The mission of the College of Business is to offer an applied business education so that graduates may embark on successful professional careers or graduate school. Results are delivered through a high level of interaction between students and faculty, providing hands-on and innovative learning experiences. The College impacts the knowledge base of business and the economic health of the region by engaging professional and scholarly activity.

The goals for the College of Business are that Lander business administration graduates will:

1. be effective communicators in both oral and written communication;
2. understand the fundamental concepts of teamwork and demonstrate the ability to work in teams;
3. have a clear perception of business ethics;
4. possess business knowledge; and
5. be capable problem solvers

**BUSINESS ADMINISTRATION MAJOR**

Students majoring in Business Administration may select from four emphases: Accounting, Financial Services, Health Care Management, and Management/Marketing.

**Accounting Emphasis**

Students selecting the emphasis in Accounting are required to take six specified courses, one business elective, and at least two accounting elective courses. The elective courses may be chosen based on the student’s areas of interest.

Students who graduate with an accounting emphasis should meet the qualifications to sit for the CPA exam in South Carolina; however, to be licensed as a CPA in South Carolina, 150 semester hours of education are required. The 150-hour requirement must include 36 hours of accounting with 24 of these hours at the 300 level or above. Business courses totaling 36 hours are also required as part of the 150 hours. Lander University students may meet the 150-hour requirement by completing the baccalaureate degree requirements at Lander (approximately 120 semester hours) plus additional credit hours sufficient to meet the 150-hour requirements. For more details, students should see their academic advisors. Also, please note that CPA licensing requirements vary from state to state, and students planning to practice outside of South Carolina should check with the Boards of Accountancy in the appropriate states.

The 150 hour requirement does not apply to accounting students who pursue careers that do not require the CPA license.

**Financial Services Emphasis**

The objective of the Financial Services emphasis is to build a broad-based program for undergraduate students that include studies in Community Banking, Insurance and Risk Management, Investments and Wealth Management, and Real Estate Management and Development. The curriculum is designed to give students a solid foundation in the industry segment and will include insights of subject matter professors, respected practicing professionals and representative industry groups. Anticipated growth in employment opportunities in the financial services businesses, will provide graduates opportunities to become industry professionals and leaders for the 21st century.

**Health Care Management Emphasis**

The purpose of the Health Care Management emphasis is to integrate the fundamentals of business administration with a comprehensive knowledge of the U.S. health care delivery system. The emphasis is designed to enable qualified students to acquire the skills and knowledge needed to be successfully employed by various healthcare service organizations.

**Management/Marketing Emphasis**

The Management/Marketing emphasis focuses on the ways in which organizational objectives are developed, implemented, and changed, and on those processes that add value for stakeholders. Management courses emphasize decision-making skills and the selection, motivation, and development of human resources. Marketing courses focus on the ways an organization can meet customer needs through product development and distribution and through promotional and pricing strategies.
Requirements for the Business Administration Major

Students pursuing the Bachelor of Science degree in Business Administration are assigned an advisor from the College of Business. Advisors will assist students in planning their coursework to meet school requirements and procedures. In order to continue as a business major, students must meet the requirements stated below.

Course Grade Requirements

All business majors must earn a grade of “C” or better in ECON 101, ENGL 101, ENGL 102, MATH 121, and MATH 211 and in all of the Major Program Core Requirements, Major Program Additional Requirements, and Major Program Emphasis Requirements (as defined in the Program Requirements for each emphasis area in Business Administration).

GPA Requirements

In order to continue in the program and enroll in upper-level business courses, business majors must maintain at least a 2.50 Lander GPA. Students who fail to meet the minimum GPA requirements will not be allowed to continue to take upper-level courses or complete the degree requirements.

Enrolling in Upper-Level Business Courses

In order to enroll in the upper-level Business courses, Business majors must meet the following requirements:

1. Complete at least 45 semester hours of college credit (including transfer courses);
2. Maintain an overall Lander GPA of 2.50 or better;
3. Earn a grade of “C” or better in ACCT 201, MATH 211, ECON 101 (ECON 201 or ECON 202 will be accepted for ECON 101 for transfer students), and ENGL 275.

Transfer Students

Transfer students from other divisions within the University or from other accredited institutions are required to meet the requirements listed for current students. Grades of less than “C” will not be accepted for transfer credit from other institutions. Courses offered at the upper level (courses numbered 300 or above) at Lander University will not transfer from a junior or technical college.

Students in Other Departments

Students in other departments of the University who wish to take lower-level business courses are required to meet the prerequisite requirements for each course and the grade requirements as listed for those prerequisites. Students in other departments who wish to take business courses at the 300 level or above must meet the prerequisites listed below for the minors in business administration or health care management.

