



University of Colorado
Colorado Springs



COLLEGE OF BUSINESS - PGA GOLF MANAGEMENT

2014-2015 academic year

The University of Colorado Colorado Springs, along with the College of Business, was established in 1965. The College, which is accredited by The Association to Advance Collegiate Schools of Business (AACSB International), awards the Bachelor of Science in Business degree. The PGA Golf Management option is accredited by the Professional Golfers' Association of America.

AACSB Degree Requirements

All students in AACSB accredited programs must complete a minimum of 45 credits in business.



GENERAL REQUIREMENTS

All students enrolled in the College of Business are subject to academic policies and procedures as outlined in the University of Colorado Colorado Springs Academic Catalog. ***Please read the 2014 – 2015 Catalog carefully.***

The undergraduate degree requires 120 semester (credit) hours with courses covering general education, general business, and specific areas of interest (emphases/minors).

Upper-division Hours: A minimum of 45 credits must be upper-division (3000 or 4000-level) course work.

Residency: Candidates for the BS in Business must complete a minimum of 30 credits of course work (to include the 18 credits in the area of emphasis and BUAD 4000 & 4500) as a College of Business student.

Transfer Students. A maximum of 60 semester hours of appropriate academic credit taken at a junior or community college may be applied toward the undergraduate degree in business. However, the PGA Golf Management Program requires students to progress through their PGA education activities in cohort with their class.

The College reserves the right to disallow any transfer credit that is not appropriate academic degree credit. The College does not allow students to pursue a 2nd bachelor's degree in business.

All students in AACSB Accredited programs must complete a minimum of 45 credits in business.

The College of Business divides the curriculum into two components: Skills Courses and the Professional Program.

Skills courses are completed in the freshman and sophomore years and provide students with a foundational knowledge of business skills and competencies. Skills courses must be completed with a C- or better and are the following courses: ACCT 2010, ACCT 2020, BUAD 3000, ECON 1010, ECON 2020, ENGL 1310, MATH 1040, MATH 1120, QUAN 2010, and QUAN 2020.

Upon the successful completion of the freshman and sophomore years, business students move on to the Professional Program. The Professional Program gives students the opportunity to gain knowledge of core business concepts but also allows students a focused area of study in their chosen emphasis. The Professional Program consists of the Junior Core classes (FNCE 3050, MGMT 3300, MKTG 3000, INFS 3000 and OPTM 3000), an emphasis (18 hours - courses depend on student's choice) and two Senior Capstone courses (BUAD 4000 and 4500).

All Professional Program courses, including the PGM requirements, must be completed with a C- or better.

Emphasis students must maintain the following criteria:

- 2.0 cumulative CU GPA
- 2.5 College of Business GPA
- 2.5 Area of Emphasis GPA
- Completion of all skills, junior core, capstone and emphasis courses with no grade below C-.

Students not meeting the above criteria will not graduate with a Professional Program Area of Emphasis, but may qualify for a General Business degree if their cumulative CU and Business GPAs are at least a 2.0.

THE PRE-BUSINESS PROGRAM

Students not admissible to the College of Business may take their first three semesters of the model degree program as a pre-business student in the College of Letters, Arts and Sciences. To continue taking business courses after the first semester sophomore year, a student must be admitted to the College of Business. For a pre-business student to be admitted to the College of Business, they must have completed at least 15 credit hours at UCCS, to include ENGL 1310 and MATH 1040 (or higher), and have a 2.7 CU GPA.

MODEL DEGREE PLAN

The following four and a half year plan requires completion of 120 academic credit hours and lists all specific course requirements for the Bachelor of Science in Business degree. PGA Golf Management students should closely follow this model degree program in order to remain on pace with their cohort group for PGA examinations. Normal degree progress in the College of Business requires students to complete the program requirements in freshman, sophomore, junior, and senior sequence. **Course pre-requisites, co-requisites, and class standing requirements are enforced in the College of Business.** Note that PGA Golf Management courses are offered only in the specified semesters. Students must complete 25 hours to earn the PGA Golf Management option.

