

STUDENT NAME _____ UMS# _____ DATE _____

CONCENTRATIONS

Freshman and Sophomore course sequence on the reverse side

GEN ED COURSES (62 CREDITS)	
42.101 College Writing I (CW)	3 _____
42.102 College Writing II (CW)	3 _____
43.____ History Elective (AH)+ *	3 _____
46.____ Political Science Elective *	3 _____
47.101 General Psychology (SS)	3 _____
48.101 Sociology (SS)	3 _____
49.201 Economics I	3 _____
49.202 Economics II	3 _____
92.121 Mgmt Precalc/NON-COM	3 _____
92.122 Management Calc (MA)	3 _____
____ Science Elective (SCL)	3 _____
____ Science Lab (SCL)	1 _____
____ Science Elective (SCL)	3 _____
____ Science Lab (SCL)	1 _____
____ Science Elect (TN or SC)	3 _____
____ Arts & Human. Elective (AH)+	3 _____
____ Arts & Human. Elective (AH)+	3 _____
____ NON-COM Elective	3 _____
____ NON-COM Elective	3 _____
____ NON-COM Elective	3 _____
____ NON-COM Elective	3 _____
____ NON-COM Elective	3 _____
____ NON-COM Elective	3 _____
FOUNDATION COURSES (17 credits)	
49.211 Statistics I	3 _____
66.100 First-Year MG Seminar 1	1 _____
66.101 First-Year MG Seminar 2	1 _____
60.201 Accounting/Financial	3 _____
60.202 Accounting/Managerial	3 _____
63.210 Operations Analysis	3 _____
66.210 Professional Comm.	3 _____
COM CORE and COM SENIOR CORE (21 credits)	
60.331 Cost Mgmt Systems	3 _____
** (Except for AC Conc)	3 _____
61.301 Business Finance	3 _____
62.201 Marketing Principles	3 _____
63.301 Management Info. Sys.	3 _____
63.371 Operations Management	3 _____
66.301 Organizational Behavior	3 _____
SENIOR CORE: 66.490 Strat Mgmt	3 _____

Special Note:
Effective January 2003 the minimum requirement for graduation will be a 2.200 GPA for all COM (6x.xxx) courses and an overall university GPA of 2.000.

Updated March 5, 2009

ACCOUNTING (24 Credits)		MANAGEMENT (24 Credits)	
60.301 Intermediate Accounting I	3 _____	66.310 Human Resource Mgmt.	3 _____
60.302 Intermediate Accounting II	3 _____	66.420 Leadership Processes	3 _____
60.303 Accounting Info Systems	3 _____	66.445 Contemp. Mgmt. Develop.	3 _____
60.401 Advanced Fin. Accounting	3 _____	66.____ Management Elective (300/400 level)	3 _____
60.431 Federal Income Taxes	3 _____	6.____ COM Elective (300/400 level)	3 _____
60.421 Auditing	3 _____	6.____ COM Elective (300/400 level)	3 _____
6.____ COM Elective (300/400 level)	3 _____	6.____ COM Elective (300/400 level)	3 _____
____ COM or NON-COM Elective	3 _____	____ COM or NON-COM Elective	3 _____
FINANCE (24 Credits)		ENTREPRENEURSHIP (24 Credits)	
61.300 Introduction to Investments	3 _____	64.361 Starting a New Venture	3 _____
61.303 Methods of Financial Analysis	3 _____	64.362 Corporate Entrepreneurship	3 _____
61.431 Capital Planning	3 _____	64.463 Managing Innovation	3 _____
61.491 International Finance	3 _____	64.464 Finance for Emerging Business Enterprises	3 _____
Plus select one of the tracks listed below:		6.____ COM Elective (300/400 level)	3 _____
Corporate Finance Track		6.____ COM Elective (300/400 level)	3 _____
60.301 Intermediate Accounting I	3 _____	6.____ COM Elective (300/400 level)	3 _____
60.302 Intermediate Accounting II	3 _____	____ COM or NON-COM Elective	3 _____
60.431 Federal Income Taxes	3 _____	MGMT. INFORMATION SYSTEMS (24 Credits)	
49.303 Microeconomic Theory	3 _____	63.300 Application Systems Dev.	3 _____
Financial Markets Track		63.303 Data Base Management Systems	3 _____
6.____ COM Elective (300/400 level)	3 _____	63.307 System Analysis & Design	3 _____
49.304 Macro Economic Theory	3 _____	63.404 Data Comm. & Networks	3 _____
49.318 Fin. Mkts & Monetary Policy	3 _____	63.____ MIS Elective	3 _____
49.____ Economics Elective	3 _____	6.____ COM Elective (300/400 level)	3 _____
General Finance Track		6.____ COM Elective (300/400 level)	3 _____
6.____ COM Elective (300/400 level)	3 _____	____ COM or NON-COM Elective	3 _____
6.____ COM Elective (300/400 level)	3 _____	MARKETING (24 Credits)	
____ COM or NON-COM Elective	3 _____	62.311 Identifying MK Opportunities	3 _____
		62.312 Marketing Tactics	3 _____
		62.313 Sales & Customer Relations	3 _____
		62.____ Marketing Elective	3 _____
		6.____ COM Elective (300/400 level)	3 _____
		6.____ COM Elective (300/400 level)	3 _____
		6.____ COM Elective (300/400 level)	3 _____
		____ COM or NON-COM Elective	3 _____