The Dean of the College of Business will consider exceptions to all of the preceding requirements on an individual basis.

BUSINESS ADMINISTRATION MINOR

The College of Business offers a minor in business administration. Students in other departments who have declared a minor in business administration must complete the 18-credit program of study as shown below with a “C” or better in each course. Before enrolling in upper-level courses, students must:

1. have completed 54 semester hours by the first day of class;
2. have and maintain a cumulative Lander GPA of 2.5 or above; and
3. have completed each of the following prerequisites with a “C” or above: BA 101, MATH 211, and ENGL 275.

<table>
<thead>
<tr>
<th>Courses</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 201 Financial Accounting Principles</td>
<td>3</td>
</tr>
<tr>
<td>ECON 101 Economics in Society</td>
<td>3</td>
</tr>
<tr>
<td>(ECON 201 or ECON 202 – will be accepted for ECON 101)</td>
<td></td>
</tr>
<tr>
<td>MGMT 301 Principles of Management</td>
<td>3</td>
</tr>
<tr>
<td>MKT 301 Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>FINA 301 Business Finance</td>
<td>3</td>
</tr>
<tr>
<td>Elective: any business course at the 300-level or above</td>
<td>3</td>
</tr>
</tbody>
</table>
HEALTH CARE MANAGEMENT MINOR

The College of Business offers a minor in health care management. Students in other departments who have declared a minor in health care management must complete the 18-credit program of study with a “C” or better in each course. Before enrolling in upper-level courses, students must:

1. have completed 54 semester hours by the first day of class;
2. have and maintain a cumulative Lander GPA of 2.5 or above; and
3. have completed each of the following prerequisites with a “C” or above: BA 101, MATH 211, and ENGL 275.

<table>
<thead>
<tr>
<th>Courses</th>
<th>Credit Hours</th>
</tr>
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<tr>
<td>ACCT 201 Financial Accounting Principles</td>
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<tr>
<td>ECON 101 Economics in Society</td>
<td>3</td>
</tr>
<tr>
<td>(ECON 201 or ECON 202 – will be accepted for ECON 101)</td>
<td></td>
</tr>
<tr>
<td>HCMT 201 Health Care in America</td>
<td>3</td>
</tr>
<tr>
<td>HCMT 301 Foundations of Health Care Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 301 Principles of Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 315 Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td><strong>TOTAL HOURS</strong></td>
<td><strong>18</strong></td>
</tr>
</tbody>
</table>

INTERNATIONAL BUSINESS MINOR

The College of Business, in collaboration with the faculty of Business, Law and Sport at the University of Winchester in the United Kingdom, offers a minor in International Business to Lander students in all disciplines. The minor requires a semester of study abroad at Winchester, per the agreement between Lander University and the University of Winchester. Students must have a 3.0 GPA and have completed at least two full semesters of college-level studies to be eligible to study abroad. The minor consists of eighteen credit hours, either 6 or 9 credit hours taken at Lander and either 9 or 12 credit hours taken at Winchester, distributed as follows:

**Required Courses at Lander University**

<table>
<thead>
<tr>
<th>Required Courses at Lander University</th>
<th>6 or 9 credit hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA 390 International Business</td>
<td>3 credit hours</td>
</tr>
</tbody>
</table>

**Selectives at Lander University:**

- Any one or two among the following courses, to be selected in consultation with the student's advisor and the Director of Study Abroad: 3 or 6 credit hours
- BA 351 Business Ethics (recommended for all majors)
- ECON 335 International Economics (recommended for all majors)
- ACCT 201, BA 251, FINA 301, MGMT 301 or MKT 301 (recommended for non-business majors only.) (Some of these courses may have prerequisites)
- Any other 300-level BA, MGMT, MKT, FINA or ACCT course offered by the College of Business (Some of these courses may have prerequisites)

**A minimum of six credit hours toward the minor must be completed at Lander.**

**Required Modules (courses) at University of Winchester**

<table>
<thead>
<tr>
<th>Required Modules (courses) at University of Winchester</th>
<th>9 or 12 credit hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Any three or four level 5 or level 6 business modules from the University of Winchester, to be selected in consultation with the student's advisor and the Director of Study Abroad</td>
<td>9 or 12 credit hours</td>
</tr>
</tbody>
</table>

**TOTAL HOURS**

- **18 total credit hours**

HEALTH CARE MANAGEMENT CERTIFICATE

The Health Care Management certificate program is designed primarily for health care professionals who are interested in management positions in a health care organization and have not had formal education in health care management. Students who are not enrolled in Health Care Management emphasis program in College of Business
may also take the courses to gain insight into management issues specific to health care. The certificate program is not designed for nor can the courses be used as a substitute for 300-level courses in the Health Care Management emphasis. Note: The Health Care Management certificate program is not an eligible program for financial aid.