FIRST YEAR

Fall:

- ___ PGMT 1002 Qualifying/Level 1 PGA Golf Management Part 1 (Qualifying Level & Customer Relations)
- ___ ECON 1010 Introduction to Microeconomics¹
- ___ ENGL 1310 Rhetoric & Writing I²
- ___ MATH 1040 College Algebra³
- ___ GPS 1010 Gateway Program Seminar⁴

Spring:

- ___ PGMT 1012 Level 1 PGA Golf Management Part 2 – 2 cr (Golf Car Fleet, Business Planning, Tournament Operations)
- ___ ECON 2020 Introduction to Macroeconomics
- ___ ENGL 2080 Business and Administrative Writing²
- ___ MATH 1120 Calculus for Business & Economics³
- ___ INFS 1100 MS Office Applications & Computer Basics

Summer: Level 1 internship

- ___ PGMT 1100 Cooperative Internship Level 1 - 1 cr

SECOND YEAR

Fall:

- ___ PGMT 1202 Level 1 Introductory Golf Instruction – 2 cr (PGA Seminars, Exam)
- ___ COMM 2010 Oral Communication or COMM 2100 Public Speaking
- ___ ACCT 2010 Introduction to Financial Accounting
- ___ QUAN 2010 Business Statistics
- ___ Explore – Arts, Humanities and Cultures (Writing Intensive)⁵

Spring:

- ___ PGMT 2002 Level 2 PGA Golf Management – 2 cr (Golf Operations)
- ___ PGMT 2202 Level 2 Intermediate Golf Instruction – 2 cr
- ___ PGMT 2502 Level 2 Turfgrass Management – 1 cr
- ___ BIOL 3450 Anatomy & Exercise Science Applied to Golf⁶ - 4 cr
- ___ ACCT 2020 Introduction to Managerial Accounting
- ___ QUAN 2020 Process & Statistics-Based Decisions

Summer: first segment of Level 2 internship

- ___ PGMT 2100 Cooperative Internship Level 2 - 1 cr

THIRD YEAR

Fall: second segment of Level 2 internship

- ___ PGMT 2110 Cooperative Internship Level 2 - 1 cr

Spring:

- ___ PGMT 2012 Level 2 PGA Golf Management Part 2 – 1 cr (PGA Seminars, Exam, Merchandise & Inventory)
- ___ BLAW 2000 Business Law or SPTM 2000 Sport Law
- ___ BUAD 3000 Integrated Skills for Management⁷
- ___ MGMT 3300 Introduction to Management & Organization⁸
- ___ MKTG 3000 Principles of Marketing
- ___ Open Elective⁹

Summer:

- ___ PGMT 3002 Level 3 PGA Golf Management – 3 cr (Supervising, Delegating, HR, Career Enhancement)
- ___ PGMT 3202 Level 3 Advanced Golf Instruction Part 1 – 2 cr (Advanced Instruction, Club Fitting, Player Development)
- ___ PGMT 3602 Level 3 Food and Beverage Control – 1 cr
- ___ INFS 3000 Introduction to Management Information Systems
- ___ OPTM 3000 Fundamentals of Operations Management
- ___ Writing Portfolio (PORT 3000 required, zero credit)¹⁰

FOURTH YEAR

Fall:

- ___ PGMT 3212 Level 3 Advanced Golf Instruction Part 2 – 1 cr (PGA Seminars, Exam)
- ___ BUAD 4000 Business, Government, Law, & Society¹¹
- ___ FNCE 3050 Basic Finance
- ___ Emphasis Course
- ___ Emphasis Course
- ___ Emphasis Course
- ___ Senior Audit (no credit, required to graduate)

Spring:

