Understanding the Checksheet – Fall 2011 and Later

The following list is a complement to the General Checksheet and outlines each requirement for a Whitman degree. The final page is a typical course sequence, which is meant to serve as a general guide for the timing of courses.

I. Analytical & Quantitative Skills

MAT 183: Elements of Modern Mathematics. Equations, matrices, and linear programming. Introduction to mathematics of finance. Discrete probability theory. For students interested in management, finance, economics, or related areas.

MAT 284: Business Calculus. One-variable differential and integral calculus. Applications to business and economics. MAT 284 may not be taken for credit after successful completion of MAT 285 or MAT 295.


Science Electives. Any course in AST, BIO, CHE, EAR/GOL, FSC, PHY, SCI, STS. Additionally, ANT 131, CSD 212, GEO 155, NEU 211, NSD 225 (NSD 225 is not an option for students dually enrolled with Newhouse), PSY 223, PSY 323, and PSY 324.

II: Communications Skills

WRT 105: Studio 1: Practices of Academic Writing. Study and practice of writing processes, including critical reading, collaboration, revision, editing, and the use of technologies. Focuses on the aims, strategies, and conventions of academic prose, especially analysis and argumentation.

WRT 205: Studio 2: Critical Research and Writing. Study and practice of critical, research-based writing, including research methods, presentation genres, source evaluation, audience analysis, and library/online research. Students complete at least one sustained research project.

Acceptable substitutes: WRT 301, WRT 303.

III: Environmental Studies

ECN 203: Economic Ideas and Issues. Foundation of modern Western economic thought. The model economists have built on this foundation as applied to current issues facing individuals and society. Credit is given for either ECN 203 or ECN 101, 102 or ECN 109.

ECN 300+ Any Economics course numbered 300 or above.

LPP 255: Introduction to the Legal System. The legal system and public policy issues emphasizing the impact of the legal environment on management decision making. Includes ethics and international topics. Development of analytical and communication skills.

Environmental Electives. Any course in GEO, HST, MAX, PAF, or PSC. Additional courses in ECN may be used. Based on content, AAS, JSP, LAS, MES, NAT, QSX, SAS, SOL, and WGS courses may be used. Other courses with appropriate content may be petitioned.

IV: Behavioral Studies

Behavioral Electives. Any course in ANT, PSY, or SOC. Based on content, AAA, AAS, JSP, LAS, MES, NAT, QSX, SAS, SOL, and WGS courses may be used. Other courses with appropriate content may be petitioned.

V: Arts and Humanities

Arts and Humanities Electives. Any course in ETS, HOA, HOM, LIN, LIT, PHI, or REL. Any foreign language course. Based on content, AAA, AAS, JSP, LAS, MES, NAT, QSX, SAS, SOL, and WGS courses may be used. Other courses with appropriate content may be petitioned.

VI: Management Core

SOM 122: Perspectives of Business and Management. Understanding of role and responsibility of management in society; fundamental knowledge of nature and integration of functional disciplines in business; skills essential to effective management; development of base for academic/career mission and achievement.


ACC 252: Introduction to Managerial Accounting. Introduction to the role of accounting information systems in measuring performance, influencing employee behavior, and facilitating planning decisions such as what products and services to offer, in which markets, and at what prices. Sophomore standing.

PREREQ: ACC 151

SHR 247: Introduction to Strategic Management. How a firm’s leadership structure guides the strategic management process. Topics covered include the role of the CEO and top management team, internal and external analysis and strategy formulation and implementation.

FIN 256: Corporation Finance* General principles: promotion, methods of raising fixed capital, various types of securities, administration of income expansion, financial difficulties.

MAR 255: Principles of Marketing* Marketing as a major business function and social process. Analysis of market forces. Marketing opportunities. Determination of price, product, distribution, promotion, and organization policies required to control and fulfill planned marketing programs.

