

**College of Business & Economics, CSUF**  
**Business Advising Center**  
**Possible Areas of Specializations**  
Regional/Functional Electives

1. Identify 5 courses best aligned with your specific career goals.

<b>Business Fundamentals</b>		<b>Entertainment and Hospitality</b>	
FIN 320	Financial Management	MGMT 339+	Managing Operations
MGMT 339+	Managing Operations	MGMT 340	Organizational Behavior
MGMT 340	Organizational Behavior	MGMT 365	Entertainment Tourism
MKTG 351	Principles of Marketing	MGMT 470	Entertainment Operations
ISDS 361A	Business Analytics I	MGMT 471	Tourism Management
+Restricted course not open to Global Trade concentrated students Student is responsible for adhering to all pre-requisites		MGMT 446	Entertainment Bus Law
<b>Operations</b>		+Restricted course not open to Global Trade concentrated students Student is responsible for adhering to all pre-requisites	
MGMT 339+	Managing Operations	<b>Entrepreneurship</b>	
MGMT 340	Organizational Behavior	MGMT 339+	Managing Operations
MGMT 422	Operations Planning and Control	MGMT 340	Organizational Behavior
MGMT 423	Purchasing and Supply Mgmt.	MGMT 460	Lean Startup Entrepreneurship
MGMT 425	Quality Mgmt. and Improvements	MGMT 461	Entrepreneurship Management
MGMT 430+	Integrated Supply Chain Mgmt.	MGMT 464	Entrepreneurship Leadership
MGMT 435	Mgmt. of Service Orgs.	MKTG 462	Marketing for Entrepreneurs
MGMT 444	Project Management	+Restricted course not open to Global Trade concentrated students Student is responsible for adhering to all pre-requisites	
+Restricted course not open to Global Trade concentrated students Student is responsible for adhering to all pre-requisites		<b>Human Resources</b>	
<b>Legal Studies</b>		MGMT 339+	Managing Operations
MGMT 339+	Managing Operations	MGMT 340	Organizational Behavior
MGMT 340	Organizational Behavior	MGMT 432++	Staffing
MGMT 348	Commercial Law	MGMT 434++	Compensations
MGMT 349	Law for Small Business	MGMT 436++	Training and Development
MGMT 445	Employment Law	+Restricted course not open to Global Trade concentrated students Student is responsible for adhering to all pre-requisites	
MGMT 440	Emerging Issues in Management	++Student is responsible for adhering to all pre-requisites (Mgmt343)	
+Restricted course not open to Global Trade concentrated students Student is responsible for adhering to all pre-requisites		<b>Finance</b>	
<b>Economics</b>			
ECON 315	Intermediate Business Microeconomic	FIN 320	Financial Management I
ECON 320	Intermediate Macroeconomic Analysis	FIN 321	Financial Management II
ECON 330	Comparative Economics	FIN 340	Investments
ECON 332	Economics of the Pacific Rim	FIN 342	Capital and Money Markets
ECON 333+	Economic Development: Case Studies	FIN 371+	Export-Import Financing
ECON 334	Latin America & Caribbean	FIN 375	Global Risk Management and International Finance
ECON 336	Economics of the Middle East	+Restricted course not open to Global Trade concentrated students Student is responsible for adhering to all pre-requisites	
+Restricted course not open to Global Trade concentrated students Student is responsible for adhering to all pre-requisites			

Accounting		Marketing	
ACCT 301A	Intermediate Accounting I	ISDS 361A	Business Analytics I
ACCT 301B	Intermediate Accounting II	MKTG 351	Principles of Marketing
ACCT 302	Cost Accounting	MKTG 353	Marketing Information Technology
ACCT 307	Accounting Information Systems	MKTG 370	Consumer Behavior
ACCT 308	Concepts of Federal Income Tax	MKTG 379	Marketing Research Methods
Student is responsible for adhering to all pre-requisites		MKTG 401	Professional Selling
<b>Information Systems/Decision Sciences/Business Analytics</b>		MKTG 415	Managing the Sales Force
ISDS 361A	Business Analytics I	MKTG 442	Sales for Consumer Products
ISDS 361B	Business Analytics II	MKTG 443	Marketing Analytics
ISDS 402	Database Management Systems	MKTG 462	Marketing for Entrepreneurs
ISDS 406	Systems Analysis and Design	MKTG 475+	Export/Import Marketing Strategies
ISDS 415	Principles of Business Intelligence	+Restricted course not open to Global Trade concentrated students Student is responsible for adhering to all pre-requisites	
ISDS 435	Integrated Enterprise Information Systems		
ISDS 442	Business Modeling using Spreadsheets		
ISDS 473	Applied Business Forecasting		
ISDS 474	Data Mining for Managers		
Student is responsible for adhering to all pre-requisites			

**\*\*\*BEFORE** you select a course, please read the catalog description:

<https://catalog.fullerton.edu/index.php> to ensure that you will meet the pre-requisites to register for the course. \*\*\*

For Students whose **catalog year is prior to Fall 2021** to choose your electives, you must choose from the list above and submit a Regional/Functional Elective Form for approval.

For students whose **catalog year is Fall 2021 or later** you can choose from the list of electives on your TDA.