

# THE ROBERT H. SMITH SCHOOL OF BUSINESS

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The Robert H. Smith School of Business is an internationally recognized leader in management education and research, and its mission is to create knowledge, promote a learning environment that fosters intellectual discovery, and equip current and future leaders to assess complex problems and deliver innovative solutions.

The Smith School is accredited by AACSB International - The Association to Advance Collegiate Schools of Business, the premier accrediting agency for bachelor's, master's and doctoral degree programs in business administration and accounting, <http://aacsb.edu>.

A student in the Smith School of Business, selects a major(s) in one of the following curricula:

1. Accounting;
2. Finance;
3. Information Systems;
4. International Business;
5. Management;
6. Marketing;
7. Operations Management & Business Analytics; or
8. Supply Chain Management.

Upper-division BMGT programs are offered at College Park and at the Universities at Shady Grove (<http://shadygrove.umd.edu>) in Montgomery County. For details on the majors offered at Shady Grove visit <http://rhsmith.umd.edu/programs/undergraduate/shady-grove/>.

## Admission Requirements

See "Admission Requirements and Application Procedures" section (<https://academiccatalog.umd.edu/undergraduate/requirements-application-procedures/admission-limited-enrollment-programs/>) for general LEP admissions policies.

### Freshman Admission

Direct admission to the Smith School is offered on space-available basis to first-time applicants who present the most competitive academic records. All students admitted directly to BMGT as freshmen must demonstrate satisfactory progress.

- All students admitted as freshmen must demonstrate satisfactory progress (2.0 GPA or better) plus completion of gateway courses (BMGT220, BMGT230, and MATH120, MATH130, MATH136 or MATH140 - each with a minimum grade of "C-" or better) by the semester they reach 45 credits (excluding AP and ESL), at which time they will be reviewed in order to continue in the Smith School major. (Note: Only one repeat of one single course to the set of

gateway courses will be accepted to remain in BMGT. Appeals will be considered.)

### Transfer Admission for Students from On or Off Campus

All students applying for admission to BMGT as transfer students, whether internal transfers already enrolled at UMCP or external transfer students entering the university for the first time, will be subject to competitive admission for a limited number of spaces in the Smith School of Business program at each program location. Internal and external transfer students may apply to compete for admission to the Smith School of Business in the semester they have earned 45 credits. Below are the current admission standards.

- A minimum grade point average of 3.0 in all college coursework is required for consideration for all internal and external transfer applicants. As of Fall 2023, admitted University of Maryland students applying to Business, who have completed all of the LEP gateway requirements, and have a 3.0 - 3.599 cumulative grade point average across all attempted college coursework will undergo a competitive review for admission to the Business major. Admitted University of Maryland students applying to Business, who have completed all of the LEP gateway requirements, and have a 3.6 or higher cumulative grade point average across all attempted college coursework will be directly admitted into the Business major.
- Completion of the following gateway courses, all with "C-" or better:

Course	Title	Credits
<b>Accounting</b>		
BMGT220	Principles of Accounting I	3
<b>Calculus</b>		
Select one of the following:		3-4
MATH120	Elementary Calculus I	
MATH136	Calculus for Life Sciences	
MATH140	Calculus I	
<b>Business Statistics</b>		
BMGT230	Business Statistics <sup>1</sup>	3
	or BMGT231	

<sup>1</sup> The following courses are approved substitutes for BMGT230: BIOM301, CCJS200, ECON230, ECON321, EDMS451, EPIB300, EPIB315, GEOG306, HLTH300, INST314, PSYC200, or SOCY201. The following courses are approved substitutes for BMGT231: BIOE372, ENCE302, ENEE324, ENME392, STAT400, or STAT420.

- Co-curricular involvement, leadership experience and honors and awards will also be considered in the admission decision. Students are strongly encouraged to submit with their applications a resume and letter detailing their accomplishments and experience.

**Application Deadlines for Transfer Students:** Complete applications and all supporting documents must be received no later than:

Semester	Date
Fall	March 15th
Spring	October 15th

Applicants who have earned 45 credits and completed all required gateway courses at the time of their application will be notified of their admission decision in early April for fall admission and early December for spring admission. Students who are in the process of completing

the required gateways or accumulating 45 credits at the time of their application will be notified of their admission decision after the semester has ended and final grades for the semester have been calculated.

For additional details visit <http://lep.umd.edu> and <http://rhsmith.umd.edu/programs/undergraduate/admissions/>.

For questions, call 301-314-8385 or email [lep@umd.edu](mailto:lep@umd.edu).

Any student denied admission or dismissed from the major may appeal to the Associate Dean of the College.

