**DEGREE REQUIREMENTS**

**BERKELEY HAAS UNDERGRADUATE PROGRAM**

### OVERVIEW OF DEGREE REQUIREMENTS

- A minimum of **38 Upper-Division Business Units**
- A minimum of **12 Upper-Division Non-Business Units**
- Complete the **7 Breadth Requirements**
- General University Requirements:
  - American History
  - American Institutions
- Berkeley campus requirement:
  - American Cultures
- A minimum of **120 units**
- Completion of degree program in four semesters, not including summer session

*Upper-Division courses are numbered 100-199; cannot be used for breadth

### REQUIRED UGBA CORE COURSES

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>Business Communications++</td>
<td>2</td>
</tr>
<tr>
<td>101A</td>
<td>Microeconomic Analysis for Business Decisions+</td>
<td>3</td>
</tr>
<tr>
<td>101B</td>
<td>Macroeconomic Analysis for Business Decisions+</td>
<td>3</td>
</tr>
<tr>
<td>102A</td>
<td>Introduction to Financial Accounting+</td>
<td>3</td>
</tr>
<tr>
<td>102B</td>
<td>Introduction to Managerial Accounting+</td>
<td>3</td>
</tr>
<tr>
<td>103</td>
<td>Introduction to Finance+</td>
<td>4</td>
</tr>
<tr>
<td>104</td>
<td>Analytic Decision Modeling Using Spreadsheets+</td>
<td>3</td>
</tr>
<tr>
<td>105</td>
<td>Leading People++</td>
<td>3</td>
</tr>
<tr>
<td>106</td>
<td>Marketing++</td>
<td>3</td>
</tr>
<tr>
<td>107</td>
<td>The Social, Political, and Ethical Environment of Business++</td>
<td>3</td>
</tr>
</tbody>
</table>

* Quantitative
++Qualitative

| Total Units | 30 |

### GRADING OPTIONS AND REQUIRED GRADES

- All Haas Business courses **MUST** be taken for letter grades, including core substitutions.
- Students must receive a grade of C– or higher
- Overall GPA must be at or above 2.00 for graduation

### ELECTIVE COURSES

Upper division UGBA elective courses can be found at: [http://guide.berkeley.edu/courses/ugba/](http://guide.berkeley.edu/courses/ugba/)

### CORE SUBSTITUTIONS

The following courses may be used to fulfill the corresponding core business requirement. However, units for these approved substitutions are non-business upper division units and students must take additional business electives towards the required 38 upper division business units.

<table>
<thead>
<tr>
<th>UGBA 101A</th>
<th>UGBA 101B</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 100A</td>
<td>ECON 100B</td>
</tr>
<tr>
<td>ECON 101A</td>
<td>ECON 101B</td>
</tr>
<tr>
<td>EEP 100</td>
<td>IAS 106</td>
</tr>
</tbody>
</table>

### BREADTH REQUIREMENTS

- Arts & Literature
- Biological Science
- Historical Studies
- International Studies
- Philosophy & Values
- Physical Science
- Social & Behavioral Sciences

See website for further information: [http://classes.berkeley.edu](http://classes.berkeley.edu)

### GENERAL UNIVERSITY REQUIREMENTS

Before graduation, every student must complete the University requirements in American History and American Institutions.

See website for further information: [http://registrar.berkeley.edu](http://registrar.berkeley.edu)

### BERKELEY CAMPUS REQUIREMENT

Before graduation, every student must complete the Campus requirement in American Cultures.

See website for further information: [http://americancultures.berkeley.edu](http://americancultures.berkeley.edu)

### PRE-ADMISSION ADVISING

Call or stop by our office to speak with an advisor at any time during our open hours. No appointment is necessary as all of our advising is done on a drop-in basis.