- ___ BUAD 4500 Cases & Concepts in Business Policy¹²
- ___ Emphasis Course
- ___ Emphasis Course
- ___ Emphasis Course
- ___ Open Elective⁹ – 1 cr

FINAL INTERNSHIP YEAR

Summer: first segment of Level 3 internship

- ___ PGMT 4100 Cooperative Internship Level 3 - 1 cr

Fall: second segment of Level 3 internship

- ___ PGMT 4110 Cooperative Internship Level 3 - 1 cr

Notes:

1. ECON 1010 fulfills the Explore - Society, Social and Economic Institutions, Health, and Human Behavior for Compass Curriculum.
2. ACT and SAT scores will be used for placement in English courses. ENGL 1310 and 2080 are required for the Compass Curriculum Core Writing courses.
3. Students needing to take MATH 1040 or higher must take the university's math placement exam. MATH 1120 fulfills the Compass Curriculum Quantitative Reasoning course requirement.
4. Compass Curriculum Gateway Experience course.
5. Choose an Explore Arts, Humanities and Culture course that is also a writing intensive course to fulfill both requirements for Compass Curriculum.
6. This course fulfills the Explore – Physical & Natural World requirement for Compass Curriculum
7. BUAD 3000 fulfills one of the two required Compass Curriculum Writing Intensive courses.
8. MGMT 3300 fulfills the Compass Curriculum Inclusiveness component.
9. An open elective is any college-level course.
10. Students must submit enroll in PORT 3000 to submit their Writing Portfolio or enroll in an additional upper division writing course.
11. BUAD 4000 fulfills the Compass Curriculum Advanced Core Course and Sustainability Components.
12. BUAD 4500 fulfills the Compass Curriculum Capstone requirement.

BUSINESS AREAS OF EMPHASIS:

BUSINESS ADMINISTRATION

The Business Administration emphasis allows the student to select 18 semester hours of upper-division business course work (six – 3 credit hour courses) based on the individual's particular interests and objectives. Courses must be selected from at least two different emphasis areas to provide a solid business foundation. Course work selected must be pre-approved via a contract. Please see the business advisor in the Student Success Center for a contract.

ACCOUNTING

ACCT 3010 Intermediate Accounting I
ACCT 3020 Intermediate Accounting II
ACCT 3110 Cost Accounting
ACCT 4210 Individual Income Tax
Two Accounting electives: ACCT 4220, 4310, 4410, 4510, 4600, 4620

FINANCE

FNCE 4000 Advanced Corporate Finance
FNCE 4100 Cases and Concepts in Finance
FNCE 4200 Investment & Portfolio Management
FNCE 4400 International Financial Management
FNCE 4500 Money and Banking
One Finance elective: ACCT 3020, 3110, FNCE 4250, 4590, 4700, 4800, 4960

HUMAN RESOURCES MANAGEMENT

HRMG 4340 Collective Bargaining & Labor Relations
HRMG 4380 Human Resource Management
HRMG 4390 Legal & Social Issues in HR
HRMG 4410 Motivating, Rewarding, Developing Empl.
HRMG 4850 Directed Research in HR & Mgmt.
One Human Resources elective: HRMG 4960, MGMT 3900, 4110, 4370, OPTM 3390, 4100

INFORMATION SYSTEMS

INFS 3080 Business Programming I
INFS 3400 Database Concepts & Application
INFS 3700 Computer Networks & Telecommunications
INFS 4050 Information Technology Integration
INFS 4100 Systems Analysis & Design
OPTM 3390 Managing Projects Competitive Advantage

INTERNATIONAL BUSINESS

FNCE 4400 International Financial Management
INTB 3600 International Business
INTB 4800 International Management
MKTG 4900 International Marketing
Two International Business electives: COMM 3280, ECON 3280, 3410, HRMG 4850, INTB 4610, 4960, MGMT 3900, PSC 4210, 4250, SOC 4380

