SCHOOL OF BUSINESS AND NONPROFIT MANAGEMENT
Course List and Prerequisites

Courses	Prerequisites
SBNM 5010 Organizational Behavior and Ethics	
SBNM 5011 Ethical Leadership	
SBNM 5030 Principles of Human Resources	
SBNM 5035 Strategic Human Resources Staffing and Planning	SBNM 5030 Principles of Human Resources
SBNM 5040 Managing Diversity and Conflict	
SBNM 5041 Negotiation and Influence	
SBNM 5060 Talent Development and Retention	
SBNM 5070 Building High Performance Teams	
SBNM 5085 Employment Law	
SBNM 5090 Compensation and Benefits Administration	SBNM 5030 Principles of Human Resources
SBNM 5095 Strategy and Metrics in Human Resource Management	SBNM 5010, 5011, 5030, 5035, 5040, 5041, 5060, 5070, 5085, 5090, 5590 and 5990
SBNM 5110 Financial Accounting	
SBNM 5111 Managerial Accounting	SBNM 5110 Financial Accounting
SBNM 5120 Cost Accounting	SBNM 5111 Managerial Accounting
SBNM 5121 Advanced Cost Accounting	SBNM 5120 Cost Accounting
SBNM 5130 Corporate Tax Accounting	SBNM 5110 Financial Accounting
SBNM 5210 Macroeconomics	
SBNM 5211 Global Economics	SBNM 5210 Macroeconomics
SBNM 5212 Microeconomics	
SBNM 5220 Econometrics	SBNM 5210, 5211, 5212
SBNM 5230 Industry and Competitive Analysis	
SBNM 5250 Healthcare Economics and Finance	
SBNM 5310 Managerial Finance	SBNM 5110 Financial Accounting
SBNM 5311 Financial Decision Making	SBNM 5310 Managerial Finance
SBNM 5320 Investment Management	SBNM 5310 Managerial Finance
SBNM 5321 Financial Modeling	SBNM 5310 Managerial Finance
SBNM 5350 Nonprofit Financial Management	
SBNM 5351 Nonprofit Financial Decision Making	SBNM 5350 Nonprofit Financial Management
SBNM 5411 Quantitative Decision Analysis	
SBNM 5412 Technology and Production	SBNM 5411 Quantitative Decision Analysis
SBNM 5413 Project Management	
SBNM 5420 Quality Management and Productivity	SBNM 5411 Quantitative Decision Analysis
SBNM 5450 Information Technology	
SBNM 5510 Principles of Healthcare Management	
SBNM 5520 Management and Marketing of Services	
SBNM 5530 Entrepreneurship	SBNM 5110 or 5350, 5610 or 5680
SBNM 5560 Managing International Business I	SBNM 5211 Global Economics
SBNM 5561 Managing International Business II	SBNM 5560 Managing International Business I
SBNM 5570 International Business Experience	
SBNM 5580 Business Law for Managers	SBNM 5010 Organizational Behavior and Ethics
SBNM 5590 Organizational Communication	
SBNM 5610 Marketing Analysis and Consumer Behavior	
SBNM 5611 Advanced Marketing Management	SBNM 5610 Marketing Analysis & Cons. Behavior
SBNM 5630 Integrated Marketing Communications	
SBNM 5650 Internet and Electronic Marketing	
SBNM 5680 Nonprofit Marketing Analysis and Consumer Behavior	
SBNM 5681 Advanced Nonprofit Marketing Management	SBNM 5680
SBNM 5700 Principles of Church Administration	
SBNM 5710 Principles of Nonprofit Management	
SBNM 5720 Nonprofit Board Governance and Volunteer Management	SBNM 5700 or SBNM 5710
SBNM 5730 Nonprofit Law, Policy, and Government Relations	SBNM 5710 Principles of Nonprofit Management
SBNM 5740 Principles of Higher Education Administration	
SBNM 5741 Higher Education Organization and Governance	
SBNM 5742 The Contemporary College Student	
SBNM 5745 Higher Education Curriculum Development	
SBNM 5746 Law of Higher Education	
SBNM 5770 Fundraising Principles for Nonprofits	

SBNM 5771 Annual and Major Gift Fundraising for Nonprofit Organizations	
SBNM 5772 Capital Campaigns for Nonprofit Organizations	
SBNM 5773 Grant Writing for Foundations and Corporations	
SBNM 5774 Planned Giving for Nonprofit Organizations	
SBNM 5780 Measuring Outcomes and Assessment	Student must have previous SBNM coursework
SBNM 5790 Nonprofit Strategic Management	SBNM 5010, 5011, 5350, 5351, 5680, 5770, 5780 and all of the following courses for the Master of Nonprofit Administration (SBNM 5030, 5710, 5720, 5730, 5771) or all of the following courses for the Master of Higher Education Administration (SBNM 5740, 5741, 5742, 5745, 5746)
SBNM 5910 Topics in Management	
SBNM 5970 Internship	
SBNM 5980 Management Application Project (for Business or Nonprofit Organization)	
SBNM 5990 Change Management	
SBNM 5991 Ethical Strategic Management	SBNM 5010, 5011, 5110, 5210, 5310, 5311, 5610 or 5680, 5611 or 5681 and all of the following courses for the Master of Business Administration (SBNM 5111, 5211, 5212, 5411) or all of the following courses for the Master of Management (SBNM 5030, 5040, 5041, 5990)

Note on Core Requirement Substitutions (ONLY as stated below):
SBNM 5680 can be substituted for SBNM 5610
SBNM 5681 can be substituted for SBNM 5611
SBNM 5790 can be substituted for SBNM 5991