

## Key Features of a Business Major

- Dealing with complexity and thinking creatively in a global environment marked by diversity while remaining sensitive to local economies, environments and political processes.
- Translating the latest in business management thought leadership to industry and government best practices and innovation.
- Integrating practical skills and theoretical learning.
- Preparing graduates to lead organizations in an economy fueled by technology, globalization, and new venture opportunity.
- Going beyond core business areas to teach people how to think and be innovative in a 21st century economy driven by globalization, entrepreneurship and technology.

## Career Options and Salaries with a Business Major

The majority of Business majors narrow their focus to a particular area of business, such as accounting, finance, marketing, operations management, information systems, or logistics and supply chain management. For the generalist, however, a business degree provides the foundation for a variety of careers. In particular, the General Business major can be valuable to those who plan to enter small business management or entrepreneurship where general knowledge of the various fields of study is preferred to a more specialized curriculum concentration. In general, skills taught in business school – management techniques, public speaking, planning – will provide a sound foundation for many job opportunities, including those in retail, banking, insurance, and government. Leadership skills and the ability to work in a team-setting are also highly valued within the business world. For general information on exploring careers and majors in business, visit

<http://www.rhsmith.umd.edu/programs/undergraduate-programs/your-career>.

The following were median salaries for 2015\*:

<i>Management Analysts</i>	\$81,320	<i>Human Resources Manager</i>	\$104,440
<i>Accountants</i>	\$67,140	<i>Top Executives</i>	\$102,600
<i>Financial Analysts</i>	\$80,310	<i>Logisticians</i>	\$74,260
<i>Marketing Research Analysts</i>	\$62,150	<i>PR Specialists</i>	\$56,770

\*Information from *The Occupational Employment Statistics (OES) Program, May 2016-17 Edition*  
([http://stats.bls.gov/oes/current/oes\\_nat.htm](http://stats.bls.gov/oes/current/oes_nat.htm))

## Advising

Before you are admitted to the Robert H. Smith School of Business, there are now several options open to you while investigating the major. Many questions can be answered through the following avenues:

- LEP Workshops—highly recommended if you are considering a degree in business. This schedule is available online: <http://www.rhsmith.umd.edu/programs/undergraduate-programs/admissions/visit-us>. These workshops are intended to explain the requirements for getting into the major and the application processes.
- Consulting with the LEP Coordinator at [lep@umd.edu](mailto:lep@umd.edu) to answer any questions regarding LEP requirements
- During the semester, BMGT will also offer “in house” workshops. The focus of these workshops will be to explain the Smith School, rankings, services, differences in majors and involvement opportunities. See the BMGT website for information on scheduled times.

## Declaring a Business Major

The School of Business is a Limited Enrollment Program (LEP), which means that students must apply for enrollment in the major after completing certain pre-requisite, or “Gateway,” courses.

Admission to the Smith School is highly competitive. Academic record, co-curricular involvement, leadership experience and honors and awards will be considered in the admission decision. Students are strongly encouraged to submit a resume and letter detailing their accomplishments and experience with their applications. Below are the current admission standards:

- 1) Completion of Gateway courses, all with C- or better:
  - BMGT 220 (Principles of Accounting I)
  - MATH 220, 130 or 140 (Calculus I)
  - BMGT 230\* or 231\*\* or their equivalents (Business Statistics)
- 2) Minimum 3.0 cumulative GPA (however preferred GPA, may vary based upon the applicant pool)

\*The following courses are approved substitutes for BMGT 230: BIOM 301, CCJS 200, ECON230, ECON 321, EDMS 451, GEOG 306, GEOL351, GVPT422, PSYC 200, and SOCY 201.

\*\*The following courses are approved substitutes for BMGT 231: ENCE 302, ENEE 324, ENME 392, and STAT 400.

Students may apply for admission in the semester in which they earn **45 credits**. Applications are due by **March 15th** for the Fall semester, and **November 1st** for the Spring semester. If all requirements are completed at application time, the students will receive notification about admission within the month that they apply. If students are in the process of completing the requirements at application time, they will be notified of their admissions status once the semester is completed.