The Health Care Management certificate program includes the following courses which can be taken in any order:

<table>
<thead>
<tr>
<th>Courses</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>HCMT 280 Principles of Health Care Management</td>
<td>3</td>
</tr>
<tr>
<td>HCMT 281 Legal, Ethical, and Regulatory Aspects of Health Care</td>
<td>3</td>
</tr>
<tr>
<td>HCMT 282 Financial Aspects of Health Care</td>
<td>3</td>
</tr>
<tr>
<td>HCMT 283 Supervision and Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>TOTAL HOURS</td>
<td>12</td>
</tr>
</tbody>
</table>

Students must earn at least a “C” in all courses to receive the Health Care Management certificate.
2018-2019 PROGRAM REQUIREMENTS

DEGREE: BACHELOR OF SCIENCE
MAJOR: BUSINESS ADMINISTRATION
EMPHASIS: ACCOUNTING

GENERAL EDUCATION REQUIREMENTS
(For approved courses see the General Education section.)

A. Humanities and Fine Arts
(6 hours selected from 2 different disciplines) 6

B. Behavioral and Social Perspectives
(6 hours selected from 2 different disciplines)
ECON 101 3
Behavioral and Social Perspectives elective 3

C. Scientific and Mathematical Reasoning
(7 hours selected from 2 different disciplines, 1 lab science required)
MATH 211 3
1 lab science 4

D. Core Academic Skills
ENGL 101 3
ENGL 102 3
MATH 121 3
Foreign Language 3
LINK 101 1
FALS 101 (15 FALS-approved events) 0

E. General Education Electives
A sufficient number of additional General Education Electives must be taken to meet a total of 42 hours of General Education Requirements.
(Select from categories A, B, or C; Global Issues and Cultures; Foreign Language; or courses approved for category E)

A Global Issues and Cultures: Students are required to take at least one of these courses prior to graduation.

TOTAL GENERAL EDUCATION REQUIREMENTS 42

MAJOR PROGRAM CORE REQUIREMENTS

ACCT 201 3
ACCT 202 3
BA 101 3
BA 226 3
BA 251 3
BA 299 2

In order to enroll in the upper-level Business courses (300-level and above), Business majors must meet the following requirements:
- Complete at least 45 semester hours of college credit (including transfer courses);
- Maintain a Lander GPA of 2.50 or better; and
- Earn a grade of “C” or better in ACCT 201, MATH 211, ECON 101 and ENGL 275.

MGMT 301 3
MKT 301 3
FINA 301 3
BA 304 3
BA 325  3
MGMT 330  3
BA 399  1
BA 414  3
BA 499  1

**MAJOR PROGRAM ADDITIONAL REQUIREMENTS**

ENGL 275  3

**MAJOR PROGRAM EMPHASIS REQUIREMENTS**

ACCT 301  3
ACCT 302  3
ACCT 321  3
ACCT 331  3
ACCT 402  3
ACCT 403  3
Business elective 300-level or above (ACCT, BA, ECON, HCMT, MGMT, or MKT)  3
Select two courses from the following list:  6
    ACCT 307
    ACCT 322
    ACCT 332
    ACCT 352
    ACCT 369

**TOTAL MAJOR PROGRAM REQUIREMENTS**  70

**ADDITIONAL ELECTIVES**  8

**TOTAL FOR BS DEGREE**  120

Coursework must include at least 30 hours earned in 300 or above level courses, of which 12 hours must be in the major.

See 4-year major guides for recommended order in which to take courses

2018-2019 PROGRAM REQUIREMENTS

DEGREE:   BACHELOR OF SCIENCE
MAJOR:    BUSINESS ADMINISTRATION
EMPHASIS: FINANCIAL SERVICES

GENERAL EDUCATION REQUIREMENTS
(For approved courses see the General Education section.)

A.  Humanities and Fine Arts
    (6 hours selected from 2 different disciplines)  6

B.  Behavioral and Social Perspectives
    (6 hours selected from 2 different disciplines)
    ECON 101     3
    Behavioral and Social Perspectives elective  3

C.  Scientific and Mathematical Reasoning
    (7 hours selected from 2 different disciplines, 1 lab science required)
    MATH 211  3
    1 lab science  4

D.  Core Academic Skills (13 hours)
    ENGL 101  3
    ENGL 102  3
    MATH 121  3
    Foreign Language  3
    LINK 101  1
    FALS 101 (15 FALS-approved events)  0

E.  General Education Electives
    A sufficient number of additional General Education Electives must be
    taken to meet a total of 42 hours of General Education Requirements.
    (Select from categories A, B, or C; Global Issues and Cultures; Foreign
    Language; or courses approved for category E)

A Global Issues and Cultures: Students are required to take at least one of
these courses prior to graduation.

