**Semester at CSUN – Course Prerequisites Guide**

**Quick Reference**

Lower-division courses = 100- and 200-level

Upper-division courses = 300- and 400-level

Prerequisite: Prior completion of a course is required

Co-requisite: Prior completion of a course or concurrent enrollment in a course is required

Note: All prerequisites may be overridden with the instructor’s approval. If a student has not completed an equivalent course at his/her home institution, an instructor/department chair will review the student’s academic background to determine whether or not he/she is prepared for the course.

Business-related subjects:

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| [ACCT (Accountancy/Accounting)](http://www.csun.edu/acctis/) | Need BUS 302/L and ACCT 350 prior to other upper-division courses. |
| [BUS (Business)](http://www.csun.edu/bus302/Lab/AboutBUS302L.html) | Only one upper-division course offered: BUS 302/L. See “Lower Division Business core courses” for list of prerequisites for BUS 302/L. |
| [BLAW (Business Law)](http://www.csun.edu/blaw/) | Need BUS 302/L prior to upper-division courses. Also need at least BLAW 280, but most require the next step- BLAW 308. |
| [ECON (Economics)](http://www.csun.edu/~economics/) | Need ECON 160 & 161 prior to 300-level courses. Need ECON 309 & 310 prior to 400-level courses. |
| [FIN (Finance)](http://www.csun.edu/fin/) | Need BUS 302/L prior to or concurrent with 300-level courses. Need FIN 303 prior to 400-level courses. |
| [IS (Information Systems)](http://www.csun.edu/acctis/) | Need ACCT 220 prior to upper-division courses; some courses also require BUS 302. |
| [MGT (Management)](http://www.csun.edu/mgt/) | Need MGT 360 prior to upper-division courses. Need BUS 302/L prior to or concurrent with MGT 360. |
| [MKT (Marketing)](http://www.csun.edu/mkt/) | Need MKT 304 prior to upper-division courses. BUS 302/L are recommended prerequisites. |
| [SOM (Systems & Operations Mgmt)](http://www.csun.edu/som/) | Need BUS 302/L prior to upper-division courses. Also need SOM 306 for most, but not all, upper-division courses. |

Other subjects:

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| [COMP (Computer Science)](http://www.csun.edu/computerscience/) | No common prerequisites. See catalog or website for specific course info. |
| [PSY (Psychology)](http://www.csun.edu/csbs/departments/psychology/index.html) | Need PSY 150 prior to other lower-division and all upper-division courses. In addition, PSY 250 is a common prerequisite for upper-division courses. |

**Detailed Info by Subject (in alpha order)**

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| **\* IMPORTANT\* FOR ALL BUSINESS-RELATED SUBJECTS**  For SAC applicants in the 3rd or 4th year of undergraduate study:  BUS 302 and BUS 302L (sometimes abbreviated together as “BUS 302/L”) are prerequisites (or sometimes co-requisites) for **all upper-division courses** in all Business-related majors: Business Law, Accounting (except for ACCT 350), Economics, Finance, Information Systems, Management, Marketing, and Systems & Operations Management.  [BUS 302 - The Gateway Experience (3 units)](http://www.csun.edu/bus302/Course/Bus%20302%20FAQ.html)  Prerequisite: Completion of Lower Division Business core courses (see below). To be taken by all Business majors prior to, or concurrently with, the student’s first upper division business core courses. Team-taught course integrating concepts from the lower division core courses by using case studies. Students learn how to build an effective team and to become a valued team member as well as develop written and oral communication skills. Includes team analyses of case studies, exams and quizzes to review and integrate lower division core material, and individual writing assignments including a term project aimed at helping students develop an effective, customized path to their desired career.  [BUS 302L - The Gateway Experience Laboratory](http://www.csun.edu/bus302/Lab/AboutBUS302L.html) (1 unit - Credit/No Credit Only)  Prerequisite: Junior standing and completion of all Lower Division Business core courses (see below). To be taken by all Business majors prior to, or concurrently with, the student’s first upper division business core courses. This laboratory class is designed to certify and solidify a student’s knowledge of lower division business core course concepts. The laboratory includes instruction, practice quizzes, examinations and other activities designed to ensure that students moving into the upper division business curriculum have the knowledge and ability to apply core concepts necessary for success in the program.  Lower Division Business core courses:  ACCT 220, ACCT 230, BLAW 280, COMP 100, ECON 160, ECON 161, ENGL 205, MATH 103, and either SOM 120 or MATH 140. |

[ACCOUNTANCY/ACCOUNTING](http://www.csun.edu/acctis/)

For SAC applicants in the 1st or 2nd year of undergraduate study:

ACCT 220 and ACCT 230 are the only available courses. Both courses are prerequisites for many upper-division courses in Business-related subjects.

ACCT 220 - Introduction to Financial Accounting (3 units)

Prerequisites: A grades of “C” or higher in MATH 103 or higher level mathematics course and sophomore class standing. Introduces the role of accounting in business and society, a summary of the accounting process, accounting measurement issues, analyzing and recording financial transactions, accounting valuation and allocation issues, conceptual foundation for understanding financial reporting, the usefulness of financial statements for decision-making, and financial statement analysis and interpretation.

