THE ROBERT H. SMITH SCHOOL OF BUSINESS

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Dean: Dr. Prabhudev Konana
Associate Dean: Dr. Victor Mullins
Assistant Dean of Undergraduate Academic Affairs: Dr. Philip Evers
Assistant Dean: Brian Horick

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, aacsb.edu (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 rhsmith.umd.edu/programs/undergraduate/shady-grove (https://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 2019, admitted University of Maryland students applying to Business, who have completed all of the LEP gateway requirements, and have a 3.0 - 3.799 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 3.8 or higher cumulative grade point average across all attempted college coursework will be admitted into the Business major.

• Completion of the following gateway courses, all with "C-" or better:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMGT220</td>
<td>Principles of Accounting I</td>
<td>3</td>
</tr>
<tr>
<td>MATH120</td>
<td>Elementary Calculus I</td>
<td>3</td>
</tr>
<tr>
<td>MATH130</td>
<td>Calculus I for the Life Sciences</td>
<td>4</td>
</tr>
<tr>
<td>MATH136</td>
<td>Calculus for Life Sciences</td>
<td>4</td>
</tr>
<tr>
<td>MATH140</td>
<td>Calculus I</td>
<td>4</td>
</tr>
<tr>
<td>BMGT230</td>
<td>Business Statistics</td>
<td>3</td>
</tr>
<tr>
<td>BMGT231</td>
<td></td>
<td>3</td>
</tr>
</tbody>
</table>

1 The following courses are approved substitutes for BMGT230: BIOM301, CCJS200, ECON230, ECON231, EDMS451, GEOG305, INST314, PSYC200, and SOCY201.
2 The following courses are approved substitutes for BMGT231: BIOE372, ENCE302, ENEE324, ENME392, or STAT400

• 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:

<table>
<thead>
<tr>
<th>Semester</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall</td>
<td>March 15th</td>
</tr>
<tr>
<td>Spring</td>
<td>October 15th</td>
</tr>
</tbody>
</table>

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 lep.umd.edu (http://lep.umd.edu) and rhsmith.umd.edu/programs/undergraduate/admissions (https://rhsmith.umd.edu/programs/undergraduate/admissions/).

For questions, call 301-314-8385 or email 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/)
- 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/)
- Marketing Major (https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/decision-operations-information-technologies/marketing-major/)

Minors

- Business Analytics Minor (https://academiccatalog.umd.edu/undergraduate/colleges-schools/business/business-analytics-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 rhsmith.umd.edu (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 Freshman-Sophomore School Requirements
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
or MATH140 Calculus I 3
BMGT230 Business Statistics 3
BMGT231 Business Statistics 3
Select one of the following:
COMM100
COMM107 Oral Communication: Principles and Practices
COMM200 Critical Thinking and Speaking
Juniorsenior School Requirements
BMGT301 Introduction to Information Systems 3
BMGT340 Business Finance 3
BMGT340 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

1. 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.

2. 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 rhsmith.umd.edu/programs/undergraduate/academics/academic-majors

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

**Freshman Year**

<table>
<thead>
<tr>
<th>First Semester</th>
<th>Credits</th>
<th>Second Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Education and/or Electives</td>
<td>6</td>
<td>General Education and/or Electives</td>
</tr>
<tr>
<td>ENGL101 (or equivalent)</td>
<td>3</td>
<td>ECON200 3</td>
</tr>
<tr>
<td>MATH (depending on placement)</td>
<td>3</td>
<td>Select one of the following:</td>
</tr>
<tr>
<td>BMGT110</td>
<td>3</td>
<td>COMM100</td>
</tr>
<tr>
<td>or BMGT130</td>
<td>3</td>
<td>COMM107</td>
</tr>
<tr>
<td>Select one of the following:</td>
<td>3</td>
<td>COMM200</td>
</tr>
<tr>
<td>COMM107</td>
<td>3</td>
<td>MATH</td>
</tr>
<tr>
<td>COMM200</td>
<td>3</td>
<td>BMGT230 &amp; BMGT321</td>
</tr>
</tbody>
</table>

| Total Credits | 62 |

1. See Freshman-Sophomore School requirements for appropriate math and statistics courses.

### Sophomore Year

<table>
<thead>
<tr>
<th>First Semester</th>
<th>Credits</th>
<th>Second Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Education and/or Electives</td>
<td>10</td>
<td>General Education and/or Electives</td>
</tr>
<tr>
<td>BMGT220</td>
<td>3</td>
<td>BMGT221 3</td>
</tr>
<tr>
<td>ECON201</td>
<td>3</td>
<td>Select one of the following:</td>
</tr>
<tr>
<td>BMGT301</td>
<td>3</td>
<td>BMGT230</td>
</tr>
<tr>
<td>BMGT340</td>
<td>3</td>
<td>BMGT321</td>
</tr>
<tr>
<td>BMGT364</td>
<td>3</td>
<td>Elective</td>
</tr>
</tbody>
</table>

| Total Credits | 62 |

Advancing

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. 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 orientation.umd.edu (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 rhsmith.umd.edu/programs/undergraduate/fellows-special-programs (https://rhsmith.umd.edu/programs/undergraduate/fellows-special-programs/).

College Honors Program
The Smith School Business Honors program is under review. Visit rhsmith.umd.edu/programs/undergraduate/fellows-special-programs (https://rhsmith.umd.edu/programs/undergraduate/fellows-special-programs/) for updated information about this program.

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 rhsmith.umd.edu/programs/undergraduate/community/clubs-and-organizations (https://rhsmith.umd.edu/programs/undergraduate/community/clubs-and-organizations/).

Awards
Scholarships