*Please also note:*

- Only one gateway or performance review course may be repeated to earn the required grade and that course may only be repeated once. **When more than one course can satisfy a gateway requirement, taking a second course from the list will count as a repeat.** This policy will be in effect for all students who first matriculated at the University of Maryland in Spring 2015 or later.
- Students who are directly admitted and fail to meet the performance review criteria will be dismissed from the major and may not reapply

- Application for BMGT at Shady Grove and College Park constitute separate program locations.
- Students must maintain a minimum cumulative GPA of 2.00. Failure to do so will result in dismissal from the major.
- Any student denied admission or dismissed from the major may appeal to the Associate Dean of the College.

Admissions to the School of Business is highly competitive and in addition to submitting the basic application (information below), you are highly encouraged to submit a resume and a letter detailing your accomplishments, relevant experience, and reasons for pursuing a major in Business. In addition to your academic record, the School of Business will also take into consideration your co-curricular involvement, leadership experiences, and any awards or special honors given to you.

Also, we strongly encourage you to choose another major study of interest. In the event that you are not admitted the Business School, you will still need to declare your major at 60 credits. If your alternate choice is also an LEP (many students choose Communications which is also an LEP), be sure that you are simultaneously fulfilling the gateway courses for this major as you move towards your business application. If your other choice is not an LEP (Economics which is not an LEP), it is often helpful to declare that major while you prepare to apply for business.

Upper-division BMGT programs are offered at both College Park and at the Universities at Shady Grove in Montgomery County. For more details on the Smith School at Shady Grove, visit <http://www.rhsmith.umd.edu/programs/undergraduate-programs/shady-grove>.

***Declaration Process:***

After you have completed the requirements listed above, you will need to formally apply for admissions to the School of Business. You can find the online application [here](#). Complete this application and prepare your supporting materials such as personal statement, resume, letters of recommendation, and/or other information that will strengthen your application. Submit your application Online. The Office of Undergraduate Admissions will notify you of your application status within a few weeks after the deadlines listed below. For questions about applying, call: (301)314-8385, or email: [um-admit@umd.edu](mailto:um-admit@umd.edu).

- Deadlines to be aware of are as follows:
  - For admission to the following **Fall** semester: **March 15**
  - For admission to the following **Spring** semester: **November 1**

***For additional and complete prospective student information, visit:***

<http://www.rhsmith.umd.edu/programs/undergraduate-programs/admissions/non-smith>.

## Four Year Plan: Management (Gen Ed)

\*\*\*Plans for other Business Majors (i.e., Accounting, Finance, Information Systems, International Business, Supply Chain Management, Marketing, and Operations Management) can be found at <http://www.rhsmith.umd.edu/programs/undergraduate-programs/academics/academic-majors>\*\*\*

### First Year:

ENGL 101 (AW)	3	COMM 100, 107, or 200	3
MATH 220 or 140 (AR)	3 or 4	Non-Lab Science (NS)	3
BMGT 110	3	BMGT 230 (AR)	3
ECON 200 (HS)	4	ECON 201 (HS)	4
UNIV 100	1	Elective	3
14 – 15 credits		16 credits	

### Second Year:

BMGT 220	3	BMGT 221	3
Lab Science (NL)	3	Humanities (HU)	3
Humanities (HU)	3	SP (Non-major)	3
Elective	3	BMGT 367	1
Elective	3	Elective	3
15 credits		15 credits	

### Third Year:

BMGT 364 (College Core)	3	BMGT 363 (Major Requirement 1 of 6)	3
BMGT 301 (College Core)	3	BMGT 363 (Major Requirement 2 of 6)	3
BMGT 340 (College Core)	3	BMGT 380 (College Core)	3
BMGT 350 (College Core)	3	BMGT 495 (SP/College Core)	3
Upper Level Elective	3	Upper Level Elective	3
15 credits		15 credits	

### Fourth Year:

Major Requirement (3 of 6) from options	3	Major Requirement (5 of 6) from options	3
Major Requirement (4 of 6) from options	3	Major Requirement (6 of 6) from options	3
Professional Writing (PR)	3	Upper Level Elective	3
Upper Level Elective	3	Upper Level Elective	3
Upper Level Elective	3	Upper Level Elective	3
15 credits		12 credits	