ACCT 230 - Introduction to Managerial Accounting (3 units)

Prerequisite: ACCT 220. Introduces the analysis and techniques for aiding management in planning and controlling decisions, and the use of accounting data for budgeting, cost control, pricing, evaluation of performance, and general decision making.

For SAC applicants in the 3rd or 4th year of undergraduate study:

ACCT 350 is the prerequisite for all other upper-division courses in Accounting.

ACCT 350 - Intermediate Financial Accounting I (1 unit)

Prerequisites: Grades of “B” or higher in ACCT 220 and ENGL 205 as well as a “C” or higher in all the other courses in the Pre-Accountancy major (see below). Corequisite: BUS 302/L must be completed with a “C” or higher prior to enrolling in ACCT 351 and ACCT 351COM. The first course in the financial accounting sequence. Covers the theory of financial accounting as well as the accounting process with an emphasis on the accounting system and related technical skills.

Pre-Accountancy Major courses = Lower Division Business core courses

ACCT 220, ACCT 230, BLAW 280, COMP 100, ECON 160, ECON 161, ENGL 205, MATH 103, and either SOM 120 or MATH 140.

[BUSINESS LAW](http://www.csun.edu/blaw/)

For SAC applicants in the 1st or 2nd year of undergraduate study:

BLAW 280 is the only available course. It is also a common prerequisite for upper-division courses in many Business-related subjects.

BLAW 280 - Business Law I (3 units)

Prerequisites: Completion of lower division writing requirements and sophomore standing. Study of the role of law in business including the study of legal institutions and their role in facilitating and regulating business. Includes a study of the legal system, civil litigation, torts, and the formation and performance of contracts.

For SAC applicants in the 3rd or 4th year of undergraduate study:

Upper-division courses require BUS 302/L and BLAW 280; some also BLAW 308.

BLAW 308 - Business Law II (3 units)

Prerequisite: BLAW 280. Corequisite/Prerequisite for Business majors: BUS 302, BUS 302L. Study of the role of law in business including the study of legal institutions and their role in facilitating and regulating business. Topics include agency and employment law, the various forms of business organizations, and securities law.

[COMPUTER SCIENCE](http://www.csun.edu/computerscience/)

For SAC applicants in the 1st or 2nd year of undergraduate study:

All lower-division courses build on each other and most should be taken in sequence, so please review the CSUN Course Catalog or department website for details.

For SAC applicants in the 3rd or 4th year of undergraduate study:

Upper-division courses vary in the prerequisites required. Please review the CSUN Course Catalog or department website for details.

[ECONOMICS](http://www.csun.edu/~economics/)

For SAC applicants in the 1st or 2nd year of undergraduate study:

Four courses are available, with no prerequisites except for ECON 161, which requires ECON 160 first. Both ECON 160 and ECON 161 are prerequisites for many upper-division courses in Business-related subjects.

ECON 160 - Principles of Microeconomics (3 units)

Introduction to economics as it applies to the functioning of markets, businesses and households. The class examines how individuals make decisions about how to use scarce resources efficiently and how these decisions affect markets and the overall economy. Effect of government policies on the functioning of markets is also examined.

ECON 161 - Principles of Macroeconomics (3 units)

Prerequisites: ECON 160. Introduction to economics as it applies to the national and international economy. Topics that the course covers include differences in standards of living across countries, the monetary system and the determinants of inflation and the factors causing growth and recessions. Examines the ability of the Federal Reserve and other government policy makers to influence the course of the economy.

For SAC applicants in the 3rd or 4th year of undergraduate study:

ECON 160 and ECON 161 are the prerequisites for all 300-level courses. ECON 309 and ECON 310 are the prerequisites for all 400-level courses.

ECON 309 - The Use and Interpretation of Economic Data (3 units)

Prerequisites: ECON 160 and 161, or 300; SOM 120 or equivalent. Understanding the use and interpretation of economic statistics in the mainstream media and economic literature. Topics covered include identifying and understanding the misuse of economic statistics, as well as performing some statistical analysis using economic data. Emphasis is placed on how students can use written and verbal communication to convey the meaning and relevance of economic statistics to those outside the profession.

ECON 310 - Price Theory and Applications (3 units)

Prerequisites: ECON 160 or 300. MATH 103, or a higher level mathematics course with the grade of “C” or better. The operation of the price system in market-oriented economies. Special emphasis is placed on consumer behavior, business behavior, market organization, the theory of production and cost, economic welfare, and applications to international trade. Substantial written work will be required of all students.

[FINANCE](http://www.csun.edu/fin/)

For SAC applicants in the 1st or 2nd year of undergraduate study:

There are no available lower-division courses.

For SAC applicants in the 3rd or 4th year of undergraduate study:

FIN 303 is the prerequisite for all 400-level courses.