NOTES

No more than 2 A&H electives from one department
"D" & "E" Gen. Edu. Will be determined by College +

At least two COM electives must be outside of the concentration.

The upper division curriculum for each concentration will be the curriculum in effect when the student achieves junior status.

* Students should be advised to take courses from the NON-COM GLOBAL List

** Accounting students must take 60.321 (Cost Accounting) in place of 60.331 (Cost Mgmt. Systems)

Marketing:

Marketing Internship may be used as a COM Elective

University of Massachusetts Lowell
College of Management (COM)
 Freshman/Sophomore Degree Program
 (For students entering the College of Management in or after Fall 2008)

Name: _____

Student I. D. Number: _____

Freshman Year/Fall Semester

<i>42.101</i>	<i>College Writing I (CW)</i>	3	_____
<i>47.101</i>	<i>General Psychology (SS)</i>	3	_____
66.100	First-Year Seminar 1	1	_____
92.121	Mgmt. Precalc.	3	_____
46.____	Elective - Political Science *	3	_____
____	Elective - Science (SCL)	3	_____
____	Co-Req. Science Lab (SCL)	1	_____

Freshman Year/Spring Semester

<i>42.102</i>	<i>College Writing II (CW)</i>	3	_____
<i>48.101</i>	<i>Sociology (SS)</i>	3	_____
66.101	First-Year Seminar 2	1	_____
<i>92.122</i>	<i>Management Calculus (MA)**</i>	3	_____
43.____	History Elective (AH)+ *	3	_____
____	Science Elective (SCL)	3	_____
____	Co-Req Science Lab (SCL)	1	_____

Sophomore Year/Fall Semester

<i>60.201</i>	<i>Accounting/Financial</i>	3	_____
<i>49.211</i>	<i>Statistics I</i>	3	_____
____	Arts & Human. Elec. (AH)+	3	_____
49.201	<i>Economics I (SS)</i>	3	_____
66.210	Professional Communications	3	_____

Sophomore Year/Spring Semester

60.202	Accounting/Managerial	3	_____
63.210.	Operations Analysis	3	_____
49.202	Economics II	3	_____
62.201	Marketing Principles	3	_____
____	Arts & Human. Elec. (AH)+	3	_____

- * Students should be encouraged to take a NON-COM Global Course in the 43xxx and 46xxx Electives
- ** If credit for Management Calculus has been received without having received credit for Management Precalculus, a non-COM elective will be substituted for Precalculus.
- + No more than two A&H electives from one department can be taken. "D" & "E" Gen. Ed. requirements will be determined by the College.

NOTES:

- 1 COM students must complete the Filter Courses (see Italicized courses above) and apply for upper level status before registering for COM 300/400 (junior/senior) level courses.
- 2 The upper division curriculum for each concentration will be the curriculum in effect when the student achieves junior standing.
- 3 Effective Jan. 2003, the minimum requirements for graduation will be a 2.200 GPA for all COM (6x.xxx) courses and an overall 2.000 GPA.