

# DEGREE REQUIREMENTS

## BERKELEY HAAS UNDERGRADUATE PROGRAM

| <u>OVERVIEW OF DEGREE REQUIREMENTS</u>  | <u>REQUIRED UGBA CORE COURSES*</u>  | <u>UNITS</u>  |
|---|---|---|
| <ul style="list-style-type: none"> <li>• A minimum of <b>38 Upper-Division Business Units*</b></li> <li>• A minimum of <b>12 Upper-Division Non-Business Units*</b></li> <li>• Complete the <b>7 Breadth Requirements**</b></li> <li>• General University Requirements:               <ul style="list-style-type: none"> <li>➢ <b>American History</b></li> <li>➢ <b>American Institutions</b></li> </ul> </li> <li>• Berkeley campus requirement:               <ul style="list-style-type: none"> <li>➢ <b>American Cultures</b></li> </ul> </li> <li>• A minimum of <b>120 units</b></li> <li>• Completion of degree program in four semesters, not including summer session</li> </ul> <p><b>*Upper-Division courses are numbered 100-199; cannot be used for breadth</b></p> | <p><b>100</b> Business Communications++</p> <p><b>101A</b> Microeconomic Analysis for Business Decisions+</p> <p><b>101B</b> Macroeconomic Analysis for Business Decisions+</p> <p><b>102A</b> Introduction to Financial Accounting+</p> <p><b>102B</b> Introduction to Managerial Accounting+</p> <p><b>103</b> Introduction to Finance+</p> <p><b>104</b> Analytic Decision Modeling Using Spreadsheets+</p> <p><b>105</b> Leading People++</p> <p><b>106</b> Marketing++</p> <p><b>107</b> The Social, Political, and Ethical Environment of Business++</p> <p>+ Quantitative</p> <p>++Qualitative</p> | <p><b>2</b></p> <p><b>3</b></p> <p><b>3</b></p> <p><b>3</b></p> <p><b>3</b></p> <p><b>4</b></p> <p><b>3</b></p> <p><b>3</b></p> <p><b>3</b></p> |
|   |   | <b>30</b>   |
| <u>GRADING OPTIONS AND REQUIRED GRADES</u>  |   |   |
| <ul style="list-style-type: none"> <li>• All Haas Business courses <b>MUST</b> be taken for letter grades, including core substitutions.</li> <li>• Students must receive a grade of C- or higher</li> <li>• Overall GPA must be at or above 2.00 for graduation</li> </ul>   |   |   |
| <u>ELECTIVE COURSES</u>   |   |   |
| <p>Upper division UGBA elective courses can be found at:<br/> <a href="http://guide.berkeley.edu/courses/ugba/">http://guide.berkeley.edu/courses/ugba/</a></p>   |   |   |

| <u>CORE SUBSTITUTIONS</u>   | <u>BREADTH REQUIREMENTS</u>  | <u>GENERAL UNIVERSITY REQUIREMENTS</u>  |           |           |           |           |         |         |         |  |  |   |
|---|--|---|-----------|-----------|-----------|-----------|---------|---------|---------|--|--|---|
| <p>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.</p>  | <ul style="list-style-type: none"> <li>• Arts &amp; Literature</li> <li>• Biological Science</li> <li>• Historical Studies</li> <li>• International Studies</li> <li>• Philosophy &amp; Values</li> <li>• Physical Science</li> <li>• Social &amp; Behavioral Sciences</li> </ul> <p>See website for further information:<br/> <a href="http://classes.berkeley.edu">http://classes.berkeley.edu</a></p> | <p>Before graduation, every student must complete the University requirements in American History and American Institutions.</p> <p style="text-align: center;">See website for further information:<br/> <a href="http://registrar.berkeley.edu">http://registrar.berkeley.edu</a></p> |           |           |           |           |         |         |         |  |  |   |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;"><u>UGBA 101A</u></td> <td style="width: 50%;"><u>UGBA 101B</u></td> </tr> <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 107</td> </tr> <tr> <td>IAS 106</td> <td></td> </tr> </table> | <u>UGBA 101A</u>   | <u>UGBA 101B</u>  | ECON 100A | ECON 100B | ECON 101A | ECON 101B | EEP 100 | IAS 107 | IAS 106 |  |  | <p><u>BERKELEY CAMPUS REQUIREMENT</u></p> <p>Before graduation, every student must complete the Campus requirement in American Cultures.</p> <p style="text-align: center;">See website for further information:<br/> <a href="http://americancultures.berkeley.edu">http://americancultures.berkeley.edu</a></p> |
| <u>UGBA 101A</u>  | <u>UGBA 101B</u>   |   |           |           |           |           |         |         |         |  |  |   |
| ECON 100A   | ECON 100B  |   |           |           |           |           |         |         |         |  |  |   |
| ECON 101A   | ECON 101B  |   |           |           |           |           |         |         |         |  |  |   |
| EEP 100   | IAS 107  |   |           |           |           |           |         |         |         |  |  |   |
| IAS 106   |  |   |           |           |           |           |         |         |         |  |  |   |

