

CBE Prerequisite Checking Guide - Fall 2022

Use this guide to ensure you meet the requirements for upper-level and "Majors Only" CBE courses BEFORE registering.

If you will not have at least 60 units at the end of this semester, read No. 3 Verify Class Rank BEFORE attempting to enroll in courses requiring JUNIOR class rank.

Prepare Now for Registration!

1. Verify Your Course Prerequisites

Check your "Academic Requirements" report to make sure you have completed the prerequisite(s) for the course(s) in which you intend to enroll. Each prerequisite must match exactly or you won't be able to register for the class.

If you transferred in a prerequisite: Your transcript should show the TU equivalent as the prerequisite. If your transcript does not show a TU equivalency for a transferred prerequisite course, you need to submit a "Petition for Acceptance of Transfer Credits for CBE Major/Minor" form to CBE Student Academic & Career Services.

If you are currently enrolled in a prerequisite: You are allowed to register on the condition that you complete the prerequisite with a "C" or higher grade. If you do not pass the prerequisite course, you must drop the class requiring this prerequisite or you will be **disenrolled**. **Repeat the prerequisite course next term.**

Your current major is printed on your "Academic Requirements" report or your unofficial transcript. If the course prerequisite states ACCT, BUAD, EBUS, that means you need to be admitted into the screened major before you can register for the course, as it is considered "Majors Only". Admission to ACCT, BUAD & EBUS major will be processed after grades are posted in a term. Students may register for "majors only" courses after admission to the major has been processed by the Registrar's office (expected times are: Mid-January; late-January; early June; & approx. 3 weeks after summer sessions.)

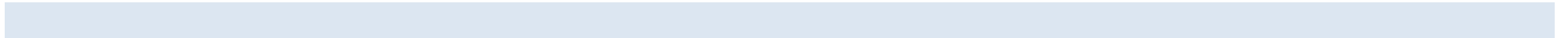
Check your unofficial transcript for your total credits, to evaluate your class rank.

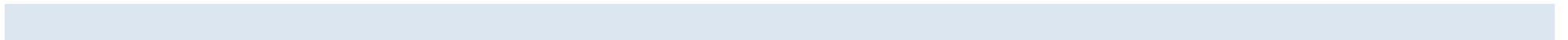
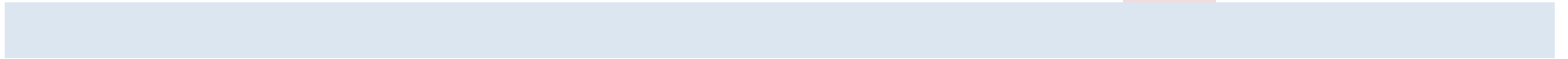
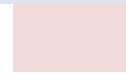
Class Rank	Total Credits
Freshman	0 - 29
Sophomore	30 - 59
Junior	60 - 89
Senior	90 +

Department	Major/Concentration/Track	Minors/Certificates	Course	Room	Phone	
Finance					(410) 704-2465	finbusxenroll@towson.edu
& Technology Management	Business Systems and Processes (BSAP), Business Analytics (BUAN) track, and Project Management (PMBA) concentration.	Business Analytics (BUAN)	EBTM	ST 301	(410) 704-2783	batm@towson.edu (410) 704-2934
	Economics (ECON) Major, Economics Track					
	Management (MNGT), International Business (INBU), Human Resource Management (HRM), Entrepreneurship (ENTR)					
Student Academic & Career Services	None	Business Administration	None	ST 302	(410) 704-3496	cbeadvising@towson.edu

KEY: From last catalog 2021/22

	New course
	Updated prerequisite or title





Entrepreneurship (ENTR)

ST 302

(410) 704-3496

Course #	Course Title	Course Prerequisite(s) - Completed with a grade of "C" or higher or currently enrolled in	Majors	Minors/ Certificates	Class Rank	Typically Offered
ENTR 110	Creativity and Idea Development		BUAD	ENTR Minor & ENTR Certificate		Fall & Spring
ENTR 215	Start-up Basics for Non-Business Majors			ENTR Minor & ENTR Certificate		Fall & Spring
ENTR 305	Design Thinking for Innovative Problem Solving		BUAD	ENTR Minor & ENTR Certificate	Junior, Senior	Fall & Spring
ENTR 310	Will Your Business Work?		BUAD	ENTR Minor & ENTR Certificate	Junior, Senior	Fall & Spring
ENTR 345	Entrepreneurship & Society		BUAD <i>(PBUA students completing final requirements for admission to the major.)</i>	ENTR	Junior	Fall
ENTR 355	Entrepreneurship Foundations & Pathways			ENTR		Fall & Spring
ENTR 380	Social Entrepreneurship		2 BDC q7.44 415.56 743.4 23.16p			

