



**BACHELOR OF BUSINESS ADMINISTRATION DEGREE (BBA/MBA)**

Student Name:

Student ID#:

Date:

|                |                           |         |           |           |
|----------------|---------------------------|---------|-----------|-----------|
| Starting Year: | 2024 Starting Freshman    | Take In | Completed | Remaining |
| Major(s):      | Insurance Risk Management |         |           |           |
| Minor          |                           |         |           |           |

|        |         |           |           |
|--------|---------|-----------|-----------|
| Notes: | Take In | Completed | Remaining |
|        |         |           |           |
|        |         |           |           |

**FALL - FIRST YEAR**

|          |  |  |  |  |   |
|----------|--|--|--|--|---|
| ACC 2410 | Fundamentals of Financial Accounting   |  |  |  | 3 |
| ENG 1150 | Composition I                          |  |  |  | 3 |
| INS 1100 | Principles of Insurance                |  |  |  | 3 |
| INS 2100 | Principles of Commercial Insurance     |  |  |  | 3 |
| MTH 1100 | Finite Math OR                         |  |  |  |   |
| MTH 1150 | College Algebra OR                     |  |  |  |   |
| MTH 3100 | Calculus                               |  |  |  | 3 |
| PHL 1100 | Philosophy of American Life & Business |  |  |  | 3 |
| LDR 1110 | The NU Experience                      |  |  |  | 1 |

**FALL - THIRD YEAR**

|          |   |  |  |  |   |
|----------|---|--|--|--|---|
| FIN 4550 | Corporate Investment Decisions (FIN 3010 or FIN 3210) |  |  |  | 3 |
| INS 3100 | State Insurance Code (INS 3000)                       |  |  |  | 1 |
| CHOICE   |   |  |  |  | 2 |
| LAW 3000 | Business Law I  |  |  |  | 3 |
| MGT 4250 | Organizational Behavior (MGT 2300) (SEE *SIE BELOW)   |  |  |  | 3 |
| PSC 2010 | Introduction to American Government                   |  |  |  | 3 |
| NSC 2100 | Environmental Science                                 |  |  |  | 3 |

**SPRING**

|          |  |  |  |  |   |
|----------|--|--|--|--|---|
| ACC 2415 | Fundamentals of Managerial Accounting (ACC 2410) |  |  |  | 3 |
| ECN 2210 | Principles of Microeconomics                     |  |  |  | 3 |
| ENG 1200 | Composition II (ENG 1150)                        |  |  |  | 3 |
| LDR 1300 | Professional Branding & Planning                 |  |  |  | 1 |
| INS 1200 | Principles of Personal Insurance (               |  |  |  | 3 |
| MGT 2300 | Principles of Management                         |  |  |  | 3 |
| MIS 1500 | Business Productivity Software                   |  |  |  | 3 |

**SPRING**

|           |  |  |  |  |   |
|-----------|--|--|--|--|---|
| 3000/4000 | CHOICE (SEE *SIE BELOW)                                      |  |  |  | 3 |
| 3000/4000 | CHOICE (SEE *SIE BELOW)                                      |  |  |  | 3 |
| ECN 4010  | Economics of Public Policy (ECN 2210 and 60 crs.)            |  |  |  | 3 |
| INS 4850  | Insurance Proposals and Negotiations (SPC 2050 and INS 3000) |  |  |  | 3 |
| MGT 4800  | Strategic Planning (MGT 2300, FIN 3010 or 3210)              |  |  |  | 3 |
| PHL 3100  | Ethics (60 crs. completed)                                   |  |  |  | 3 |

**FALL - SECOND YEAR**

|          |  |  |  |  |   |
|----------|--|--|--|--|---|
| ECN 2220 | Principles of Macroeconomics               |  |  |  | 3 |
| LDR 2250 | Emerging Leaders                           |  |  |  | 1 |
| FIN 3210 | Financial Management for Majors (ACC 2415) |  |  |  | 3 |
| CHOICE   |  |  |  |  | 3 |
| HIS 2100 | Foundations of the Modern World I          |  |  |  | 3 |
| INS 3000 | Agency Operations (INS 1200 and INS 2100)  |  |  |  | 3 |
| MKT 2080 | Principles of Marketing                    |  |  |  | 3 |