| <u>PRE-ADMISSION ADVISING</u>  | <u>HAAS UNDERGRADUATE PROGRAM OFFICE</u>  |
|--|---|
| <p>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.</p> | <p>S450 Student Services Building #1900<br/>         Berkeley, CA 94720-1900<br/>         510.642.1421</p>  |
|  | <p><u>OFFICE HOURS</u></p> <p>Monday, Wednesday-Friday 9:00AM-4:00PM<br/>         Tuesday 10:00AM-4:00PM<br/>         Closed for lunch 12:30PM-1:30PM</p> |

## 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.

| <b><u>FALL</u></b>  | <b><u>SPRING</u></b>  |
|---|---|
| <ul style="list-style-type: none"> <li>❖ <b>UGBA 100:</b> Business Communication<br/>(Required)</li> <li>or</li> <li>❖ <b>UGBA 107:</b> The Social, Political and Ethical<br/>Environment of Business (Recommended)</li> <li>or</li> <li>❖ <b>UGBA 101A:</b> Microeconomics Analysis for<br/>Business Decisions</li> <li>or</li> <li>❖ <b>UGBA 102A:</b> Introduction to Financial<br/>Accounting</li> <li>or</li> <li>❖ <b>UGBA 104:</b> Analytic Decision Modeling Using<br/>Spreadsheets</li> <li>❖ Remaining Degree Requirements</li> </ul> | <ul style="list-style-type: none"> <li>❖ <b>UGBA 100:</b> Business Communication<br/>(Required)</li> <li>or</li> <li>❖ <b>UGBA 107:</b> The Social, Political and Ethical<br/>Environment of Business (Recommended)</li> <li>or</li> <li>❖ <b>UGBA 101B:</b> Macroeconomic Analysis for<br/>Business Decisions</li> <li>or</li> <li>❖ <b>UGBA 102B:</b> Introduction to Managerial<br/>Accounting (must complete UGBA 102A first)</li> <li>or</li> <li>❖ <b>UGBA 104:</b> Analytic Decision Modeling Using<br/>Spreadsheets</li> <li>❖ Remaining Degree Requirements</li> </ul> |

**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.

| <b><u>FALL</u></b>  | <b><u>SPRING</u></b>  |
|---|---|
| <ul style="list-style-type: none"> <li>❖ <b>UGBA 103:</b> Introduction to Finance</li> <li>or</li> <li>❖ <b>UGBA 105:</b> Introduction to Organizational<br/>Behavior</li> <li>or</li> <li>❖ <b>UGBA 106:</b> Marketing</li> <li>❖ Remaining Degree Requirements</li> </ul> | <ul style="list-style-type: none"> <li>❖ Remaining Degree Requirements</li> </ul> |

# UPPER DIVISION UGBA ELECTIVE COURSES (UNITS)\*

## BERKELEY HAAS UNDERGRADUATE PROGRAM

Visit our website for updated course information:  
<http://guide.berkeley.edu/courses/ugba/>

### **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)
- 128** 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)
- C172** 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.