Financial Planning (FPLN)			ST 314		(410) 704-2465		
Course #	Course Title	Course Prerequisite(s) - Completed with a grade of "C" or higher or currently enrolled in	Majors	Minors/ Certificates	Class Rank	Core	Typically Offered
FPLN 341	Fundamentals of Financial Planning	ACCT 201 & ACCT 202 & ECON 201 & ECON 202	ACCT, PACT , BUAD, EBUS, ECON		Junior, Senior		Fall & Spring
FPLN 441	Retirement Planning and Employee Benefits	FPLN 341	ACCT, PACT , BUAD, EBUS, ECON		Junior, Senior		Yearly - Fall
FPLN 443	Estate Planning	FPLN 341	ACCT, PACT , BUAD, EBUS, ECON		Junior, Senior		Yearly - Fall
FPLN 450	Capstone in Financial Planning	FPLN 341 & FPLN 441 & FPLN 443 & FIN 333 & ACCT 361	ACCT, BUAD, ECON		Senior		Yearly - Spring
Legal Studies (CBEI)			ST 123		(410) 704-3357		
LEGL 225	Legal Environment of Business					Core 11	All
LEGL 226	Business Law	LEGL 225					Fall & Spring
LEGL 328	Cyber Law: The Law of the Internet		ACCT, PACT , BUAD, EBUS, PEBU , CIS, COSC (PBUA students completing final requirements for admission to the major.)	LEGL	Junior		Fall & Spring
LEGL 335	Employment Law	LEGL 225	BUAD	LEGL	Junior, Senior		Fall
LEGL 407	Real Estate Law	LEGL 225	ACCT, BUAD, ECON, EBUS	LEGL	Junior, Senior		Spring
LEGL 413	Law for Entrepreneurs	LEGL 225 & LEGL 226 & Core 9	ACCT, BUAD, ECON, EBUS	LEGL	Junior, Senior		Spring
LEGL 427	Legal ResID 357 BDC BT0.6 (s)-3 (I5.16 385.EMC /P AM7)TJEMC ET/P AMClO, 8MCID 372 Tm(326 B /MCI)-13.1 (o)3gDC BT-aEMC /P AMClD A0.6 (r8271B /MCI)BT-.6 (w)TJETE07 Tw 6.-38(D,a.72 -0 0 6.72)-9.3 (s)TJETEMC /P						

List of Prerequisites for College of Business and Economics Courses

Management (MNGT)

ST 302

(410) 704-3496

Course #	Course Title	Course Prerequisite(s) - Completed with a grade of "C" or higher or currently enrolled in	Majors	Minors/ Certificates	Class Rank	Core	Typically Offered
MNGT 361	Leadership & Management				Sophomore		Fall, Spring & Summer
MNGT 375	International Business: Theory & Practice		ACCT, BUAD, PBUA , EBUS, PEBU , ECON, INST		Junior, Senior		Fall, Spring & Summer
MNGT 381	Human Resource Management	MNGT 361/T61	ACCT, BUAD, EBUS (<i>PACT, PBUA, PEBU students completing final requirements for admission to the major.</i>)	MUSE	Junior, Senior		Fall & Spring
MNGT 391	Developing Management & Team Building Skills	MNGT 361/T61 (not open to student who completed MNGT 415)	BUAD (<i>PBUA students completing final requirements for admission to the major.</i>)		Junior, Senior		Fall & Spring
MNGT 395	Management of Organizational Behavior	MNGT 361/T61 (not open to student who completed MNGT 421)	ACCT, BUAD, CIS, EBUS		Junior, Senior		Fall & Spring
MNGT 425	Organization Theory & Development	MNGT 361/T61	ACCT, BUAD, EBUS		Senior		Fall & Spring
MNGT 430	Managing Diversity, Equity and Inclusion in the Workplace	MNGT 361/T61	BUAD		Junior, Senior		Spring
MNGT 433	Compensation & Benefits	MNGT 381/T81	ACCT, BUAD, EBUS		Senior		Fall & Spring
MNGT 435	Talent Management	MNGT 361/T61 & MNGT 381/T81	BUAD		Senior		Fall & Spring
MNGT 438	Multinational Management	MNGT 361/T61 & MNGT 375	ACCT, BUAD, EBUS, INST		Senior		Fall & Spring
MNGT 451		MNGT 381 or MNGTT81	ACCT, BUAD*, EBUS		Junior, Senior		Fall & Spring
MNGT 452	Talent Acquisition & Retention	MNGT 361/T61 & MNGT 381/T81	ACCT, BUAD, EBUS		Senior		Fall & Spring
MNGT 453	Conflict Resolution in Business	MNGT 361/T61	ACCT, BUAD, EBUS		Junior, Senior		Fall & Spring
MNGT 463	Organizational Leadership	MNGT 361/T61	ACCT, BUAD, EBUS, SPMT		Junior, Senior		Fall & Spring
MNGT 465	Leadership, Learning, & Change	MNGT 395	ACCT, BUAD, EBUS		Senior		Fall & Spring
MNGT 466	Leading Across Cultures	MNGT 361/T61	ACCT, BUAD, EBUS		Senior		Fall & Spring
MNGT 470	Special Topics in Management	Consent of Instructor					Fall & Spring
MNGT 481	Strategic Management	BUSX 301 & FIN 331/T31 & MKTG 341/T41 & MNGT 361/T61 & EBTM 337 or ACCT 300	ACCT, BUAD, EBUS		Senior		Fall & Spring
MNGT 482	Business Ethics & Sustainability					Core 14	Fall, Spring & Summer
MNGT 483	Strategic Human Resource Management	MNGT 381/T81	BUAD		Senior		Spring
MNGT 491	Directed Readings-Management	Consent of Instructor and completion of all 200 and 300 level MNGT requirements. Minimum of 3.0 GPA.					Fall, Spring & Summer
MNGT 494	Study Abroad in Management	Consent of Department Chair	BUAD				Winter
MNGT 495	Independent Research-Management	Consent of Instructor and completion of all 200 and 300 level MNGT requirements. Minimum of 3.0 GPA.					Fall, Spring & Summer
MNGT 497	Management Internship	Consent of Instructor, minimum of 3.0 GPA, MKTG 341, MNGT 361 & FIN 331.					Occasionally
MNGT 498	Practicum in Management				Senior		Occasionally