MANAGEMENT

HRMG 4380 Human Resource Management
MGMT 3900 Improving Personal & Team Creativity
MGMT 4110 Experiences in Leadership
MGMT 4370 Organization Development and Change
MGMT 4500 Principles in Negotiation & Conflict Mgmt
One Management electives: HRMG 4340, 4390, 4410, 4850, 4960, INTB 4800, MGMT 4960, MKTG 3300, 4400, OPTM 3390, 4100

MARKETING

MKTG 3300 Marketing Research
MKTG 4650 Promotion Management and Strategy
MKTG 4800 Marketing Policies and Strategies
Three Marketing electives: MKTG 4400, 4500, 4510, 4550, 4600, 4700, 4900, 4960

SERVICE MANAGEMENT

HRMG 4380 Human Resource Management
MGMT 4110 Experiences in Leadership
MKTG 4400 Service Management & Marketing
OPTM 4100 Managing Service Operations
Two Service Management electives: HRMG 4340, 4390, 4410, 4850 4960, MGMT 3900, 4370, 4960, MKTG 3300, 4500, 4510, 4960

PGA GOLF MANAGEMENT PROGRAM INFORMATION

Successful applicants to the PGA Golf Management Program must have a handicap of twelve or less as validated by a USGA handicap card (or equivalent) or a letter signed by a PGA Professional or a high school or college coach attesting that the individual is playing to a level characterized by a specific handicap of twelve or less. All representations of handicaps or playing ability are subject to verification by the PGA Golf Management Program Director.

In addition to academic coursework and internships, PGA Golf Management students must enroll in the PGA's education program and complete all four testing levels on schedule during their four and a half year tenure. This portion of the program requires additional payments to the PGA that are included as fees on certain PGMT courses. PGA Golf Management students also must pass the Playing Ability Test, preferably by the end of their junior year.

Students may choose any area of emphasis offered by the College of Business. The emphasis options are Accounting, Business Administration, Finance, Human Resources Management, Information Systems, International Business, Marketing, Management, and Service Management. Each area requires 18 hours of specific coursework.

Please see a Business Advisor in Student Success for specific details regarding emphasis options and requirements.

Other Requirements

PROFESSIONAL STANDARDS

- Meet published playing requirements every semester.
- Meet published participation requirements every semester.
- Receive at least an Average evaluation for all internships and cooperative learning assignments.
- Maintain professional demeanor in all activities.

PLAYING ABILITY TEST (PAT)

_____ Completed (students are strongly encouraged to pass the PAT before PGMT 4100).

INTERNSHIPS

Internships must be completed on schedule. Students must apply for internships using procedures established by the Internship Coordinator, which require filing an application no less than four months before the internship start date. All placements are arranged by the Coordinator. Students must complete internships in two or more different settings, with one at a "green grass" facility. Interns will provide periodic reports and a final report summarizing their experience to the Coordinator. Students must work at approved internship sites; those who wish to add new facilities should nominate them at least six months before the internship start date. Students will provide a current résumé (including references) to the Coordinator before or upon applying for an assignment. Students may be dismissed from the PGA Golf

Management program for unsatisfactory performance on an internship.

- _____ Level 1 - primarily outside responsibilities
- _____ Level 2 - at least 50% inside responsibilities
- _____ Level 3 - at least 75% inside responsibilities

PGA EDUCATION PROGRAM

- Qualifying Examination (completed in the Fall semester of the First year)
- 1st Level Examinations (completed by the end of the Fall semester of the Second year)
- 2nd Level Examinations (completed by the end of the Fall semester of the Third year)
- 3rd Level Examinations (completed by the end of the Fall semester of the Fourth year)

Students who do not complete the examinations on schedule may have to take them at the PGA Education Center in Florida or other locations at their own expense. Failing to meet academic or professional PGA Golf Management Program standards may lead to probation or suspension.

Please note that the PGA may change its program requirements without prior notice given to UCCS and students. These changes do not affect academic degree requirements, but may affect how the PGA requirements are fulfilled.