**TOTAL – 118 Credits**

## Four Year Plan: Management (CORE)

\*\*\*Plans for other Business Majors (i.e., Accounting, Finance, Information Systems, International Business, Supply Chain Management, Marketing, and Operations Management) can be found at <http://www.rhsmith.umd.edu/programs/undergraduate-programs/academics/academic-majors>\*\*\*

### First Year:

ENGL 101	3	COMM 107	3
MATH 220 or 140	3 or 4	ECON 201	4
BMGT 110	3	BMGT 230	3
ECON 200	4	CORE	3
UNIV 100	1	Lower Level Elective	3
14 – 15 credits		16 credits	

### Second Year:

BMGT 220	3	BMGT 221	3
CORE (Lab Science)	3	CORE	3
Lower Level Elective	3	CORE	3
Lower Level Elective	3	Elective	3
Lower Level Elective	3	Elective	3
15 credits		15 credits	

### Third Year:

BMGT 360 (Major Requirement 1 of 6)	3	BMGT 363 (Major Requirement 2 of 6)	3
College Core	3	College Core	3
College Core	3	BMGT 364 (College Core)	3
College Core	3	Advanced Studies Core	3
Upper Level Elective	3	Upper Level Elective	3
BMGT 367 (College Core)	1	BMGT 391 (College Core)	1
16 credits		16 credits	

### Fourth Year:

Major Requirement (3 of 6) from options	3	BMGT 495 (SP/College Core)	3
Major Requirement (4 of 6) from options	3	Major Requirement (5 of 6) from options	3
Professional Writing	3	Major Requirement (6 of 6) from options	3
Upper Level Elective	3	Upper Level Elective	3
BMGT 499 (College Core)	1	12 credits	
13 credits			

**TOTAL – 118 Credits**

## Q & A

### ***Can I speak with a Business Advisor before I declare the major?***

Yes and No. You should consult with your Letters & Sciences advisor about completing the Gateway requirements for Business and applying to the College. Send any email inquiries to lep@umd.edu. The Smith School offers several information sessions throughout the semester. These sessions address many common questions and issues of concern to prospective business majors, including (but not limited to):

- Admission requirements & application filing deadlines
- Course equivalencies for Business courses
- Business application and application review procedures
- Q & A

You may find the current semester's schedule at

<http://www.rhsmith.umd.edu/undergrad/prospectivestudents.aspx>

Lastly, the Office of Letters and Sciences offers BMGT Admissions Workshops, which prepare students as they apply to the Smith School. Advisors review the application process (including application, supplemental materials, timeline, etc.) and critique students' resumes and cover letters/personal statements.

### **Student Eligibility**

- Must be eligible to apply to the Smith School at the workshop's designated application deadline (with 45 credits, reaching 60 at the end of application semester, gateway completion, GPA, etc.)
- Must be a current Letters and Sciences student or have matriculate into Letters and Sciences as a freshman or transfer student (including IAP). You are eligible to attend even if you have already declared a major.
- Must have updated your BMGT application resume and cover letter. Please review the resume and cover letter PowerPoint presentations below:

### ***Can I take Business courses without being in the major?***

Most BMGT courses require that you be in the major. Only a few BMGT courses are open to non-majors. Some examples are; BMGT 110, BMGT 220, BMGT 221, BMGT 230, BMGT 340.

### ***Is there a minor in Business?***

The Smith School of Business offers three undergraduate minor programs of study. Open to all undergraduate students at University of Maryland College Park, interested students can apply to minor in Business Analytics, General Business or Innovation & Entrepreneurship. [More details about Smith minors can be found here.](#)

### ***If I am not accepted into the School of Business, what are some alternative majors?***

Many students select Economics, Communication, or Agricultural Resource Economics (AREC) as alternatives to a Business major. Remember, too, that in many cases, a degree in business is not necessary to go into a business-related field or career. Many companies and organizations look for the types of skills provided by most Liberal Arts majors: writing ability, critical and analytical thinking skills, research skills, etc. You can enhance a Liberal Arts major with job experience, volunteer work, internships, and extra-curricular activities.

***You may find the answer to other questions pertinent to the Business school at***

<http://www.rhsmith.umd.edu/programs/undergraduate-programs/faqs>.