B.S. in Business Administration - Leadership & Management

Additional Admission Requirements

1. Students must first be admitted to Towson University. This requires an overall GPA of 2.0 or higher. Please read the “How to Apply to TUNE” sheet for further instructions. The Business Administration program at TUNE only accepts applicants during the fall semester.

2. To meet the requirements for admission into the Business Administration major, a grade of C or above and a cumulative GPA of 2.7 or higher is also required in the following courses:
   - Principles of Financial Accounting
   - Microeconomic Principles
   - Macroeconomic Principles
   - Legal Environment of Business
   - Statistics for Business & Economics
   - Calculus

About the Program

The Business Administration - Leadership & Management program is accredited by AACSB-International, the premier accrediting body of business school programs. AACSB Accreditation represents the highest standard of achievement for business schools worldwide. Less than 5% of the world's 13,000 business programs have earned AACSB Accreditation.

Through the Business Excellence program, students translate their academic knowledge into value in the professional world. Students also complete a 120-hour professional internship while enrolled in the Professional Experience course.

All TU Business Administration students compete in a live Strategic Management Case Competition presented by local companies during the required upper-level MNGT 481 Strategic Management course. Teams tackle a real business case provided by a local company, challenging students to not only think on many different levels at once but also exercise communication and presentation skills.

Students who successfully complete program requirements earn certification from Microsoft Office and Bloomberg Essentials. TUNE students also have access to participate in networking opportunities, professional development events, and regional case competitions offered through the main campus in Towson. A degree in Business Administration opens the door to a wealth of job and career opportunities, not only in business but also in government and nonprofit sectors as well.
Harford Community College: Associate of Science (A.S) in Business Administration

Towson University: Bachelor’s Degree (B.S.) in Business Administration—Concentration in Leadership and Management

Towson University offers students the opportunity to obtain a bachelor’s degree (B.S.) in Business Administration without ever leaving Harford County! Students who complete Harford Community College’s Associate of Science (A.S) in Business Administration will be eligible to transfer to the Towson University in Northeastern Maryland facility on the Harford Community College campus to earn a bachelor’s degree.

Recommended Course Schedule Sequence at Harford Community College

NOTE: The following codes identify courses which satisfy the General Education Requirements at HCC:

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Core Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>GB</td>
<td>Behavioral/Social Science</td>
<td>5</td>
</tr>
<tr>
<td>GH</td>
<td>Arts/Humanities</td>
<td>6</td>
</tr>
<tr>
<td>GM</td>
<td>Mathematics</td>
<td>7</td>
</tr>
<tr>
<td>GL</td>
<td>Biological/Physical Laboratory Science</td>
<td>8</td>
</tr>
<tr>
<td>GE</td>
<td>English Composition</td>
<td>2</td>
</tr>
<tr>
<td>GI</td>
<td>Interdisciplinary &amp; Emerging Issues</td>
<td>3</td>
</tr>
<tr>
<td>GS</td>
<td>Biological/Physical Science</td>
<td>9</td>
</tr>
</tbody>
</table>

* For the A.S. degree, Behavioral/Social Science and Arts/Humanities electives MUST be selected from two different disciplines.

TO SATISFY THE DIVERSITY REQUIREMENT: Associate degree students must complete one 3-credit diversity course D. It is recommended that students select one of the 3-credit GB, GH, GI course electives from those that appear on the approved list of diversity course graduation requirements.

At HCC, future transfer students may earn credits that count toward the Core Curriculum requirements at Towson University. These Core requirements consist of a minimum of 40 units of coursework in 13 categories.

