Terry College of Business – Undergraduate Course Offerings

The following courses will become available to all Terry majors at Noon on Friday, May 1 unless otherwise indicated, provided seats are available. Please review the list to determine if any of these courses will fit into your curriculum. In most cases, they may satisfy an Upper Division General Elective or possibly a Major Related or Major Elective requirement. Please refer to your most recent advising form to determine possible course placement. See the UGA Bulletin for course descriptions and syllabi. See the schedule of classes in Athena (or on the Registrar’s website) for information on days and times when courses are offered. If a particular course is not listed here, it will not open to students who are not in that major.

**FALL 2020**

**BUSN 4900** Communicating for Business Effectiveness  
This course satisfies the Terry College Speech requirement while simultaneously counting as an Upper Division General Elective or free elective.

**Accounting**

ACCT 5000Intermediate Accounting I
ACCT 5400Taxation I

The following course is open to all Terry majors throughout the entirety of Fall 2020 registration. It is not intended to be taken by current or prospective Accounting majors. If you intend to add Accounting as a second Terry major later on, do not take this course.

ACCT 5001Financial Reporting and Analysis

**Economics**

ECON 4010Intermediate Microeconomics  
Prerequisite: BUSN 4000 or (MATH 2200/2250 and ECON 2105 and ECON 2106)

ECON 4060Economic Analysis of Sports  
ONLY OFFERED IN FALL. Counts as elective for Sports Management Minor.  
Prerequisite: ECON 2105 or ECON 2106 (Note: ECON 4460 Sports Economics will NOT be on the Terry Open Course List in Spring 2021).

ECON 4750Introduction to Econometrics  
Students with credit in MATH 2200/2250 may substitute ECON 4750 for BUSN 4000.  
The prerequisite of ECON 4010 may be waived with a grade of B or higher in MSIT 3000 and in (MATH 2200/2250 or BUSN 4000) (must email econua@uga.edu for this permission).

**Entrepreneurship Certificate**

ENTR 5500Introduction to Entrepreneurship  
Opens to all majors, including non-Terry majors, on May 1

ENTR 5505Entrepreneurial Finance  
Prerequisite: ENTR 5500

ENTR 5525Management of the Entrepreneurial Venture  
Prerequisite: ENTR 5500 and ENTR 5505

**Finance**

The following courses are open to all Terry majors throughout the entirety of Fall 2020 registration.

FINA 4000Financial Institutions and Markets  
Prerequisite: FINA 3000

FINA 4050Capitalism

FINA 4810International Finance  
Prerequisite: FINA 3000

The CRN 42415 section of FINA 4920E is available to non-Finance majors only.

FINA 4920EFinancial Modeling  
Prerequisite: FINA 3000

**Insurance, Legal Studies and Real Estate**

The following courses are open to all Terry majors throughout the entirety of Fall 2020 registration.

BUSN 4650Diversity in a Global Environment

REAL 4000Principles of Real Estate

RMIN 4000Principles of Risk Management

RMIN 4200Actuarial Probability Concepts  
Prerequisites: MATH 2250 and MATH 2260

**LEGL courses are restricted to students in the Legal Studies Certificate program until May 1. After that date, they will be open to all Terry majors.**

LEGL 4200Intellectual Property Law  
Open to MBUS certificate students throughout entirety of Fall 2020 registration.

LEGL 4400Business Law

LEGL 4500Employment Law

LEGL 4900International Legal Transactions for Business  
Open to IB co-majors throughout the entirety of Fall 2020 registration

**Leadership**

ILAD 5980Leadership and Personal Development  
Not open to students pursuing the leadership certificate

**Management**

MGMT 5440Business Ethics  
Prerequisite: MGMT 3000

MGMT 5980Lessons in Leadership  
Prerequisite: MGMT 3000
Management Information Systems

The following course is intended for non-MIS majors and does not count towards the required 21 hours of MIS major coursework. This course is not intended for students who have previously taken MIST 4610, nor should it be taken concurrently with MIST 4610.

MIST 4000 Data Literacy in Business

Students who took CSCI 1100 (prior to Summer 2019) in place of MIST 2090 will require a prerequisite override to take any of the following courses. Email terrybba@uga.edu to request one.

MIST 4600 Computer Programming in Business
MIST 4610 Data Management
MIST 5750 Business Project Management

Marketing  MARK 3000 or MARK 3001 is a prerequisite to all of the following courses
MARK 4210 Professional Selling
MARK 4220 Sales Force Strategy Additional prerequisite: MARK 4210
MARK 4350 Marketing Analytics
MARK 4450 Social Media Marketing Strategy
MARK 4500 Services Marketing
MARK 4550 Multicultural Marketing
MARK 4600S Integrated Marketing and Brand Communication
MARK 4650S Digital Marketing Analytics
MARK 4700 International Marketing

Music Business  Email Lane Marie O’Kelley – lanemarieok@uga.edu – for permission to take any of the following courses
MBUS 3100 Promotion and Publicity Techniques for Music Business
MBUS 3550 Music Production
MBUS 4200 Music Artist Management and Development I
MBUS 4300 Music Publishing I
MBUS 4550 Live Concert Recording I
MBUS 5000 Special Topics in Music Business

SUMMER 2020

The following courses remain open to all Terry majors throughout the remainder of summer registration. Some courses may be full, but seats could become available if other students drop them, so you are encouraged to keep checking until the end of the drop/add period for the specific summer term (Maymester, First Session, Second Session, or Thru Session) during which the course is being offered.

Economics
ECON 2200E Economics History of the United States Open exclusively to all admitted Terry majors until March 27, 2020 at noon.
ECON 4010 Intermediate Microeconomics

Insurance, Legal Studies and Real Estate
LEGL 4400E Business Law (online)
LEGL 4500 Employment Law
REAL 4000 Principles of Real Estate
REAL 4000E Principles of Real Estate (online)
RMIN 4000 Principles of Risk Management
RMIN 4000E Principles of Risk Management (online)

Management
MGMT 4000 Operations Management Open throughout the entirety of registration for the summer semester.

Management Information Systems

Students who took CSCI 1100 (prior to Summer 2019) in place of MIST 2090 will require a prerequisite override to take any of the following courses. Email terrybba@uga.edu to request one.

MIST 4600 Computer Programming in Business
MIST 4610 Data Management
MIST 5750 Business Project Management

Marketing  MARK 3000 or MARK 3001 is a prerequisite to all of the following courses
MARK 4210 Professional Selling
MARK 4600S Integrated Marketing and Brand Communication
MARK 4700 International Marketing