

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"> • 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: <ul style="list-style-type: none"> ➢ American History ➢ American Institutions • Berkeley campus requirement: <ul style="list-style-type: none"> ➢ American Cultures • A minimum of 120 units • Completion of degree program in four semesters, not including summer session <p>*Upper-Division courses are numbered 100-199;</p>	<p>100 Business Communications++</p> <p>101A Microeconomic Analysis for Business Decisions+</p> <p>101B Macroeconomic Analysis for Business Decisions+</p> <p>102A Introduction to Financial Accounting+</p> <p>102B Introduction to Managerial Accounting+</p> <p>103 Introduction to Finance+</p> <p>104 Analytic Decision Modeling Using Spreadsheets+</p> <p>105 Leading People++</p> <p>106 Marketing++</p> <p>107 The Social, Political, and Ethical Environment of Business++</p> <p>+ Quantitative</p> <p>++Qualitative</p>	<p>2</p> <p>3</p> <p>3</p> <p>3</p> <p>3</p> <p>4</p> <p>3</p> <p>3</p> <p>3</p> <p>3</p>
		30
<p><u>GRADING OPTIONS AND REQUIRED GRADES</u></p> <ul style="list-style-type: none"> • 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 		
<p><u>ELECTIVE COURSES</u></p> <p>Upper division UGBA elective courses can be found at: http://guide.berkeley.edu/courses/ugba/</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"> • Arts & Literature • Biological Science • Historical Studies • International Studies • Philosophy & Values • Physical Science • Social & Behavioral Sciences <p>See website for further information: http://classes.berkeley.edu</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: http://registrar.berkeley.edu</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: http://americancultures.berkeley.edu</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 Berkeley, CA 94720-1900 510.642.1421</p>
	<p><u>OFFICE HOURS</u></p> <p>Monday, Wednesday-Friday 9:00AM-4:00PM Tuesday 10:00AM-4:00PM 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.

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

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.

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

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.