



CALIFORNIA STATE UNIVERSITY
FULLERTON

Transfer to Mihaylo College
of Business & Economics:
Understanding the AD-T

Fullerton College & Cal State Fullerton Business Administration (AD-T)

Fullerton College Requirements for the
Business Administration Associate in Science Degree for Transfer

ACCT 101A	Financial Accounting
ACCT 101B	Managerial Accounting
BUS 241 OR BUS 240	Business Law OR Legal Environment of Business
ECON 101	Principles of Macroeconomics
ECON 102	Principles of Microeconomics

List A: Select one course from the following:

MATH 120	Introduction to Probability & Statistics
MATH 130	Calculus for Business

List B: Select two of the following:

CIS 111	Introduction to Information Systems
BUS 100	Introduction to Business
BUS 211 OR BUS 211 Honors	Writing for Business or Honors Writing for Business

Cal State Fullerton Requirements for Business Administration Lower
Division Core Courses

CSUF Course Equivalencies

ACCT 101A OR 102H	Financial Accounting (ACCT 201A)
ACCT 101B	Managerial Accounting (ACCT 201B)
BUS 240	Business and its Legal Environment (MGMT 246)
ECON 101 OR 101H	Principles of Microeconomics (ECON 201)
ECON 102 OR 102H	Principles of Macroeconomics (ECON 202)
MATH 130	Business Calculus (MATH 135)
BUS 211 OR BUS 211H	Business Communication (BUAD 201)

If transfer students do not choose an approved major/concentration*, add a minor, add a second major or concentration, and/or do not earn their AD-T degree the semester before attending CSUF, they will need to complete ALL seven required lower division business core courses as listed above. CSUF does not accept AD-T degrees that are earned during summer or winter terms.

The Online B.A. in Business Administration offers one concentration in Professional Business. The AD-T in Business Administration from a California Community College is accepted.

* AD-T degree is approved for the Economics and International Business majors and the following Business Administration concentrations: Business Economics, Marketing, General Management, Legal Studies Management, Human Resources Management, Operations and Supply Chain Management, Entrepreneurship, Risk Management and Insurance, and Entertainment and Tourism Management. All other concentrations require all seven lower division business course equivalents to be completed.

Business Administration Concentration Descriptions

Accounting (NOT AD-T Approved)

The primary task of accountants, which extends to all the others, is to prepare and examine financial records. They make sure that records are accurate and that taxes are paid properly and on time. Accountants and auditors perform overviews of the financial operations of a business in order to help it run efficiently. There are three sectors in Accounting: Nonprofit and Government, Private and Corporate, and Public Accounting.

Finance (NOT AD-T Approved)

Finance is a diverse field with a wide range of opportunities for those who want to help people—or companies—succeed financially. The umbrella term covers jobs like financial manager, financial analyst, personal financial advisor and financial examiner, as well as many careers in the insurance industry. Sectors within Finance: Commercial Banking, Corporate Finance, Financial Planning, Securities and Investments, and Real Estate.

Human Resources Management

Human resources is a core component of every business. HR professionals are responsible for recruiting, screening, interviewing and hiring workers, with the goal of creating a competitive advantage. HR is also in charge of employee retention, keeping the talent that your company hires. It's expensive to recruit and train new employees, so it makes sense to keep the good people that you find and that fit into your company's culture.

Marketing

In the digital age, marketing attracts both creative types and hard-core number-crunchers. But whatever their skill set, all marketers have the same goal: to build positive, lasting connections between businesses and paying customers. Fields within Marketing: Brand Management, Digital Marketing, Market Research, and Sales.

Entertainment & Hospitality Management

The Entertainment and Hospitality concentration's mission is to provide a solid business program tailored for the media and hospitality industries. Entertainment media is one of the largest, most robust areas of business in Southern California. Motion pictures, television, recorded music, and video games are some of the products offered by this industry. Business professionals are needed who can manage the processes that complete and deliver products and services to millions of people—in short, they manage the business side of media entertainment.

General Management

Managers give direction to organizations by developing goals and objectives, providing leadership and deciding how to use organizational resources to accomplish those goals. Managers perform four vital functions: planning—the formulating goals and strategies; organization—arranging and structuring organizational resources; leadership—motivating and leading the human resources; and control—measuring the progress toward the goals.

Operations and Supply Chain Management

Focuses on design, operation and control of processes that transform input into finished goods or services. While the processes vary in different industries, typical operations decision areas include product and process design, quality, capacity, layout, job design, inventory management, and production planning and purchasing. Operations management allows students to quickly understand the critical processes within an organization and make improvements.

Legal Studies Management

Major classes and electives give you the chance to delve into various legal aspects of business. One potential career path is to become a business lawyer and earn a Juris Doctor (JD). A business thrives on the expertise of a business lawyer with regards to the legalities of

Concentration Descriptions Continued

running a business. Other career tracks: supportive specialists, business managers, financial experts and other industry professionals.