First Semester (15-16 credits)
- Arts/Humanities Elective (3) GH (Core 5)
- BA 101 Introduction to Business (3) GI
- ECON 101 Macroeconomics (3) GB (Core 6)
- ENG 101 English Composition (3) GE (Core 2)
- MATH 203 Calculus I (4) GM (Core 3) OR
- MATH 212 Calculus with Applications (3) GM (Core 3)

Second Semester (16 credits)
- Arts/Humanities Elective (3) GH (Core 11)
- CIS 102 Introduction to Information Sciences (3) GI (Core 4)
- ENG 102 English Composition and Literature (3) OR
- ENG 109 English Composition: Research Writing (3) OR
- ENG 216 Business Communications (3)
- MATH 216 Introduction to Statistics (4) GM
- ECON 102 Microeconomics (3) GB

Third Semester (16 credits)
- ACCT 101 Accounting Principles I (3)
- BA 246 Legal Environment of Business (3)
- CMST 101 Speech Fundamentals (3) GI (Core 13)
- Biological/Physical Lab Science Elective (4) GL (Core 7)
- Business Administration Elective (3)

Fourth Semester (13 credits)
- ACCT 102 Accounting Principles II (3)
- Behavioral/Social Science Elective (not Economics) (3) GB (Core 10)
- Biological/Physical Science Elective (3) GS (Core 8)
- Physical Education Elective (1)
- General Elective (3) (Core 12)

Last revised 04/29/2016. Please note agreement sequences are subject to change according to state guidelines. Be sure to meet with your HCC advisor each semester.
B.S. in Business Administration
Concentration in Leadership and Management
Towson University in Northeastern Maryland

Students must first be admitted to Towson and meet the requirements for admission into the Business Administration major. These requirements are:

- GPA of 2.0 or higher
- C or above and a cumulative GPA of 2.7 or higher in the following courses:
  - Principles of Financial Accounting
  - Microeconomic Principles
  - Macroeconomic Principles
  - Legal Environment of Business
  - Statistics for Business & Economics
  - Calculus

<table>
<thead>
<tr>
<th>First Fall Term (14 units)</th>
<th>First Spring Term (15 units)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSX 301 Business Communications (3) (Core 9)</td>
<td>EBTM 350 Business Analytics (3)</td>
</tr>
<tr>
<td>EBTM 250 Problem Solving for Business I (1)</td>
<td>EBTM 337 Enterprise Information Systems (3)</td>
</tr>
<tr>
<td>EBTM 251 Problem Solving for Business II (1)</td>
<td>EBTM 365 Principles of Operations Management (3)</td>
</tr>
<tr>
<td>FIN 331 Principles of Financial Management (3)</td>
<td>Management Elective (3)</td>
</tr>
<tr>
<td>MNGT 361 Leadership and Management (3)</td>
<td>Ethics Elective (3) ** (Core 14)</td>
</tr>
<tr>
<td>MKTG 341 Principles of Marketing (3)</td>
<td>** MNGT 482 Business Ethics and Sustainability recommended when offered</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Second Fall Term (15 units)</th>
<th>Second Spring Term (15-16 units)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MNGT 391 Developing Management and Team Building Skills (3)</td>
<td>BUSX 460 Professional Experience (3)</td>
</tr>
<tr>
<td>MNGT 395 Management of Organizational Behavior (3)</td>
<td>MNGT 465 Leadership, Learning, and Change (3)</td>
</tr>
<tr>
<td>MNGT 425 Organization Theory and Development (3)</td>
<td>MNGT 466 Leading Across Cultures (3)</td>
</tr>
<tr>
<td>MNGT 463 Organizational Leadership (3)</td>
<td>MNGT 481 Strategic Management (3)</td>
</tr>
<tr>
<td>Management Elective (3)</td>
<td>General Elective (3-4) **</td>
</tr>
<tr>
<td></td>
<td>** Depending on transfer credits</td>
</tr>
</tbody>
</table>

General Information
TU in Northeastern Maryland
510 Thomas Run Road • Bel Air, MD 21015
410-704-TUNE (8863) • TUNEMD@towson.edu

Meaghan Behm
Coordinator of Academic & Career Services,
College of Business and Economics
410-704-6163 • mvbehm@towson.edu
Cecil College: Associate of Arts (A.A.) in Business Administration

Towson University: Bachelor’s Degree (B.S.) in Business Administration—Concentration in Leadership and Management

Towson University offers students the opportunity to obtain a bachelor’s degree (B.S.) in Business Administration without ever leaving northeastern Maryland! Students who complete Cecil College’s Associate of Arts (A.A.) in Business Administration will be eligible to transfer to the Towson University in Northeastern Maryland facility on the Harford Community College campus to earn a bachelor’s degree.