### HAAS UNDERGRADUATE PROGRAM OFFICE

S450 Student Services Building #1900
Berkeley, CA 94720-1900
510.642.1421

### OFFICE HOURS

Monday, Wednesday-Friday 9:00AM-4:00PM
Tuesday 10:00AM-4:00PM
Closed for lunch 12:30PM-1:30PM
**SUGGESTED TWO YEAR PLAN**
**BERKELEY HAAS UNDERGRADUATE PROGRAM**

**REMINDERS**
- No more than 3 Core Courses recommended for semester 1
- UGBA 100 is mandatory in your first year
- UGBA 107 is recommended in your first year

**JUNIOR YEAR**: The first year of the two year Haas Undergraduate Program introduces students to some of the core business fundamentals, while completing remaining UC Berkeley requirements.

<table>
<thead>
<tr>
<th>FALL</th>
<th>SPRING</th>
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</thead>
<tbody>
<tr>
<td>UGBA 100: Business Communication</td>
<td>UGBA 100: Business Communication</td>
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<tr>
<td>(Required)</td>
<td>(Required)</td>
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<tr>
<td>or</td>
<td>or</td>
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<tr>
<td>UGBA 107: The Social, Political and</td>
<td>UGBA 107: The Social, Political and Ethical</td>
</tr>
<tr>
<td>Ethical Environment of Business (Recommended)</td>
<td>Environment of Business (Recommended)</td>
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<tr>
<td>or</td>
<td>or</td>
</tr>
<tr>
<td>UGBA 101A: Microeconomics Analysis for</td>
<td>UGBA 101B: Macroeconomic Analysis for</td>
</tr>
<tr>
<td>Business Decisions</td>
<td>Business Decisions</td>
</tr>
<tr>
<td>or</td>
<td>or</td>
</tr>
<tr>
<td>UGBA 102A: Introduction to Financial</td>
<td>UGBA 102B: Introduction to Managerial</td>
</tr>
<tr>
<td>Accounting</td>
<td>Accounting (must complete UGBA 102A first)</td>
</tr>
<tr>
<td>or</td>
<td>or</td>
</tr>
<tr>
<td>UGBA 104: Analytic Decision Modeling</td>
<td>UGBA 104: Analytic Decision Modeling</td>
</tr>
<tr>
<td>Using Spreadsheets</td>
<td>Using Spreadsheets</td>
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<tr>
<td>or</td>
<td>or</td>
</tr>
<tr>
<td>Remaining Degree Requirements</td>
<td>Remaining Degree Requirements</td>
</tr>
</tbody>
</table>

**SENIOR YEAR**: The second year of the two year Haas Undergraduate Program allows students freedom to select electives of interest, while fulfilling final degree requirements.

<table>
<thead>
<tr>
<th>FALL</th>
<th>SPRING</th>
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</thead>
<tbody>
<tr>
<td>UGBA 103: Introduction to Finance</td>
<td>UGBA 100: Business Communication</td>
</tr>
<tr>
<td>or</td>
<td>(Required)</td>
</tr>
<tr>
<td>UGBA 105: Introduction to Organizational</td>
<td>or</td>
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<tr>
<td>Behavior</td>
<td>UGBA 107: The Social, Political and Ethical</td>
</tr>
<tr>
<td>or</td>
<td>Environment of Business (Recommended)</td>
</tr>
<tr>
<td>UGBA 106: Marketing</td>
<td>or</td>
</tr>
<tr>
<td>or</td>
<td>UGBA 101B: Macroeconomic Analysis for</td>
</tr>
<tr>
<td></td>
<td>Business Decisions</td>
</tr>
<tr>
<td>or</td>
<td>or</td>
</tr>
<tr>
<td>Remaining Degree Requirements</td>
<td>Remaining Degree Requirements</td>
</tr>
</tbody>
</table>
### ECONOMIC ANALYSIS & POLICY
- 113 Managerial Economics (3)
- 115 Competitive Strategy (3)
- 117 Special Topics in Economic Analysis & Policy (1-4)
- 118 International Trade (3)
- 119 Leading Strategy Implementation (3)

