Business Administration
BACHELOR OF SCIENCE
The Bachelor of Science in Business Administration requires the completion of 128 total units. The program has four segments: general education; pre-professional skills requirements; core courses of technical subjects in business and management; and an area of concentration. The specific requirements are outlined below.

**General Education**
The University requires that all students have basic skills in quantitative methods, reading, and expository writing and course work in liberal learning. This program of general education is required of all business administration degree candidates. Further, Eberhardt School of Business follows the philosophy that tomorrow’s leaders should have a broad background in general education. To ensure a broadly based pre-professional education, no courses taught within the School can be used by business administration students to fulfill the University General Education requirements.

**Pre-professional Skills**
Skills in writing, communications, quantitative methods, computers, and economics are basic to a professional education in business. The exact sequence of these courses taken by students depends upon the results of placement tests in mathematics and writing. All ESB students must consult with their faculty advisers before registering.

The following pre-professional skills courses are required:

- Advanced Writing: ENGL 25 – Topics in English studies* or BUSI 23 – Business Communications.
- Public Speaking: COMM 27 – Public Speaking.*
- Computer Literacy: COMP 25 – Computers and Information Processing.*
- Economics: ECON 53 – Microeconomics* and ECON 55 – Macroeconomics.*

*These courses are also part of the Pacific General Education Program, and can be counted towards the University General Education requirements.

**Business Administration Core Courses**
The core requirements consist of the Deans’ Seminar (required only for entering freshmen), the Career Development Seminar (required for all juniors) and nine other courses that deal with specific functions of business. Included are: BUSI 31 – Financial Accounting; BUSI 33 – Managerial Accounting; BUSI 53 – Legal & Ethical Environment of Business; BUSI 100 – Management Information Systems; BUSI 104 – Operations Management; BUSI 105 – Financial Management; BUSI 107 – Marketing Management; BUSI 109 – Management & Organizational Behavior; and BUSI 181 – Strategic Management & Policy.

**BUSINESS ADMINISTRATION CONCENTRATIONS**
The Bachelor of Science in Business Administration offers concentrations in a wide variety of areas. An approved concentration generally consists of four courses (16 units) in elective work within the concentration, except in the case of the Accounting and the Arts and Entertainment concentrations, which require 7 courses (28 units), and Management Information Systems, which requires 5 courses (20 units). All students must take at least one International Business course in their program of study.

**Accounting**
BUSI 113a and 113b – Intermediate Accounting I and II; BUSI 113c – Advanced Accounting; BUSI 115 – Tax Accounting; BUSI 117 – Cost Accounting; BUSI 119 – Auditing; plus one of the following courses: BUSI 163 – International Financial Management or BUSI 178 – International Commercial Law.

**Economics**
ECON 101 – Intermediate Microeconomic Analysis; ECON 190 – Econometrics; plus one course from the following: ECON 121 – International Trade, ECON 123 International Finance, ECON 125 – Economic Development, ECON 118 – Globalization History: Economic, Environmental, and Demographic Interaction; Plus two other upper division economics courses.

**Finance**

**International Business**
BUSI 163 – International Financial Management; BUSI 165 – International Marketing; BUSI 167 – International Business Law; BUSI 169 – Comparative Management; BUSI 178 International Commercial Law. Each student concentrating in international business is strongly advised to participate in a study abroad and/or an internship abroad for a semester or summer. Study in a foreign language is also highly recommended.

**Management and Human Resources**
BUSI 169 – Comparative Management; BUSI 170 – Human Resources Management; plus and any two of the following: BUSI 134 – Conflict Management; BUSI 159 – Employment Law; BUSI 174 – Work Group Dynamics; and BUSI 175 – Leadership and Change.

**Management Information Systems**

“The Eberhardt School’s emphasis on experiential learning has provided me with opportunities to grow and develop my professional skills both inside the class and out.”
Comparative Management; BUSI 178 – International Commercial Law. MIS students are strongly encouraged to purchase an up-to-date laptop computer for use in MIS classes.

Marketing
BUSI 141 – Marketing Research; BUSI 165 – International Marketing; plus any two of the following courses: BUSI 143 – Product Innovation; BUSI 147 – Consumer Behavior; and BUSI 149 – Strategic Marketing.

General Business
Any four ESB concentration-level courses including at least one of the following: BUSI 163 – International Financial Management; BUSI 165 – International Marketing; BUSI 169 – Comparative Management; or BUSI 178 – International Commercial Law.

Speciality Area Concentrations:
These areas tend to focus on a particular industry and a very focused career track.

Arts and Entertainment Management
Three business concentration courses including one of the following international business courses: BUSI 163 – International Financial Management; BUSI 165 – International Marketing; BUSI 169 – Comparative Management; or BUSI 178 - International Commercial Law; plus the following Music Management Courses: *MMGT 11 – Music, Entertainment in U.S. Society; MMGT 111 – Music Industry Analysis; MMGT 153 – Entertainment Law; And one of the following: *MHIS 05 – Music Appreciation; MHIS06 Music of the World’s People; *MHIS 08 – History of Jazz.

Business Law
BUSI 157 – Commercial Law; BUSI 178 – International Commercial Law; plus two of the following courses: BUSI 115 – Tax Accounting; BUSI 127 – Legal Aspects of Real Estate; BUSI 159 – Employment Law.

Entrepreneurship
BUSI 172 – Entrepreneurship; plus any two of the following courses: BUSI 124 – Entrepreneurial Finance; BUSI 143 – Product Innovation; or BUSI 176 – Managing Small Business. Plus one of the following courses: BUSI 163 – International Financial Management; BUSI 165 – International Marketing; BUSI 169 – Comparative Management; or BUSI 178 – International Commercial Law.

*Can be counted towards General Education requirements.

