion Cornerstone course</td>
<td>Religion Cornerstone course</td>
</tr>
<tr>
<td>General Education courses, university requirements, and/or general electives</td>
<td>General Education courses, and/or university requirements</td>
</tr>
<tr>
<td><strong>Total Hours</strong></td>
<td><strong>Total Hours</strong></td>
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<tr>
<td>15.0</td>
<td>15.0</td>
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</tbody>
</table>

### JUNIOR YEAR

<table>
<thead>
<tr>
<th>5th Semester</th>
<th>6th Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS M 312</td>
<td>BUS M 277</td>
</tr>
<tr>
<td>BUS M 326</td>
<td>BUS M 313</td>
</tr>
<tr>
<td>BUS M 390</td>
<td>BUS M 361</td>
</tr>
<tr>
<td>BUS M 470</td>
<td>BUS M 471</td>
</tr>
<tr>
<td>Religion Elective</td>
<td>Religion Elective</td>
</tr>
<tr>
<td><strong>Total Hours</strong></td>
<td><strong>Total Hours</strong></td>
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<tr>
<td>15.0</td>
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</tbody>
</table>

### SENIOR YEAR

<table>
<thead>
<tr>
<th>7th Semester</th>
<th>8th Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>Entrepreneurship Elective</td>
<td>Marriott School Elective</td>
</tr>
<tr>
<td>Entrepreneurship Elective</td>
<td>Entrepreneurship Elective</td>
</tr>
<tr>
<td>Religion Elective</td>
<td>Religion Elective</td>
</tr>
<tr>
<td>General Education courses</td>
<td>General electives</td>
</tr>
<tr>
<td>General Elective</td>
<td><strong>Total Hours</strong></td>
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<tr>
<td><strong>Total Hours</strong></td>
<td>15.0</td>
</tr>
<tr>
<td></td>
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</tr>
</tbody>
</table>

*Most applicants apply to the Marriott School the summer before their junior year.*

- **Deadline to apply for Fall is the last working day of June by 4:30 p.m.** Each program starts at the beginning of a new academic year.

**Note:** The sequence of courses suggested may not fit the circumstances of every student. Students should contact their advisement center for help in outlining an efficient schedule.

**Note:** Students are encouraged to complete an average of 15–16 credit hours each semester or 30–32 credit hours each year, which could include spring and/or summer terms. Taking fewer credits substantially increases the cost and the number of semesters to graduate.
BS in Entrepreneurial Management (326420)
2017-2018 Program Requirements (63 - 66 Credit Hours)

REQUIREMENT 1 Complete 1 option
PREREQUISITES:

OPTION 1.1 Complete 4 courses
ACC 200 - Principles of Accounting
BUS M 241 - Marketing Management
ECON 110 - Economic Principles and Problems
BUS M 201 - Principles of Finance

OPTION 1.2 Complete 2 options
BUS M 375 - Social Innovation: Do Good Better
BUS M 430 - Introduction to International Business
BUS M 431 - International Marketing
BUS M 450 - Global Business Negotiations
BUS M 454 - Professional Selling and Sales Management
BUS M 455 - Retailing Management
BUS M 457 - Internet Marketing of Products and Services
BUS M 459 - Marketing Strategy
BUS M 461 - Operations Analytics
BUS M 462 - Customer Relationship Management
BUS M 469 - Global Supply Chain Strategy
BUS M 472 - Entrepreneurial Marketing
BUS M 474 - Managing New Ventures and Family Business
BUS M 475 - Financing New Ventures
BUS M 476 - New Venture LaunchPad
BUS M 478A - Innovation Practicum
BUS M 478B - Advanced Innovation Practicum
BUS M 498 - Strategy and Organization
FIN 425 - Private Equity and Venture Capital

REQUIREMENT 2 Complete 2 courses

REQUIREMENT 3 Complete 5 courses

COMPLETE THE FOLLOWING REQUIRED COURSES BEFORE THE MANAGEMENT CORE:

IS 110 - Spreadsheet Skills and Business Analysis
IS 201 - Introduction to Management Information Systems
MATH 118 - Finite Mathematics
STAT 121 - Principles of Statistics

REQUIREMENT 4 Complete 1 course
BUS M 371R - Entrepreneurship Lecture Series
BUS M 382 - Technology Entrepreneurship Lecture Series

REQUIREMENT 5 Complete 2 options

OPTION 5.1 Complete 7 courses
BUS M 277 - Legal Issues in Entrepreneurship
BUS M 312 - Innovation Bootcamp
BUS M 313 - (BUS M-TECH) Startup Bootcamp
BUS M 326 - Career Development and Student Mentoring
BUS M 470 - Entrepreneurial Innovation
BUS M 471 - Creating New Ventures
BUS M 478 - Strategy and Economics