**SUMMER or COMPRESSED COURSES**

|           |   |  |  |  |   |
|-----------|---|--|--|--|---|
| 3000/4000 | CHOICE (SEE *SIE BELOW)                   |  |  |  | 3 |
| 3000/4000 | PSY/SOC/HUM (SEE *SIE BELOW)              |  |  |  | 3 |
| INS 3990  | Internship (See * in notes section below) |  |  |  | 3 |

**SPRING**

|          |   |  |  |  |   |
|----------|---|--|--|--|---|
| INS 2500 | Claims and Underwriting (MIS 1500, INS 1200 and INS 2100) |  |  |  | 3 |
| INS 3400 | Commercial Multiple Lines Insurance (INS 2100)            |  |  |  | 3 |
| CHOICE   |   |  |  |  | 3 |
| MKT 2150 | Selling & Sales Management (MKT 2080)                     |  |  |  | 3 |
| MTH 2310 | Statistics I (MIS 1500, MTH 1100 or MTH 1150)             |  |  |  | 3 |
| SPC 2050 | Speech  |  |  |  | 3 |

|                                    |  |  |  |            |
|------------------------------------|--|--|--|------------|
| <b>UPPER LEVEL HOURS COMPLETED</b> |  |  |  | <b>0</b>   |
| <b>UPPER LEVEL HOURS REMAINING</b> |  |  |  | <b>45</b>  |
| <b>TOTAL HOURS REMAINING</b>       |  |  |  | <b>120</b> |

**Notes:**  
 A maximum of 19 credits are to be taken in a semester.  
 Any courses taken in a compressed or summer session are at student's expense.  
 • In the DeVos MBA program, students develop business acumen, critical thinking, and personal effectiveness. To fully prepare for the study of business acumen concepts at the graduate level, Northwood recommends that students in the four-year BBA/MBA program take the following elective courses: **MTH 3100 Calculus I, MTH 3340 Statistics II, MKT 3050 Consumer Behavior, MKT 4230 Marketing Research, ECN 3000 International Trade and FIN 4010 International Finance.**  
 In the DeVos MBA program, students develop personal effectiveness during class meetings as well as through work in groups. To accelerate the learning in this area, Northwood recommends that students in the four-year BBA/MBA program take **SOC 3500 Cultural Anthropology.**

|                                    |  |  |  |           |
|------------------------------------|--|--|--|-----------|
| <b>LOWER LEVEL HOURS COMPLETED</b> |  |  |  | <b>0</b>  |
| <b>LOWER LEVEL HOURS REMAINING</b> |  |  |  | <b>75</b> |
| <b>TOTAL HOURS COMPLETED</b>       |  |  |  | <b>0</b>  |

Taking Courses off-sequence will delay timely degree completion. It is the student's responsibility to consult with an Academic Advisor to ensure timely degree completion.  
 \*A credit-bearing internship is required prior to starting the MBA program. All internships must be approved by the Chair of your specific program.

A minor consists of 18 credits (6 courses) in a defined discipline. Three of these courses (9 credits) must be at the 3000/4000 level and 6 credits must be taken at Northwood University. Some minors require specific coursework. Contact your Academic Advisor for programs that require specific coursework.

\*SIE (Semester in Europe) Course Substitutions: Courses that are taken by students who participate in the Semester in Europe program. Students interested in this program should not take these courses prior to SIE. They will take these courses during Semester in Europe. See an Academic Advisor if you have questions.

Northwood University is devoted to continuous improvement of all programs and reserves the right to revise all curriculum guides or academic programs. These enhancements could cause changes in your program of study. This curriculum guide reflects what is correct at the time of publication.