Additional specializations not listed are also possible and can be self-designed by a student with the approval of his or her faculty adviser and the Dean’s Office.

The following outline is an example of how an entering freshman may proceed through the program in one of the four course concentrations.

Freshman Year Fall Semester
BUSI 10 – Deans’ Seminar (required only for entering freshmen)
ECON 53 – Microeconomics
MATH 45 – Finite Mathematics and Calculus
PACS 1 – Pacific Seminar 1
General Education Course

Freshman Year Spring Semester
BUSI 53 – Legal/Ethical Environment of Business
ECON 55 – Macroeconomics
COMM 27 – Public Speaking
PACS 2 – Pacific Seminar II

Sophomore Year Fall Semester
BUSI 31 – Principles of Financial Accounting
COMP 25 – Computers and Information Processing
ENGL 25 – Topics in English Studies or BUSI 23 – Business Communications
General Education Course

Sophomore Year Spring Semester
BUSI 33 – Principles of Managerial Accounting
MATH 37 – Probability and Statistics
BUSI 100 – Management Information Systems
General Education Course

Junior Year Fall Semester
BUSI 105 – Financial Management
BUSI 107 – Marketing Management
BUSI 110 – Career Development Seminar (required of all juniors)
Free Elective
Free Elective

Junior Year Spring Semester
BUSI 104 – Operations Management
BUSI 109 – Management and Organizational Behavior
Free Elective
Free Elective

Senior Year Fall Semester
Business Administration Concentration Course
Business Administration Concentration Course
PACS 3 – Pacific Seminar III
Free Elective

Senior Year Spring Semester
Business Administration Concentration Course (International)
Business Administration Concentration Course
BUSI 181 – Strategic Management and Policy
Free Elective

Notes
1. Most of the courses listed for fall or spring may be taken either semester.
2. A student must receive a grade of “C” or better in any core course which is a prerequisite before taking a related concentration course.
3. The Deans’ Seminar is required of all ESB freshmen.
4. All prerequisites must be met before students may enroll in any course.
5. Students taking any course numbered above BUSI 100 must have junior class standing (56 units or more).
6. Students in the Accounting and MIS concentrations or in Arts and Entertainment Management begin their concentration courses earlier.
7. BUSI 183 (Administrative Internship) is strongly recommended for business administration majors who qualify.
8. Transfer credit counting toward either general education or major requirements must be at least three (3) semester units or four (4) quarter units. In no case will the graduation requirement of 128 units be reduced.
Non-Discrimination Clause

The University of the Pacific does not discriminate in the administration of any of its educational programs, admissions, scholarships, loans, athletics or other University activities or programs on the basis of race, color, national and ethnic origin, handicap, sexual orientation or preference, sex or age. This notice is given pursuant to the requirements of Title IX of the Educational Amendments of 1972, Title VII of the Civil Rights Act of 1964, Section 504 of the Rehabilitation Act of 1973 and amendments and other laws, orders, and regulations governing discrimination. The University of the Pacific has designated the Director of Human Resources to coordinate the University's efforts to comply with laws, orders, and regulations governing discrimination. Any person having a complaint should contact in writing: The Director of Human Resources, University of the Pacific, 3601 Pacific Avenue, Stockton, CA 95211.

In the preparation of this material, every effort has been made to ensure the accuracy and completeness of the information contained herein. The General Catalog of the University of the Pacific, however, should be considered the authoritative source of program information.

RELATED PROGRAMS

Business Minors

The School of Business offers three minors including a Minor in Management, Minor in Business Administration and Minor in Information Systems. The minors are intended to provide a general exposure to general business principles and functional technical area skills for students majoring in disciplines outside of the Eberhardt School of Business. The minors are not intended as a substitute for the broad in-depth coverage found in the business bachelor’s degree.

For more information on each of the minors please review:

- Minor in Management: http://web.pacific.edu/x6632.xml
- Minor in Business Administration: http://web.pacific.edu/x24088.xml
- Minor in Information Systems: http://web.pacific.edu/x24091.xml

Accelerated MBA

The University of the Pacific Eberhardt MBA offers the ability to complete a full-time graduate business degree in just 16 months. Pacific undergraduates must apply and qualify for admission in order to compete for a space in the MBA cohort.

All Eberhardt Business School graduates will meet the required prerequisite courses including: ECON 53-Introductory Microeconomics; ECON 55-Introductory Macroeconomics; MATH 37-Probability and Statistics; MATH 45-Finite Math & Calculus (or any other calculus course). In addition, students should complete the GMAT exam prior to posted deadlines along with other application requirements.

For further information please contact the MBA Program Office or review the MBA Website www.pacific.edu/mba.

ADDITIONAL INFORMATION

Accreditation

The Eberhardt School of Business meets the rigorous standards and regular review of AACSB International – The Association to Advance Collegiate Schools of Business and the Western Association of Schools and Colleges. These accreditations assure excellence and leading edge educational programs.

Application

Application and admissions information is available online at www.pacific.edu/admissions or may be requested by contacting the Office of Admissions.

Office of Admissions
Undergraduate Enrollment Services
University of the Pacific
3601 Pacific Avenue
Stockton, CA 95211
(209) 946-2211
(800) 946-2867
E-mail: admissions@pacific.edu
Website: www.pacific.edu/admissions

Eberhardt School of Business
Office of Student Affairs
University of the Pacific
3601 Pacific Avenue
Stockton, CA 95211
(209) 946-2640
E-mail: pacificbiz@pacific.edu
Website: gp.pacific.edu/business

MISSION

The Eberhardt School of Business at the University of the Pacific develops knowledgeable, innovative business leaders in a personalized, experience-based learning environment, and produces scholarship that informs teaching and advances the practice of business.