Marketing (MKTG)			ST 123	marketing@towson.edu			
Course #	Course Title	Course Prerequisite(s) - Completed with a grade of "C" or higher or currently enrolled in	Majors	Minors/ Certificates	Class Rank	Core	Typically Offered
MKTG 341	Principles of Marketing	ECON 201 (<i>Not open to students who have completed MKTG T41</i>)	ACCT, FACT , BUAD, PBUA , EBUS, PEBU , ECON, ACBS-MS, AHLT, CIS, HCMN, SPMT	BCLA, BUAD, MKTG, MUID	Sophomore		Fall, Spring & Summer
MKTG 345	Managing Integrated Marketing Communication	MKTG 431 or MKTG 451	BUAD	MKTG	Junior, Senior		Fall & Spring
MKTG 347	Services Marketing	MKTG 431 or MKTG 451	BUAD	MKTG	Junior, Senior		Fall
MKTG 349	Product Management	MKTG 341/T41	BUAD, EBUS		Junior, Senior		Occasionally
MKTG 350	Entrepreneurial Marketing	MKTG 341/T41	BUAD		Junior, Senior		Fall & Spring
MKTG 355	Retail Management	MKTG 431 or MKTG 451	BUAD	MKTG	Junior, Senior		Spring - Even years
MKTG 357	Marketing Channels	MKTG 431 or MKTG 451	BUAD		Junior, Senior		
MKTG 361	Marketing for Non-Profit Organizations	MKTG 431 or MKTG 451	BUAD	MKTG	Junior, Senior		Occasionally
MKTG 397	Marketing Junior Internship (Pending approval)						
MKTG 411	Digital Marketing	MKTG 341/T41	BUAD, EBUS (<i>PBUA, PEBU students completing final requirements for admission to the major.</i>)		Junior, Senior		Fall & Spring
MKTG 412	Advanced Digital Marketing	MKTG 411	BUAD		Junior, Senior		Spring
MKTG 425	Consumer Behavior Analysis	MKTG 341/T41	BUAD (<i>PBUA students completing final requirements for admission to the major.</i>)	MKTG	Junior, Senior		Fall, Spring & Summer
MKTG 431	Marketing Analytics	MKTG 341/T41	BUAD (<i>PBUA students completing final requirements for admission to the major.</i>)	BUAN	Junior, Senior		Fall & Spring
MKTG 441	Marketing Research	MKTG 341/T41 & Statistics (ECON 205 or MATH 231)	BUAD		Junior, Senior		Fall, Spring & Summer
MKTG 445	Global Marketing	MKTG 425	ACCT, BUAD, INST	MKTG	Junior, Senior		Fall, Spring & Summer
MKTG 451	Personal Selling	MKTG 341/T41	BUAD (<i>PBUA students completing final requirements for admission to the major.</i>)	MKTG	Junior, Senior		Fall & Spring
MKTG 452	Advanced Selling and Sales Management	MKTG 451	BUAD	MKTG	Junior, Senior		Fall
MKTG 470	Special Topics in Marketing	MKTG 431 or MKTG 451	BUAD	MKTG	Junior, Senior		Occasionally
MKTG 485	Strategic Marketing	MKTG 341/T41 & 6 additional credits in: MKTG 411, 425, 431, 441, 445, 451	BUAD		Senior		Fall, Spring & Summer
MKTG 491	Directed Readings	Consent of the instructor, a minimum of 3.00 cumulative GPA, of all 200-level BUAD and 300-level BUAD core requirements, 2 additional Marketing courses.					
MKTG 494	Marketing Study Abroad	MKTG 341/T41, Consent of department, registered in approved study abroad program.	BUAD-MKTG		Junior		All