TOTAL GENERAL EDUCATION REQUIREMENTS  42

MAJOR PROGRAM CORE REQUIREMENTS

ACCT 201  3
ACCT 202  3
BA 101  3
BA 226  3
BA 251  3
BA 299  2

In order to enroll in the upper-level Business courses (300-level and above), Business
majors must meet the following requirements:
• Complete at least 45 semester hours of college credit (including transfer courses);
• Maintain a Lander GPA of 2.50 or better; and
• Earn a grade of “C” or better in ACCT 201, MATH 211, ECON 101 and ENGL
  275.

  MGMT 301  3
  MKT 301  3
  FINA 301  3
  BA 304  3
<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA 325</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 330</td>
<td>3</td>
</tr>
<tr>
<td>BA 399</td>
<td>1</td>
</tr>
<tr>
<td>BA 414</td>
<td>3</td>
</tr>
<tr>
<td>BA 499</td>
<td>1</td>
</tr>
</tbody>
</table>

**MAJOR PROGRAM ADDITIONAL REQUIREMENTS**

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGL 275</td>
<td>3</td>
</tr>
</tbody>
</table>

**MAJOR PROGRAM EMPHASIS REQUIREMENTS**

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA 309</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 369</td>
<td>3</td>
</tr>
<tr>
<td>ECON 311</td>
<td>3</td>
</tr>
<tr>
<td>FINA 310</td>
<td>3</td>
</tr>
<tr>
<td>FINA 352</td>
<td>3</td>
</tr>
<tr>
<td>Business elective – 300-level or above (ACCT, BA, ECON, HCMT, MGMT, or MKT)</td>
<td>3</td>
</tr>
<tr>
<td>Emphasis elective – select one course from the following:</td>
<td>3</td>
</tr>
<tr>
<td>ECON 352</td>
<td></td>
</tr>
<tr>
<td>FINA 352 (must be different topic than the required FINA 352)</td>
<td></td>
</tr>
<tr>
<td>ACCT 301</td>
<td></td>
</tr>
<tr>
<td>ACCT 321</td>
<td></td>
</tr>
<tr>
<td>ACCT 322</td>
<td></td>
</tr>
<tr>
<td>ACCT 352</td>
<td></td>
</tr>
<tr>
<td>FINA 490</td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL MAJOR PROGRAM REQUIREMENTS** 64

**ADDITIONAL ELECTIVES** 14

**TOTAL FOR BS DEGREE** 120

Coursework must include at least 30 hours earned in 300 or above level courses, of which 12 hours must be in the major.

See 4-year major guides for recommended order in which to take courses [http://www.lander.edu/Academics/Registrar-Office/Resources/Major-Guides.aspx](http://www.lander.edu/Academics/Registrar-Office/Resources/Major-Guides.aspx).
2018-2019 PROGRAM REQUIREMENTS

DEGREE:  BACHELOR OF SCIENCE
MAJOR:  BUSINESS ADMINISTRATION
EMPHASIS:  HEALTH CARE MANAGEMENT

GENERAL EDUCATION REQUIREMENTS
(For approved courses see the General Education section.)

A.  Humanities and Fine Arts
(6 hours selected from 2 different disciplines)  6

B.  Behavioral and Social Perspectives
(6 hours selected from 2 different disciplines)
ECON 101  3
Behavioral and Social Perspectives elective  3

C.  Scientific and Mathematical Reasoning
(7 hours selected from 2 different disciplines, 1 lab science required)
MATH 211  3
1 lab science  4

D.  Core Academic Skills (13 hours)
ENGL 101  3
ENGL 102  3
MATH 121  3
Foreign Language  3
LINK 101  1
FALS 101 (15 FALS-approved events)  0

E.  General Education Electives
NURS 310 (recommended)  3

A sufficient number of additional General Education Electives must be taken to meet a total of 42 hours of General Education Requirements.
(Select from categories A, B, or C; Global Issues and Cultures; Foreign Language; or courses approved for category E)

A Global Issues and Cultures: Students are required to take at least one of these courses prior to graduation.