FIN 303 - Financial Management (3 units)

Prerequisites: ACCT 220, ECON 160, SOM 120; SOM 120 may be taken concurrently. BUS 302 and BUS 302L are co/prerequisites for Business majors. Analysis of the financial decision making process of a firm from both internal and external points of view. Topics include valuation, working capital management, capital budgeting, financial forecasting, capital structure, and sources of capital and dividend policy in both a domestic and international context.

[INFORMATION SYSTEMS](http://www.csun.edu/acctis/)

For SAC applicants in the 1st or 2nd year of undergraduate study:

There are no available lower-division courses.

For SAC applicants in the 3rd or 4th year of undergraduate study:

Prerequisites for upper-division courses are either BUS 302/L or ACCT 220.

[MANAGEMENT](http://www.csun.edu/mgt/)

For SAC applicants in the 1st or 2nd year of undergraduate study:

There are no available lower-division courses.

For SAC applicants in the 3rd or 4th year of undergraduate study:

MGT 360 is the prerequisite for all other upper-division courses.

MGT 360 - Management and Organizational Behavior (3 units)

Prerequisites: Completion of lower division business core (see below). BUS 302/L is a co/prerequisite for business majors. Introduction to the basic concepts in management and organizational behavior. Applies these concepts to the management of people and resources toward the accomplishment of organizational goals. Emphasis is on the organizational applications of behavioral science concepts, interpersonal skills, and team building.

Lower Division Business core courses:

ACCT 220, ACCT 230, BLAW 280, COMP 100, ECON 160, ECON 161, ENGL 205, MATH 103, and either SOM 120 or MATH 140.

[MARKETING](http://www.csun.edu/mkt/)

For SAC applicants in the 1st or 2nd year of undergraduate study:

There are no available lower-division courses.

For SAC applicants in the 3rd or 4th year of undergraduate study:

MKT 304 is the prerequisite for all upper-division courses. BUS 302 and 302L are recommended prerequisites.

MKT 304 - Marketing Management (3 units)

Prerequisites: Either 1) ECON 160 or 300 and a college-level statistics course or 2) ECON 160 or 300 and MKT 100. BUS 302 and 302L are co/prerequisites for Business majors. All Marketing majors must attain a grade of “C” or higher in MKT 304. Introduction to marketing management’s role in an organization’s business strategy. Topics include marketing management strategy, implementation, and control; customer satisfaction and consumer behavior; product development; pricing strategy; marketing communications and promotion; distribution; international marketing; and marketing environment, laws, and ethics. To enhance critical thinking, communication skills, and leadership skills, the course work normally includes such elements as classroom discussion, case analyses, computer simulations and experiential exercises, and written and oral presentations.

[PSYCHOLOGY](http://www.csun.edu/csbs/departments/psychology/index.html)

For SAC applicants in the 1st or 2nd year of undergraduate study:

Need PSY 150 prior to other lower-division courses and all upper-division courses. In addition, PSY 250 is a common prerequisite for upper-division courses.

PSY 150 - Principles of Human Behavior (3 units)

Designed to give students an understanding and appreciation of the scientific approach to human behavior, thought and action, and to provide the basic conceptual framework for studying the cognitive, emotional, and social aspects of human activity. Students are required to spend approximately 2.5 hours during the term in research-related activities.

PSY 250 - Physiological Correlates Human Behavior (3 units)

Prerequisite: PSY 150; passing grade in AAS, CHS, PAS, or ENGL 098 or eligibility for the lower division writing requirement. Designed for students majoring in psychology. Development of a greater understanding of the relationship between human behavior and human physiology. Includes basic information about the anatomy and function of the nervous system and the endocrine system. Students are required to spend approximately 1.25 hours during the term in research-related activities.

For SAC applicants in the 3rd or 4th year of undergraduate study:

Most upper-division courses require PSY 150 and/or PSY 250.

[SYSTEMS & OPERATIONS MANAGEMENT](http://www.csun.edu/som/)

For SAC applicants in the 1st or 2nd year of undergraduate study:

SOM 120 is the only available lower-division course. It is a prerequisite to all upper-division SOM courses and many other Business-related courses.

SOM 120 - Basic Business Statistics (3)

Prerequisite: MATH 103 or a higher level mathematics course. Basic elements of statistics for students in business and economics. Descriptive statistics, elements of probability, probability distributions (including normal), sampling distributions, statistical inference for means and proportions (including estimation and hypothesis testing), simple linear regression and correlation. Applications of these topics in business and economics are emphasized. The course requires assignments in which students are required to explain the results of statistical computations using personal computer software.

For SAC applicants in the 3rd or 4th year of undergraduate study:

BUS 302/L is a prerequisite for all upper-division courses. SOM 306 is the most common prerequisite for upper-division courses, though some courses also require SOM 307 or an IS or MSE course.

SOM 306 - Operations Management (3)

Prerequisite: SOM 120 or MATH 140.Recommended Corequisite or Preparatory: BUS 302/L. Discusses operational issues facing organizations and introduces operations management concepts and techniques. Students develop skills necessary to improve productivity and quality of operations in both manufacturing and service organizations. Topics include international competitiveness, quality assurance, forecasting, design and control of operations systems, creating value for the customer, project management, and supply chain and inventory management.