STRATEGY AND ENTREPRENEURSHIP

Program Description
The College of Business (CBA) offers a broad professional education in Business. The Bachelor of Science program offers students a choice of 9 concentrations by which they may focus their goals. Additionally, the CBA's Business Honors program provides an alternative path to its most capable students to prepare them for management opportunities. All students must choose a concentration to complete their requirements for the baccalaureate degree. Students who are uncertain about which concentration to choose are encouraged to select the General Management concentration, as it is the most comprehensive. The structure of the General Management concentration also provides an overlap with the other concentrations, thus making changes in focus possible. Students who wish a more customized program may elect to complete the requirements for additional concentrations as well. For example, students may elect dual concentrations such as General Management and Management of Human Resources and Organizational Behavior. For information about program options, please visit our website at: Undergraduate Programs | Sacramento State (csus.edu) (https://www.csus.edu/college/business-administration/undergraduate/).

The College also offers Minors in Business, Management of Human Resources and Organizational Behavior, Marketing, Real Estate and Land Use Affairs, and Risk Management and Insurance. A Minor in Business is valuable to the student majoring in another area who wishes to supplement his/her knowledge with a business background.

Degree Programs

BS in Business (General Management) (http://catalog.csus.edu/colleges/business-administration/strategy-and-entrepreneurship-bs-in-business-administration-general-management/)


Career Possibilities
Business Development Manager · Family Business Owner/Manager · Financial Services Advisor · Franchised Business Owner/Manager · Insurance Agency Owner/Manager · Management Analyst · Management Consultant · New Venture Founder/Manager · Non-Profit Organization Founder/Manager · Product Manager · R&D Manager · Realtor/Real Estate Manager · Sales Representative · Small Business Owner/Manager

Contact Information
Office of the Dean
William P. Cordeiro, Dean
Elizabeth Steiner, Executive Assistant to the Dean
Cyndy LaFitte, Budget Analyst
Tim Richter, Director of Development
Douglas Evans, Marketing Specialist
Mylah Nurse, Administrative Coordinator
Tahoe Hall 1010
(916) 278-6578 | cba@csus.edu

College of Business Administration Website (http://www.cba.csus.edu/)

Office of the Associate Dean for Faculty Support
Jaydeep Balakrishnan, Assoicate Dean
Angela Park-Girouard, Administrative Analyst

Philip Booth, Faculty Personnel Analyst
Tahoe Hall 2130
(916) 278-5577

Graduate Programs Office
Vacant, Director
Claire Goldsby, Graduate Programs Coordinator
Serena Hoffman, EPP Advisor
Tahoe Hall 1020
(916) 278-5767

MBA Program Services (MPS)
Sophie Mills, Graduate Recruitment & Admissions Coordinator
Jeanie Williams, Graduate Coordinator & MBA Advisor
Tahoe Hall 1020
(916) 278-6772
Email the MBA Program Services (cba-mbaadmissions@csus.edu)

Business Graduate Career Services
Brent Bynum, Director
Tahoe Hall 2065
(916) 278-7142

Office of the Associate Dean for Academic Programs
Vacant, Associate Dean
Barbara (Mei Po) Vong, Program Analyst
Maryam Sabet, Academic Programs Coordinator & Enrolment Specialist
Tahoe Hall 2028
(916) 278-6463

Office of Student Engagement
Bonnie McDonald-Beevers, Director
ENTR 185. Venture Growth Strategies. 3 Units
Prerequisite(s): Upper-division standing: ENTR 187 or ENTR 189.
Term Typically Offered: Fall, Spring

Focuses on the opportunities and challenges involved in the management of a business venture and its growth opportunities. Growth is the ultimate resource constrictor, stretching all the resources of a company to the limit and often beyond. Develops a venture spanning approach that examines the business venture and the challenges that tasks venture management to the limit. Provides students with a series of frameworks, analytical skills and techniques, heuristics, and decision-making tools that can be used in growing entrepreneurial businesses.

Note: Only students with an Entrepreneurship Concentration will be admitted.

ENTR 187. Entrepreneurship. 3 Units
Term Typically Offered: Fall, Spring

Objective is to lead students through all steps necessary in starting a business: analyzing personal and business goals, researching the market, developing a marketing plan, determining land, building, equipment, supplies, inventory, people needed, determining cash flow and pro forma financial statements, and money needed. The output of all this will be a professional business plan and financial package ready to submit to prospective investors.

ENTR 189. Corporate Entrepreneurship. 3 Units
Prerequisite(s): Upper-division standing.
Term Typically Offered: Fall, Spring

Offers a multidisciplinary framework for studying and developing corporate entrepreneurship. Covers the climate and culture of an entrepreneurial organization, strategies for developing new business ventures within an organization, and strategies for transforming firms toward a more entrepreneurially driven organization. As a result, students will increase their understanding of environment, processes and strategies that will create value and build competence through entrepreneurial activities within organizations.

GM 105. Strategic Management. 3 Units
Prerequisite(s): Completion of all other upper-division core courses, except MIS 101.
Term Typically Offered: Fall, Spring, Summer

This capstone course focuses on the integration of functional areas of a business and requires students to determine strategies/policies at the general-management level. Students address problems and issues faced by companies from a general management perspective which integrates accounting, financial, marketing, human resources, and operations in relation to the environment within a framework of balance between profit or cost-effectiveness and social responsibility.
IBUS 195. Internship in International Business. 3 Units

Prerequisite(s): Minimum Sacramento State GPA of 2.5.

Term Typically Offered: Fall, Spring

Supervised work experience in business, governmental or service agencies for the purpose of increasing student understanding of the nature and scope of their operations. Supervision is provided by the faculty and the cooperating agencies.

Note: Open to upper division students, subject to permission of the Management Area. Open to declared business administration majors only. Petitions can be obtained from the Student Affairs Office, Tahoe 2065.

Credit/No Credit

IBUS 199. Special Problems in International Business. 1 - 3 Units

Term Typically Offered: Fall, Spring

Individual projects or directed reading for students qualified to carry on independent work.

Note: Admission requires approval of the instructor and the Associate Dean. Petitions can be obtained from the Undergraduate Business Center, Tahoe 1030.

Credit/No Credit