

Undergraduate Certificates

Certificate Requirements

**Must have a minimum of 12 hours.

**Must attain at least a 2.00 GPA on all courses utilized in certificate program.

**Must complete a minimum of 6 credits of upper or lower division credits in the certificate in courses administered by Springfield campus.

**A certificate may not be used in lieu of a minor (or second major) to satisfy the needs of a comprehensive major.

Business Principles (12 hours)

<i>Non-Business majors only</i>		
Course	Hours	Prerequisites
ACC 201 - Intro to Financial Accounting	3	24 hrs, "C" or better GenEd MTH
BUS 135 - Introduction to Business	3	
LAW 231 - Legal Environment of Business	3	24 hours
MKT 150 - Marketing Fundamentals OR	3	54 hours, PSY 121
MKT 350 - Principles of Marketing		

Insurance (12 hours)

Course	Hours	Prerequisites
RMI 211 - Principles of Insurance	3	15 hours
RMI 312 - Life Insurance	3	RMI 211/ Spring
RMI 313 - Property and Liability Insurance	3	RMI 211/ Fall
RMI 310 - Theory of Risk & Measure OR	3	QBA 237 or equivalent/ Fall
RMI 314 - Employee Benefits and Social Ins		

Financial Awareness (12 hours)

Course	Hours	Prerequisites
FIN 266 - Principles of Real Estate	3	15 hours
FIN 381 - Financial Planning	3	54 hours, C or better MTH 134/higher
LAW 231 - Legal Environment of Business	3	24 hours
RMI 211 - Principles of Insurance	3	15 hours

Economics Principles (12 hours)

Course	Hours	Prerequisites
Choose 2 courses from:		
ECO 101 - Economics of Social Issues	3	12 hours
ECO 155 - Principles of Macroeconomics	3	
ECO 165 - Principles of Microeconomics	3	
Six hours of ECO courses (300 level or above)	6	Watch prerequisites

Relationship Selling (12 hours)

Course	Hours	Prerequisites
MKT 352 - Professional Sales	3	MKT 350
MKT 410 - Services Marketing	3	MKT 350
MKT 451 - Advanced Professional Sales	3	MKT 352
RMKT 452 - Sales Management	3	MKT 352

Information Technology (12 hours)

Course	Hours	Prerequisites
ITC 201 - Computer Applications for Business	3	
ITC 235 - Computer Hardware and Oper Sys	3	
ITC 260 - Programing Logic and Design for Business	3	MTH 134 or higher
ITC 295 - Database Mgt Systems Concepts	3	MTH 134 or higher

Online Entrepreneurship (12 hours)

Course	Hours	Prerequisites
ENT 201 - Launching your new bus online	3	Fall
ENT 202 - Managing your new bus online	3	Fall
ENT 203 - Leading your new bus online	3	ENT 202/ Spring
MGT 400 - Topics in Management	3	MGT 340 (requires 54 hrs/PSY 121)

Fashion Merchandising (15 hours)

Course	Hours	Prerequisites
MTH 130 or higher	3	
DFM 202 - Textiles	3	Fall
DFM 301 - Technical Planning	3	"C" or better DFM 202/ Spring
DFM 304 - Forecasting and Branding	3	Spring
DFM 306 - Industry Calculations/Formulas	3	MTH 130 or higher/ Fall

Leadership Development (15 hours)

Offered jointly by MGT and COM

Course	Hours	Prerequisites
COM 436 - Communications/Leadership	3	COM 115; 60 hours
MGT 340 - Principles of Management	3	PSY 121, 54 hours
MGT 341 - Org Behavior/Leadership	3	MGT 340 or concurrent enrollment
COM 315- Adv speaking in prof setting OR	3	COM 115
COM 328 - Persuasion		
MGT 440 - Leadership Skill Develop OR	3	MGT 340, MGT 341
MGT 441 - Ethical Leadership in Bus		

Modern Global Economy (12 hours)

Course	Hours	Prerequisites
Choose 2 courses from:		
ECO 346 -International Economic Develop	3	ECO 155 and ECO 165/ Fall
ECO 456 - Comparative Economic Systems	3	ECO 155/ Spring
ECO 565 - International Economics	3	ECO 155 and ECO 165/ Spring
Choose 2 additional courses from the following:		
International Education Abroad in ECO 392	3	
One of the following General Education:		
GRY 100 - World Regional Geo	3	
HST 104 -World HST sinc 1600 CE	3	
REL 110 - World Religions	3	
MGT 447 - International Management	3	MGT 340 or concurrent enrollment
PLS 232 - International Relations	3	PLS 101

Agricultural Economics (11-12 hours)

Course	Hours	Prerequisites
Choose 2 from this list:		
ECO 409 - Applied Econometrics	3	QBA 237 or Equivalent
ECO 450 - Urban and Regional Economics	3	ECO 101 or 165 or GRY 321 /Sp Even
ECO 540 - Economics of the Environment	3	ECO 165/ Fall Even
Choose 2 from this list:		
AGB 354 - Land Economics	2	AGB 144/ Summer
AGB 364 - Intro to Agr Risk Mgt: Commodity Futures	3	AGB 334/ Fall
AGB 444 - American Agricultural Policy	3	AGB 144/ Fall
AGB 524 - Agricultural Prices	3	AGB 334/ Fall