Recommended Course Schedule Sequence at Cecil College

NOTE: The following codes identify courses which satisfy the General Education Requirements at Cecil:

- E English Composition
- H Arts and Humanities
- I Interdisciplinary and Emerging Issues
- S Science
- SL Science with Lab
- SS Behavioral and Social Sciences

At Cecil, future transfer students may earn credits that count toward the Core Curriculum requirements at Towson University. These Core requirements consist of a minimum of 40 units of coursework in 13 categories.

First Semester (16 credits)

- EGL 101 Freshman Composition (3) E (Core 2)
- BUS 103 Introduction to Business (3)
- ACC 101 Accounting I (3)
- CIS 101 Introduction to Computer Concepts (3) I (Core 4)
- PSY 101 Introduction to Psychology (3) SS (Core 6)
- ACT Activity Elective (1)

Second Semester (17 credits)

- SPH 121 Interpersonal Communications (3) OR
- SPH 141 Public Speaking (3) H (Core 5)
- MAT 127 Introduction to Statistics (4) M (Core 3)
- ECO 222 Economics-Macro (3) SS
- ACC 102 Accounting II (3)
- EGL 102 Composition and Literature (3) H (Core 12)
- ACT Activity Elective (1)

Third Semester (16 credits)

- ECO 221 Economics-Micro (3) SS (Core 10)
- Biological Elective w/ Lab (4) SL (Core 7)
- Arts and Humanities Elective (3) H (Core 11)
- MAT 125 Applied Calculus (3) M
- Social Science Elective (3) SS

Fourth Semester (16 credits)

- MAT Math Elective (Select from MAT121, 128, 201, 202, 203)(4)
- BUS 210 Business Law (3)
- Science Elective (3) S (Core 8)
- History Elective (3) H (Core 13)
- BUS 187 Business Ethics (3) (Core 14)

Last revised 09/18/2017. Please note agreement sequences are subject to change according to state guidelines. Be sure to meet with your Cecil advisor each semester.
### B.S. in Business Administration

**Concentration in Leadership and Management**

#### First Fall Term (14 units)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSX 301</td>
<td>Business Communications</td>
<td>3</td>
</tr>
<tr>
<td>EBTM 250</td>
<td>Problem Solving for Business I</td>
<td>1</td>
</tr>
<tr>
<td>EBTM 251</td>
<td>Problem Solving for Business II</td>
<td>1</td>
</tr>
<tr>
<td>FIN 331</td>
<td>Principles of Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 361</td>
<td>Leadership and Management</td>
<td>3</td>
</tr>
</tbody>
</table>

#### First Spring Term (15 units)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBTM 350</td>
<td>Business Analytics</td>
<td>3</td>
</tr>
<tr>
<td>EBTM 337</td>
<td>Enterprise Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>EBTM 365</td>
<td>Principles of Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 391</td>
<td>Developing Management &amp; Team Bldg. Skills</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 395</td>
<td>Management of Organizational Behavior</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 425</td>
<td>Organization Theory and Development</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 463</td>
<td>Organizational Leadership</td>
<td>3</td>
</tr>
</tbody>
</table>

#### Second Fall Term (15-16 units)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MNGT 391</td>
<td>Developing Management &amp; Team Bldg. Skills</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 395</td>
<td>Management of Organizational Behavior</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 425</td>
<td>Organization Theory and Development</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 463</td>
<td>Organizational Leadership</td>
<td>3</td>
</tr>
<tr>
<td>Management Elective</td>
<td></td>
<td>3</td>
</tr>
</tbody>
</table>

#### Second Spring Term (15 units)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSX 460</td>
<td>Professional Experience</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 481</td>
<td>Strategic Management</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 465</td>
<td>Leadership, Learning and Change</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 466</td>
<td>Leading Across Cultures</td>
<td>3</td>
</tr>
<tr>
<td>General Elective</td>
<td></td>
<td>3-4</td>
</tr>
</tbody>
</table>

