

# Minors

The College of Business Administration (CBA) offers minors in the following areas:

Code	Title	Hours
<b>Available to only CBA Students</b>		
	International Business	
<b>Available to only non-CBA students</b>		
	Business Administration	
<b>Available to both CBA and non-CBA students</b>		
	Accounting <sup>a</sup>	
	Business Analytics <sup>a</sup>	
	Entrepreneurship <sup>a</sup>	
	Finance <sup>a</sup>	
	Human Resource Management <sup>a</sup>	
	Leadership <sup>a</sup>	
	Management Information Systems <sup>a</sup>	
	Marketing <sup>a</sup>	
	Professional Sales and Relationship Management <sup>a</sup>	
	Real Estate <sup>a</sup>	
	Sports Management <sup>b</sup>	
	Supply Chain and Operations Management <sup>a</sup>	

a *Students may not pursue a minor in the same department in which they are pursuing the major (e.g., Finance students may not pursue a Minor in Finance, IDS students may not pursue a Minor in Business Analytics, etc.).*

b *The Minor in Sports Management is available to all students, including those pursuing majors in the Department of Managerial Studies.*

- Non-CBA students must submit the Minor Application for Non-CBA Students online to enroll in a CBA minor.
- CBA students must contact their advisor to officially declare a minor.
- Completion of one of these programs will be noted on the official UIC transcript upon graduation.
- Students must meet overall hours required as specified by the minor by registering for unique courses. Students may not use the same course for multiple minors.
- Students who enrolled in the minor in prior catalog years or students admitted prior to Fall 2021 may complete the minor with former catalog year requirements.

## Minor in Accounting

The Accounting minor program is open to students from all UIC colleges. Students must also consult their home colleges about the acceptability and applicability of the course credits toward their degrees.

## Minor in Business Administration

The Minor in Business Administration is only open to students enrolled outside of the CBA. Students must also consult their home colleges about the acceptability and applicability of the Core Business Administration course credits toward their degrees.

## Minor in Business Analytics

Business analytics focuses on the use of data driven, analytical, and computing approaches for effective business decision making and management. Data mining, predictive modeling, forecasting, business intelligence analysis, and simulation have become critical across business functions such as marketing, finance, and human resource management. The Business Analytics minor helps students develop skills in these areas and enhances their knowledge and marketability. The minor program is open to majors from other units and colleges.

Students must also consult their home colleges about the acceptability and applicability of the Information and Decision Sciences course credit toward their degree. Registration for most IDS courses is restricted to students in the Department of Information and Decision Sciences; therefore, students must register through the designated advisor in undergraduate programs.

## Minor in Entrepreneurship

The Entrepreneurship minor program is open to students from all UIC colleges. Students must also consult their home colleges about the acceptability and applicability of the course credits toward their degrees.

## Minor in Finance

The Minor in Finance introduces the student to the principles of finance, applies these principles to analyzing several financial issues, and develops problem-solving and quantitative skills that are widely used in business.

The Minor in Finance is open to undergraduate students from any unit and college at UIC. Students must consult their home colleges about the acceptability and applicability of Finance course credit toward their degree.

Students majoring in non-finance CBA majors can apply any finance courses taken to satisfy elective requirements toward both the minor and as electives toward the degree.

## Minor in International Business

The College of Business Administration offers a minor in International Business for undergraduate students in the College of Business Administration. The minor is an option that students may choose if they wish to complement their major field of study with knowledge in the area of international business.

## Minor in Leadership

The College of Business Administration offers a Minor in Leadership for all undergraduate students, except CBA students majoring in management or human resource management. Effective management of people and projects is essential for private, public, and nonprofit organizations in all fields. Business students who aspire to leadership roles in their work life will need strong managerial skills in order to advance. The Leadership minor offers course work that encompasses the basic skill set needed for successful management and leadership.

## Minor in Management Information Systems

Information systems are transforming business management. They have become critical to performing almost every function of business. The Management Information Systems minor trains students in the software, tools, and systems that are widely used across business. Students develop database and system design skills, computing and

programming skills, including Internet technologies, process analysis, modeling, simulation, and problem-solving skills. The minor program is open to majors from other units and colleges. Students must also consult their home colleges about the acceptability and applicability of the Information and Decision Sciences course credit toward their degree.

## Minor in Marketing

The Marketing Minor provides students with a strong foundation in marketing principles while allowing flexibility to explore specialized areas through a diverse selection of marketing electives such as digital marketing, branding, innovation management, and market research, enabling students to tailor their studies to their interests. This minor is an excellent complement for business majors seeking to enhance their strategic and analytical skills and for students from other disciplines who want to develop marketing expertise applicable to various careers. Students should consult their home colleges about the acceptability and applicability of the coursework toward their degree.

## Minor in Professional Sales and Relationship Management

Personal selling is an important communication tool for most companies, especially those businesses that sell complex products or services, such as financial services, medical equipment, real estate, and insurance, to other companies or consumers. A successful salesperson needs both in-depth knowledge about the products or services they sell, as well as skills and an understanding of the selling process and the role of selling in a company's overall strategy. This minor is designed to prepare business and non-business students for a career in sales. Students should consult their home colleges about the acceptability and applicability of the coursework toward their degree.

## Minor in Real Estate

The minor is open to all students and is designed for students who wish to establish their knowledge and receive training in Real Estate.

## Minor in Sports Management

The Sports Management minor will offer students a path into growing career opportunities within the sport industry and provides a clear career path for business and non-business students looking to enter a field they are passionate about. The minor program is open to students from all UIC colleges.

## Minor in Supply Chain and Operations Management

Streamlining business operations, coordinating complex supply chains, and managing customer relations have become critical success factors in business administration. The Supply Chain and Operations Management minor trains students in these skills and makes them marketable. The minor program is open to majors from other units and colleges. Students must also consult their home colleges about the acceptability and applicability of the Information and Decision Sciences course credit toward their degree.

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