### ACCOUNTING
- 120AA Intermediate Financial Accounting 1 (4)
- 120AB Intermediate Financial Accounting 2 (4)
- 120B Advanced Financial Accounting (4)
- 121 Federal Income Tax Accounting (4)
- 122 Financial Information Analysis (3)
- 123 Operating & Financial Reporting Issues in the Financial Service Industry (3)
- 126 Auditing (4)
- 127 Special Topics in Accounting (1-4)
- 128B Strategic Cost Management (3)
- 129 Financial Reporting for Complex Transactions (3)

### FINANCE
- 131 Corporate Finance & Financial Statement Analysis (3)
- 132 Financial Institutions and Markets (3)
- 133 Investments (3)
- 134 Introduction to Financial Engineering (3)
- 136F Behavioral Finance (3)
- 137 Special Topics in Finance (1-4)

### OPERATIONS & INFORMATION TECHNOLOGY MANAGEMENT
- 141 Production & Operations Management (3)
- 143 Game Theory & Business Decisions (3)
- 147 Special Topics in Manufacturing & Information Technology (1-4)

### MANAGEMENT OF OPERATIONS
- 151 Management of Human Resources (3)
- 152 Negotiation & Conflict Resolution (3)
- 154 Power & Politics in Organizations (2-3)
- 155 Leadership (3)
- 156AC Diversity in the Workplace (3)
- 157 Special Topics in the Management of Organizations (1-4)

### MARKETING
- 160 Consumer Behavior (3)
- 161 Marketing Research: Tools & Techniques for Data Collection & Analysis (3)
- 162 Brand Management & Strategy (3)
- 162A Product Branding & Branded Entertainment (2)
- 164 Marketing Strategy (3)
- 165 Advertising Strategy
- 167 Special Topics in Marketing (1-4)
- 168B International Marketing (3)
- 169 Pricing (3)

### BUSINESS & PUBLIC POLICY
- 170 Ethical Leadership in Business (2)
- 171 History of American Business (3)
- 175 Legal Aspects of Management (3)
- 176 Innovations in Communications & Public Relations (2)
- 177 Special Topics in Business and Public Policy (1-4)
- 178 Introduction to International Business (3)
- 179 International Consulting for Small & Medium-Sized Enterprises (3)

### REAL ESTATE
- 180 Introduction to Real Estate & Urban Land Economics (3)
- 183 Introduction to Real Estate Finance (3)
- 184 Urban & Real Estate Economics (3)
- 187 Special Topics in Real Estate Economics & Finance (1-4)

### INNOVATION & DESIGN
- 190S Strategy for the Information Technology Firm (3)
- 190T Special Topics in Innovation & Design (1-4)
- 190V Corporate Strategy in Telecommunications & Media (2)

### LEADERSHIP TOPICS
- 191C Communication for Leaders (2)
- 191I Improvisational Leadership (3)
- 191L Leadership Communication (1)
- 191P Leadership & Personal Development (3)

### BUSINESS & SOCIAL IMPACT
- 192A Leading Nonprofit & Social Enterprises (3)
- 192AC Social Movements & Social Media (3)
- 192B Strategic Philanthropy (2)
- 192L Applied Impact Evaluation (2)
- 192N Topics in Social Sector Leadership (1-5)
- 192P Sustainable Business Consulting Projects (3)
- 192T Topics in Corporate Social Responsibility (1-4)
- 193B Energy & Civilization (4)
- 193C Curricular Practical Training for International Students (0)

### SPECIAL TOPICS
- 193I Business Abroad (4-6)

### BUSINESS COLLOQUIUM
- 194 Undergraduate Colloquium on Business Topics (1)

### ENTREPRENEURSHIP
- 195A Entrepreneurship (3)
- 195P Entrepreneurship: How to Successfully Start a New Business (3)
- 195S Entrepreneurship to Address Global Poverty (3)
- 195T Topics in Entrepreneurship (1-3)

### SPECIAL TOPICS
- 196 Special Topics in Business Administration (1-4)
- 198 Directed Study (1-4)
- 199 Supervised Independent Study & Research (1-4)

*Updated as of 4/20/18.