---

**General Information**

TU in Northeastern Maryland  
510 Thomas Run Road • Bel Air, MD 21015  
410-704-TUNE (8863) • TUNEMD@towson.edu

---

**Meghan Behm**

Coordinator of Academic & Career Services,  
College of Business and Economics  
410-704-6163 • mvbehm@towson.edu

---

*Note: GPA of 2.0 or higher  
C or above and a cumulative GPA of 2.7 or higher in the following courses:  
- Principles of Financial Accounting  
- Microeconomic Principles  
- Macroeconomic Principles  
- Legal Environment of Business  
- Statistics for Business & Economics  
- Calculus  

*MGMT 482 recommended when offered*
Three reasons why you may want to apply to...

TOWSON UNIVERSITY
Northeastern Maryland

Same Quality Programs. Same Quality Degree.

- Students receive a Bachelors degree awarded by Towson University. The programs at TUNE are identical to those on main campus.
- All programs are Maryland Higher Education Commission (MHEC) approved.
- Many of the same instructors who teach on the main campus also teach TUNE courses.
- Established partnerships with local community colleges provide a seamless transfer and assure maximum transfer credit.

Save Money.

- Towson University offers reduced fees for fulltime TU in Northeastern Maryland students. Parking is also free and convenient. TUNE students will save more than $1,500 per year compared to students on the main campus.
- By submitting the FAFSA, students are eligible for the same Financial Aid packages that are awarded to main campus students.
- TU is currently offering a need-based grant to students enrolled in at least 12 units of classes at the TUNE location. Selected recipients will receive a $2,000 grant ($1,000 per term) for Fall and Spring semesters.
- Room & Board on the main campus also costs approximately $11,000 per academic year, which is money our commuters can save.

Convenient. Close to Home.

- Program advisors and admissions representatives hold regular office hours on-site.
- A fulltime Director of Student Services organizes diverse student life events to bring the full college experience to TUNE.
- Student employment opportunities are available.
- Select programs offer local internship opportunities in Harford County.
- Fulltime TUNE students have access to Harford Community College’s fitness facilities.
- TUNE has its own bookstore where students may purchase class materials, TU apparel, and much more.
How to Apply to Towson University in Northeastern Maryland

1. To access the online application, please visit our webpage at www.towson.edu/tunemd and click on the “Apply Now” link in the right-hand sidebar. You can also visit the application directly at the following URL: http://www.towson.edu/admissions/undergrad/transfer/tune.html

2. Find out if your intended major has additional requirements. Some majors have additional requirements or screening criteria, such as prerequisite courses, supplemental applications, GPA requirements, or passing Praxis scores. Admission to Towson University does not guarantee entry into these majors. The following programs at TUNE have additional requirements: Business Administration - Leadership & Management concentration, Elementary Education/Special Education, Early Childhood/Special Education, and Nursing.

3. Please read the application instructions carefully. Allow yourself approximately 20-30 minutes to complete the application honestly and fully. A $45 non-deferrable, non-refundable fee is required with your application. You will be able to pay the application fee with a credit card or electronic check.

4. Do not forget to have your official transcript (no grade reports or print-outs) sent to Admissions via email to: Admissions_Documents@towson.edu [Some schools will send electronically to TU.] or via postal mail to: Towson University Office of Undergraduate Admissions 8000 York Road Towson, MD 21252

The Deadlines

The final application deadline is June 15 for fall admission and December 15 for spring admission. The application will remain open on a space-available basis.

To be considered for merit-based scholarships offered through University Admissions, you must apply and submit your transcripts and standardized test scores (if you have earned fewer than 30 transferrable credits) by December 1.

The TU Priority Deadline for the FASFA is January 17.

Questions?

Admissions staff will be on-site in Harford County at regular times throughout the semester. Please call us at 410-704-TUNE (8863) to make an appointment to meet with an Admissions counselor if you have questions regarding transfer of credits or the application process.