## Statement of Policy on Transfer of Credit from Community Colleges

It is the practice of the Smith School of Business to consider for transfer from a regionally accredited community college only the following courses in business administration: an introductory business course, business statistics, or elementary accounting. Thus, it is anticipated that students transferring from another regionally accredited institution will have devoted the major share of their academic effort below the junior year to the completion of basic requirements in the liberal arts. A total of 60 semester hours from a community college may be applied toward a degree from the Smith School of Business.

## Other Institutions

The Smith School of Business normally accepts transfer credits from regionally accredited four-year institutions. Junior- and senior-level business courses are accepted from colleges accredited by the Association to Advance Collegiate Schools of Business (AACSB). Junior- and senior- level business courses from other than AACSB-accredited schools are evaluated on a course-by-course basis to determine transferability.

The Smith School of Business requires that at least 50 percent of the business and management credit hours required for a business degree be earned at the University of Maryland, College Park.

## DEPARTMENTS

### Departments and Units

- Accounting (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/accounting/>)
- Decision, Operations and Information Technologies (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/decision-operations-information-technologies/>)
- Finance (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/finance/>)
- Logistics, Business, and Public Policy (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/logistics-business-public-policy/>)
- Management (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/management/>)
- Marketing (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/marketing/>)

## ACADEMIC PROGRAMS

### Majors

- Accounting Major (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/accounting/accounting-major/>)
- Finance Major (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/finance/finance-major/>)
- Information Systems Major, Business Specialization (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/decision-operations-information-technologies/information-systems-major-business-specialization/>)
- International Business Major (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/logistics-business-public-policy/international-business-major/>)
- Management Major (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/management/management-major/>)
- Marketing Major (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/marketing/marketing-major/>)
- Operations Management & Business Analytics Major (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/decision-operations-information-technologies/operations-management-business-analytics-major/>)
- Supply Chain Management Major (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/logistics-business-public-policy/supply-chain-management-major/>)

### Minors

- Business Analytics Minor (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/business-analytics-minor/>)
- Computational Finance Minor (BMGT) (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/computational-finance-minor/>)
- General Business Minor (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/general-business-minor/>)
- Innovation & Entrepreneurship Minor (<https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/innovation-entrepreneurship-minor/>)

## COLLEGE REQUIREMENTS

### Undergraduate Degree Requirements/ Degree Options

The University of Maryland confers the following degrees: Bachelor of Science (B.S.), Master of Business Administration (M.B.A.), Master of Science (M.S.), and Doctor of Philosophy (Ph.D.). Information concerning admission to the M.B.A. or M.S. program is available at <http://rhsmith.umd.edu>.

### Undergraduate Program

The undergraduate program recognizes the need for professional education in business and management based on a foundation in the liberal arts. In addition, the program's internationally integrated curriculum prepares students to be effective and responsible managers in today's dynamic business environment.

A student in business and management selects a major in one of several curricula:

1. Accounting;
2. Information Systems: Specialization Business;
3. Finance;
4. General Business;
5. International Business;
6. Operations Management & Business Analytics;
7. Marketing;
8. Supply Chain Management.

### Summary of Bachelor of Science Degree Requirements (All Curricula)

At least 45 hours of the 120 semester hours of academic work required for graduation must be in business and management subjects. 50% of the required BMGT credit hours must be completed at the University of Maryland, College Park. A minimum of 58 hours of the required 120 hours must be in 300- or 400-level courses. In addition to the requirement of an overall cumulative grade point average of 2.0 ("C" average) in all university course work, all business majors must earn a "C-" or better in all required courses, including Economics, Mathematics, and Communication. Beginning with students matriculating in Fall 2012, to be awarded a baccalaureate degree, students must have a minimum "C" (2.00) cumulative grade point average across all courses used to satisfy major degree requirements. Electives outside the curricula of the school may be taken in any department of the university, if the student has the necessary prerequisites.

Course	Title	Credits
<b>Freshman-Sophomore School Requirements</b>		
BMGT110	Introduction to the Business Value Chain	3
BMGT220	Principles of Accounting I	3
BMGT221	Principles of Accounting II	3
ECON200	Principles of Microeconomics	3
ECON201	Principles of Macroeconomics	3
MATH120	Elementary Calculus I <sup>1</sup>	3
or MATH140	Calculus I	
BMGT230	Business Statistics	3
or BMGT231		
Select one of the following: <sup>2</sup>		3
COMM100		
COMM107	Oral Communication: Principles and Practices	
COMM200	Critical Thinking and Speaking	
<b>Junior-Senior School Requirements</b>		
BMGT301	Introduction to Information Systems	3
BMGT340	Business Finance	3
BMGT350	Marketing Principles and Organization	3
BMGT364	Managing People and Organizations	3
BMGT367	Career Search Strategies in Business	1
BMGT380	Business Law I	3
BMGT495	Strategic Management	3

#### Economics Requirement

0-3 credits of approved upper-level economics courses are required by the Smith School of Business. The specific requirements for each major are listed with the majors' specific requirements.