SCM 265: Introduction to Supply Chain Management* The concepts, issues, and techniques for managing supply chains. Analysis and problems of material and information flows in supply chains.
*These are taken as an integrated core and must be taken together. (Typically, these courses cannot be taken at another college or university.) Prereq: ACC 252 and MAS 261.

SOM 354: Managing in a Global Setting. Introduction to the concepts, framework, and issue of global business and how they influence management decisions: multinational firms; international trade; and the cultural, political, institutional, social, and economic environment of the global marketplace.


EEE 457: Strategic and Entrepreneurial Management. The capstone integrative experience for management majors culminating in the development of a comprehensive plan for a new business venture or a nonprofit organization.

VII: Major

Major Courses. Typically, twelve credits of upper-level coursework in a single area. Course options and requirements should be discussed with an advisor.

Management Electives. Typically, six credits of upper-level management coursework to complement major courses. Course options and requirements should be discussed with an advisor. [A maximum of three credits may be transferred from another college or university into major or management elective requirements.]

For additional information about major requirements, visit the Majors section of this handbook (pages 16-19) or the Undergraduate Course Catalog.

VIII: Free Electives

Typically, nine to twelve credits of coursework that does not fit elsewhere on the checksheet. A maximum of three credits of management coursework (six for those who have not taken SOM 122) may be used here. Beginning with courses taken Fall 2006, a maximum of three (total) credits of physical education (PED), dance (DTS), health (HEA), and music ensemble (ENI) may be used here.
This list is a general guideline for course planning and is not a substitute for academic advising.

<table>
<thead>
<tr>
<th>Freshman Year</th>
<th>Sophomore Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>• SOM 122 (fall; freshmen only)</td>
<td>• ACC 252 (prereq: ACC 151)</td>
</tr>
<tr>
<td>• MAT 183</td>
<td>• MAS 261 (prereq: MAT 183)</td>
</tr>
<tr>
<td>• MAT 284</td>
<td>• LPP 255</td>
</tr>
<tr>
<td>• ACC 151</td>
<td>• SHR 247</td>
</tr>
<tr>
<td>• ECN 203</td>
<td>• CRS 325/IST 444</td>
</tr>
<tr>
<td>• WRT 105</td>
<td>• WRT 205 (spring)</td>
</tr>
<tr>
<td>• Science</td>
<td>• Environmental/Behavioral/Arts &amp; Humanities</td>
</tr>
<tr>
<td>• Environmental/Behavioral/Arts &amp; Humanities</td>
<td>• INTEGRATED CORE (prereq: ACC 252 &amp; MAS 261)</td>
</tr>
<tr>
<td>• Environmental/Behavioral/Arts &amp; Humanities</td>
<td>• -FIN 256</td>
</tr>
<tr>
<td>• Environmental/Behavioral/Arts &amp; Humanities</td>
<td>• -MAR 255</td>
</tr>
<tr>
<td>• Environmental/Behavioral/Arts &amp; Humanities</td>
<td>• -SCM 265</td>
</tr>
<tr>
<td>• EEE 457 (senior year only)</td>
<td></td>
</tr>
</tbody>
</table>

NOTE: ACC-Professional, EEE, and RMT majors may begin taking major courses sophomore year and delay FIN 256/MAR 255/SCM 265 until fall junior year.

Junior/Senior Year

• MAS 362 (prereq: MAS 261; pre- or co-requisite for FIN 455 and MAR 356)
• MIS 325
• SHR 355
• SOM 354
• ECN 300+
• WRT 307
• Major Course
• Major Course
• Major Course
• Major Course
• Management Elective
• Management Elective/2nd Major Course
• Free Elective/2nd Major Course
• Free Elective/2nd Major Course
• Free Elective/2nd Major Course
• Environmental/Behavioral/Arts & Humanities
• Environmental/Behavioral/Arts & Humanities
• Environmental/Behavioral/Arts & Humanities
• Environmental/Behavioral/Arts & Humanities
• EEE 457 (senior year only)