OPTION 5.2 Complete 3 courses
BUS M 454 - Professional Selling and Sales Management
BUS M 457 - Internet Marketing of Products and Services
BUS M 462 - Customer Relationship Management
BUS M 472 - Entrepreneurial Marketing
BUS M 474 - Managing New Ventures and Family Business
BUS M 475 - Financing New Ventures
BUS M 476 - New Venture LaunchPad
BUS M 478A - Innovation Practicum

REQUIREMENT 6 Complete 4 courses
BUS M 200 - Introduction to Global Supply Chain Management
BUS M 300 - Introduction to Operations Management
BUS M 390 - Ethics for Management
ORG B 321 - Organizational Effectiveness

REQUIREMENT 7 Complete 1 course

COMPLETE ONE ADDITIONAL 3.0 CREDIT HOUR MARIOTT SCHOOL COURSE.

COURSES USED TO FULFILL REQUIREMENT 5 CANNOT BE USED TO FILL THIS REQUIREMENT.

ACC 310 - Principles of Accounting 2
BUS M 375 - Social Innovation: Do Good Better
BUS M 430 - Introduction to International Business
BUS M 431 - International Marketing
BUS M 450 - Global Business Negotiations
BUS M 454 - Professional Selling and Sales Management
BUS M 455 - Retailing Management
BUS M 457 - Internet Marketing of Products and Services
BUS M 459 - Marketing Strategy
BUS M 461 - Operations Analytics
BUS M 462 - Customer Relationship Management
BUS M 469 - Global Supply Chain Strategy
BUS M 472 - Entrepreneurial Marketing
BUS M 474 - Managing New Ventures and Family Business
BUS M 475 - Financing New Ventures
BUS M 476 - New Venture LaunchPad
BUS M 478A - Innovation Practicum
BUS M 478B - Advanced Innovation Practicum
BUS M 488 - Agribusiness Management 1
BUS M 489 - Agribusiness Management 2
BUS M 491R - Social Innovation Projects
BUS M 494R - On-Campus Experiential Projects
BUS M 498 - Strategy and Organization
FIN 412 - Investments Academy
FIN 418 - Financial Planning
FIN 425 - Private Equity and Venture Capital
IS 303 - Introduction to Computer Programming
IS 515 - Spreadsheets for Business Analysis
IS 520 - Business Programming and Spreadsheet Automation
ORG B 327 - Human Resource Management
ORG B 330 - Organizational Development and Change
ORG B 347 - Managerial Leadership Development

REQUIREMENT 8 Complete Marriott School exit survey online.

THE DISCIPLINE

Entrepreneurs seek to make the world a better place by discovering problems and innovating to solve those problems. These problems are typically found in conditions of high uncertainty, requiring insight into sources of uncertainty and applying principles of search and testing to validate a solution. Solving customer problems encourages entrepreneurs to create new venture to capture market value. Entrepreneurship teaches students to innovate, how to start new ventures and make them profitable.

CAREER OPPORTUNITIES

Students that graduate from the Entrepreneurship emphasis acquire tools to enable them to start their own business, work for a new venture, or work in an established company.

GENERAL INFORMATION

Students are encouraged to apply to the Marriott School of Management during their junior year, as soon as they have completed the prerequisite courses.

Marriott School majors are limited-enrollment programs and the application process is competitive. For assistance in preparing for the application process, it is highly recommended that students visit the Marriott School Advisement Center.

APPLICATION INFORMATION

All new students entering the Marriott School commence their study at the beginning of fall semester. Admission into the Marriott School is based on consideration of the following:
- Prerequisite GPA
- 500 word essay

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- Prerequisite GPA
- 500 word essay
BS in Entrepreneurial Management (326420)
2017-2018

• Resume
• A review of the overall academic record Prerequisite courses must be completed before the application deadline. Any application with a prerequisite GPA below a 3.0 will not be considered. When prerequisite GPA is calculated, repeated or transferred courses will be discounted.

Visit the Marriott School Advisement Center for more information.

TRANSFER INFORMATION
Transfer equivalencies for the following courses will not be considered: Fin 201, IS 201, M Com 320.

MAP DISCLAIMER
While every reasonable effort is made to ensure accuracy, there are some student populations that could have exceptions to listed requirements. Please refer to the university catalog and your college advisement center/department for complete guidelines.

ADVICEMENT CENTER INFORMATION
Marriott School of Business Advisement Center
Brigham Young University
460 Tanner Building
Provo, UT 84602
(801) 422-4285
management@byu.edu