**Total Credits 43-46**

- <sup>1</sup> MATH130 or MATH136 Calculus for the Life Sciences is an acceptable substitute for MATH120/MATH220/MATH140 if the student completed MATH130 or MATH136 as a part of work toward a previous major, as well as those who were working toward that major while in Letters & Sciences.
- <sup>2</sup> Any course that fulfills the University's Oral Communication General Education requirement will also satisfy the Smith School's public speaking requirement.

### Major Requirements

In addition to the Smith School of Business Bachelor of Science requirements listed above, generally another 18-24 credits are required for each major. See individual major listings under each department's page or visit <http://rhsmith.umd.edu/programs/undergraduate/academics/academic-majors/>.

### A Typical Program for the Freshman and Sophomore Years

Freshman Year			
First Semester	Credits	Second Semester	Credits
General Education and/or Electives		6 General Education and/or Electives	6
ENGL101 (or equivalent)	3	ECON200	3
MATH (depending on placement) <sup>1</sup>	3	Select one of the following:	3
BMGT110	3	COMM100	
		COMM107	
		COMM200	
		Select one of the following:	3
		MATH	
		BMGT230 & BMGT231 <sup>1</sup>	
	<b>15</b>		<b>15</b>
Sophomore Year			
First Semester	Credits	Second Semester	Credits
General Education and/or Electives		10 General Education and/or Electives	10
BMGT220	3	BMGT221	3
ECON201	3	Select one of the following:	3
		BMGT230	
		BMGT231	
		Elective	
	<b>16</b>		<b>16</b>

**Total Credits 62**

<sup>1</sup> See Freshman-Sophomore School requirements for appropriate math and statistics courses.

## ADVISING

General advising for students admitted to the Smith School of Business is available Monday through Friday in the Office of Undergraduate Programs, 1570 Van Munching Hall, 301-405-2286, [smithundergradinfo@umd.edu](mailto:smithundergradinfo@umd.edu). It is recommended that students visit this office each semester to ensure that they are informed about current requirements and procedures. Transfer students entering the university can be advised during spring, summer, and fall transfer orientation programs. Contact the Orientation Office for further information, 301-314-8217, or visit <http://orientation.umd.edu>.

## OPPORTUNITIES

### Specialized Academic Programs

The Smith School offers innovative special programs that create small communities of scholars within the larger Smith School community. For more information on the Smith School's special programs please visit these links: <https://www.rhsmith.umd.edu/programs/undergraduate/academics/specialty-programs> (<https://www.rhsmith.umd.edu/programs/undergraduate/academics/specialty-programs/>) and <https://www.rhsmith.umd.edu/programs/undergraduate/academics/fellows-programs> (<https://www.rhsmith.umd.edu/programs/undergraduate/academics/fellows-programs/>).

### College Honors Program

The Smith School of Business offers the following honors programs.

**Interdisciplinary Business Honors Living Learning Program:** Designed for exceptional students from all majors across the University of Maryland, the UMD Honors College and the Robert H. Smith School of Business will premier the Interdisciplinary Business Honors Program in fall 2022. This two-year program features an advanced and unique interdisciplinary approach. Students will combine access to cutting-edge professional and technical business skills with broader thinking about the role of business in the world, and in relation to multiple academic fields. They'll then apply this knowledge to thinking critically about the great challenges of our time, including social, environmental, public health, and human rights topics. For more information on this program visit <https://ibh.umd.edu/>.

#### **QUEST (Quality Enhancement Systems and Teams) Honors**

**Program:** QUEST (Quality Enhancement Systems and Teams)

Honors Program is a three-year program for University of Maryland undergraduates studying business, engineering, and/or science. Through our five-course curriculum, students complete experiential learning projects and gain unique teamwork, communication, and problem-solving skills that prepare them for their futures. Beginning over 30 years ago, QUEST has become a mainstay at the University of Maryland, College Park, providing a unique opportunity for students who are interested in multidisciplinary, hands-on learning experiences. For more information about this program visit <http://www.rhsmith.umd.edu/quest/>.

### Approved Student Societies and Professional Organizations

Students may choose to associate themselves with one or more professional organizations offered under the umbrella organization, Smith Undergraduate Student Association (SUSA). For more details, visit <http://rhsmith.umd.edu/programs/undergraduate/community/clubs-and-organizations/>.

## Awards

### Scholarships

For details on available scholarships, please click on the scholarships tab at <http://rhsmith.umd.edu/programs/undergraduate/admissions/financial-aid-and-scholarships/>.