

Brock School of Business  
**Pre-Major: Pre-Business**

*Pre-Business Curriculum*  
*(19 – 23 credits\*)*

{Pre-Business courses must be completed before Junior year or before entering 300-level business classes}

Course Number & Title	Year & Term Course Should Taken	Term(s) the Course is Offered	Credits
Acct 211 (Financial Acct) Accounting Concepts I	Sophomore Year / Fall Term	Fall, Spring, Summer I	3
Acct 212 (Managerial Acct) Accounting Concepts II	Sophomore Year / Spring Term	Fall, Spring, Summer II	3
Busa 100 World of Business	Freshmen Year / Spring Term Sophomore Year / Fall Term	Fall, Spring and Summer I	3
Busa 200 (Business Communication)	Sophomore Year / Fall or Spring Term	Fall, Spring and Summer I	3
Data 200 (Introduction to Spreadsheet Applications)	Sophomore Year / Fall or Spring Term	Fall and Spring	1
Data 201 (Introduction to Data Analytics)	Sophomore Year / Fall or Spring Term	Fall, Spring and Summer	3
Econ 201* Macroeconomics	Sophomore Year / Fall or Spring Term	Fall, Spring, Summer	4
Econ 202 Microeconomics	Sophomore Year / Fall or Spring Term	Fall, Spring, Summer	3

\* Econ 201 Macroeconomics will meet the University General Education requirement for a Social Science as well as a Pre-Business curriculum requirement. If the student has already taken a different course to satisfy the Social Science requirement, Econ 201 is still required for the Pre-Business curriculum.

**Admission into the Brock School of Business:** To be admitted into the Brock School of Business, students must earn a C- or better in each pre-business course, a cumulative 2.25 or higher pre-business GPA in business school courses (prefixes ACCT, BUSA, DATA and ECON) and a cumulative 2.00 Samford University GPA. Pre-business courses consist of ACCT211, 212; BUSA 100, 200; DATA 200, 201 and ECON 201, 202. \*Students must earn a C- or better in Math 150.

**Admission to the School of Business** will be automatic for students who meet the above requirements. Provisional admission status will be granted if a student meets the 2.25 pre-business GPA and 2.0 Samford GPA requirements, but does not meet the C- requirement. Such students will be allowed to take 300-level business courses, but will not be allowed to progress to 400-level business courses until the C- requirement is met.

See other side for course descriptions~

## Course Descriptions

### **ACCT 211 Accounting Concepts I**

Introduction to the preparation and use of financial statements for business entities, focusing on the uses and limitations of accounting information for external reporting, and emphasizing accounting as a provider of financial information.

*Prerequisite: Busa 260 & a college level math course.*

### **ACCT 212 Accounting Concepts II**

Examination of accounting as an information provider with emphasis on the use of information for managerial decision-making. Includes an introduction to cost behavior, budgeting, responsibility accounting cost control, and product costing.

*Prerequisite: Acct 211*

### **BUSA 100 World of Business**

Examination of current issues that businesses face as they operate in a global environment. Includes simulation, readings, cases, and teamwork to provide an understanding of major business functions and how they interrelate in actual practice. Designed for first-year students considering management or accounting as a major.

*Prerequisite: None*

### **BUSA 200 – Business Communication**

Study of communication concepts, techniques, and applications from a business perspective. Class focuses on business writing and presentation skills. Offered: Fall and Spring

C0-req: Acct 211 or Acct 212

### **DATA 200 – Introduction to Spreadsheet Applications**

This course introduces students to the study of data analytics through a focus on analyzing business problems, questions, and decision making using spreadsheets. This course includes an emphasis on thinking analytically about problem solving and solving problems commonly occurring in business settings using spreadsheets.

*Prerequisite: None*

### **DATA 201 – Introduction to Data Analytics**

Course provides students with the fundamental concepts and tools needed to understand the role of statistics and data analytics in business organizations. This course discusses the benefits of employing analytics and a structured approach to problem-solving in management situations.

*Co-req with Data 200*

### **ECON 201 Macroeconomics**

Study of macroeconomics, providing a theoretical framework from which aggregate economic events such as inflation, unemployment, and economic growth are explained. The framework is used for analysis of current and potential problems of society. This course provides an organizing structure for understanding how the world economy works, providing the student with some ability to predict future economic events.

*Prerequisite: A college-level math course.*

### **ECON 202 Microeconomics**

Study of microeconomics, providing a theoretical framework from which the operations of and interrelationships between individual markets are explained. The market system allows for effective coordination of economic decisions of consumers and business firms. This course provides the organizing structure for understanding the operations of the business firm and the markets that it serves.

*Prerequisites: Busa 260, Math 150, Econ 201.*