TOTAL GENERAL EDUCATION REQUIREMENTS  42

MAJOR PROGRAM CORE REQUIREMENTS

ACCT 201  3
ACCT 202  3
BA 101  3
BA 226  3
BA 251  3
BA 299  2

In order to enroll in the upper-level Business courses (300-level and above), Business majors must meet the following requirements:
•  Complete at least 45 semester hours of college credit (including transfer courses);
•  Maintain a Lander GPA of 2.50 or better; and
•  Earn a grade of “C” or better in ACCT 201, MATH 211, ECON 101 and ENGL 275.

MGMT 301  3
MKT 301  3
FINA 301  3
BA 304 3
BA 325 3
MGMT 330 3
BA 399 1
BA 414 3
BA 499 1

MAJOR PROGRAM ADDITIONAL REQUIREMENT

ENGL 275 3

MAJOR PROGRAM EMPHASIS REQUIREMENTS

HCMT 111 1
HCMT 201 3
HCMT 301 3
HCMT 311 3
HCMT 410 3
HCMT 490 3
MGMT 315 3

Select 3 courses from the following list: 9
HCMT 315
HCMT 369
HCMT 402
MGMT 411

TOTAL MAJOR PROGRAM REQUIREMENTS 71

ADDITIONAL ELECTIVES 7

TOTAL FOR BS DEGREE 120

Coursework must include at least 30 hours earned in 300 or above level courses, of which 12 hours must be in the major.

See 4-year major guides for recommended order in which to take courses
2018-2019 PROGRAM REQUIREMENTS

DEGREE: BACHELOR OF SCIENCE
MAJOR: BUSINESS ADMINISTRATION
EMPHASIS: MANAGEMENT/MARKETING

GENERAL EDUCATION REQUIREMENTS (For approved courses see the General Education section.)

A. Humanities and Fine Arts
   (6 hours selected from 2 different disciplines) 6

B. Behavioral and Social Perspectives
   (6 hours selected from 2 different disciplines)
   ECON 101 3
   Behavioral and Social Perspectives elective 3

C. Scientific and Mathematical Reasoning
   (7 hours selected from 2 different disciplines, 1 lab science required)
   MATH 211 3
   1 lab science 4

D. Core Academic Skills (13 hours)
   ENGL 101 3
   ENGL 102 3
   MATH 121 3
   Foreign Language 3
   LINK 101 1
   FALS 101 (15 FALS-approved events) 0

E. General Education Electives
   A sufficient number of additional General Education Electives must be taken to meet a total of 42 hours of General Education Requirements.
   (Select from categories A, B, or C; Global Issues and Cultures; Foreign Language; or courses approved for category E)

   A Global Issues and Cultures: Students are required to take at least one of these courses prior to graduation.

   TOTAL GENERAL EDUCATION REQUIREMENTS 42

MAJOR PROGRAM CORE REQUIREMENTS

ACCT 201 3
ACCT 202 3
BA 101 3
BA 226 3
BA 251 3
BA 299 2

In order to enroll in the upper-level Business courses (300-level and above), Business majors must meet the following requirements:

- Complete at least 45 semester hours of college credit (including transfer courses);
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MGMT 301 3
MKT 301 3
FINA 301 3
BA 304 3
BA 325 3
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</tr>
<tr>
<td>BA 399</td>
<td>1</td>
</tr>
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<td>BA 414</td>
<td>3</td>
</tr>
<tr>
<td>BA 499</td>
<td>1</td>
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**MAJOR PROGRAM ADDITIONAL REQUIREMENT**

<table>
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<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGL 275</td>
<td>3</td>
</tr>
</tbody>
</table>

**MAJOR PROGRAM EMPHASIS REQUIREMENTS**

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 315</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 325</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 340</td>
<td>3</td>
</tr>
<tr>
<td>MKT 415</td>
<td>3</td>
</tr>
<tr>
<td>MKT 420</td>
<td>3</td>
</tr>
<tr>
<td>MKT 440</td>
<td>3</td>
</tr>
<tr>
<td>One business elective 300-level or above (ACCT, BA, ECON, HCMT, MGMT, or MKT)</td>
<td>3</td>
</tr>
</tbody>
</table>

**TOTAL MAJOR PROGRAM REQUIREMENTS** 64

**ADDITIONAL ELECTIVES** 14

**TOTAL FOR BS DEGREE** 120

Coursework must include at least 30 hours earned in 300 or above level courses, of which 12 hours must be in the major.

See 4-year major guides for recommended order in which to take courses [http://www.lander.edu/Academics/Registrar-Office/Resources/Major-Guides.aspx](http://www.lander.edu/Academics/Registrar-Office/Resources/Major-Guides.aspx).