Business Analytics (NOT AD-T Approved)

Business analytics is where business meets data science. Business analysts make extensive use of data, statistical and quantitative analysis, explanatory and predictive modeling, and fact-based management to drive decision-making. A business analyst assists in the development of processes, products, and marketing strategies by utilizing their skills in data interpretation. In collaboration with managers, information technology, and stakeholders, business analysts improve company practices through the development of systems and solutions.

Information Systems (NOT AD-T Approved)

Information systems uses data from computer systems to make important organizational decisions. Those in the field of information systems often serve as a bridge between the technological and management departments to streamline communication and maximize performance. As an information systems professional, your goal will be to define and achieve a company's goals through data processing and improving practices. Information systems professionals strive to integrate technology to tackle problems through informative and strategic decision-making.

Decision Sciences (NOT AD-T Approved)

Decision science is the integration of business, mathematics, technology, behavioral sciences, and design thinking to facilitate better decision-making. With the utilization of data, a decision scientist aids in the interpretation of data to find optimal solutions and help businesses make unbiased, data-driven decisions. The purpose of decision science is to remedy potential issues within an organization through risk assessments as well as promote longevity of the company through studies, economic analysis, strategic planning, and decision-making.

Business Economics

Economics can be defined a few different ways: it is the study of scarcity, the study of how people use resources, or the study of decision-making. Economics often involves topics like wealth, finance, recessions, and banking, leading to the misconception that economics is all about money and the stock market. Sectors within Economics: Government and Nonprofit, and Private/Corporate Economics.

Entrepreneurship

Entrepreneurs start small businesses by developing new ideas, recognizing opportunities and creating business plans. As an entrepreneur, you will manage your business with the hope of turning a profit.

Risk Management and Insurance

Insurance can be found everywhere you go. Working in insurance means assisting companies and individuals in guarding themselves against loss and liabilities, which is why risk management is a large component of the insurance industry.

Joint emphasis in Accounting/Finance, Accounting/Information Systems and Marketing/Information Systems (NOT AD-T Approved)

International Business: Global Trade Concentration

The international business curriculum covers the fundamentals of business administration, with an emphasis on international business. The Global Trade concentration does not require competency in a foreign language.

Frequently Asked Questions by Students

“Do I need to complete Calculus/Business Calculus to transfer to CSUF?”

If students meet their Golden Four Requirements and the minimum 60 units for transfer to CSUF, Business Calculus/Calculus is not required prior to transfer. However, the Business Administration and Economics majors require Business Calculus to declare the major/concentration. [We recommend students take Calculus as it is a foundational course and pre-requisite requirement for upper division courses in our three majors.]

“I completed Introduction to Business, why do I need to complete Business Writing?”

While some community colleges have Introduction to Business as a required or option course as a requirement for AD-T degrees, CSUF requires students complete Business Writing (BUAD 201 at CSUF) or the course equivalent at a community college. We encourage students to complete this course prior to transfer so that students may enroll in upper division coursework at CSUF upon transfer.

“I am earning my AD-T degree in the summer OR during my first semester at Cal State Fullerton. That is okay, right?”

CSUF does not accept AD-T degrees that are earned during the summer term or after a student transfers.

What are the different concentrations in Business Administration and what type of jobs can I get with them?

The Mihaylo Career Services office offers career exploration for the different concentrations and tracks in Business Administration, Economics, and International Business. Students are welcome to visit their website <http://business.fullerton.edu/Programs/CareerServices> to learn more about different career tracks. Once admitted, they may meet with an advisor. Please feel free to also reference the concentration descriptions in this packet.

How do I verify that I am earning/earned as AD-T to Cal State Fullerton?

Students may submit verification of an In Progress AD-T and by completing one of the following:

- 1.) eVerify
- 2.) Unofficial Transcript or Verification Form:
Emailed to TransferDegree@fullerton.edu

Students may submit verification of an EARNED AD-T by submitting an OFFICIAL transcript with their degree **posted**. Students are encouraged to ask their community colleges when degrees are posted to avoid sending an official transcript that does not include the AD-T earned.

Connect with Advising at Mihaylo

Online Bachelor of Arts in Business Administration, Professional Business Concentration

This is an online degree-completion program offered by CSUF's Mihaylo College of Business and Economics. It is designed primarily for business professionals seeking to become effective managers. Dereck Zara offers in-person or virtual advising for prospective students interested in the online program. Your students may schedule an appointment online.



Dereck Zara
Online Program Advisor
dezara@fullerton.edu
657-278-8353

For more information:
baba.fullerton.edu/advising

On Campus: Bachelor of Arts in Business Administration, Bachelor of Arts in Economics, and Bachelor of Arts in International Business

The CSUF Mihaylo Business Advising Center offers prospective advising for students that are interested in our on campus majors. Please contact Priscilla De Lara to schedule a presentation for your community college counselors. Your students may schedule an appointment to meet with a Business Advisor on our website or visit during walk-in advising.



Priscilla De Lara
Transfer Student Specialist & Business Advisor
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For more information:
business.fullerton.edu/programs/undergraduate/Advising