ACCT 2113, Principles of Accounting I (Financial)

*Students should be able to:*

**Required:**

1. Analyze business transactions, their effects on the financial statements and the interrelationships of the financial statements involving the following:
   
   a. Cash transactions  
   b. Receivables and Net Realizable Value  
   c. Operational Assets and Depreciation  
   d. Inventory  
   e. Current Liabilities  
   f. Long-term Liabilities  

2. Define, identify and demonstrate the impact of adjusting entries on financial statements.

3. Explain and demonstrate the differences between cash and accrual basis accounting.

4. Define and identify generally accepted accounting principles.

**Required to be included in either ACCT 2113 or 2123:**

1. Analyze equity ownership transactions and their effect on the financial statements.

2. Identify the cash flow statement activities and explain the purpose of the cash flow statement.

3. Perform ratio analysis to evaluate financial statements.
ACCT 2123, Principles of Accounting II (Managerial)

Students should be able to:

Required:

1. Identify the differences between financial and managerial accounting.
2. Demonstrate an understanding of the accumulation of costs in cost accounting systems.
3. Describe the basic elements of the budgeting process, its objectives and budget preparation.
4. Define and classify cost behavior.
5. Perform cost-volume-profit for decision making.
6. Perform differential analysis for decision making.
7. Explain the cause of the variance and its effect on the income statement.
8. Explain and demonstrate the difference between traditional costing and activity-based costing.

Required to be included in either ACCT 2113 or 2123:

1. Analyze equity ownership transactions and their effect on the financial statements.
2. Identify the cash flow statement activities and explain the purpose of the cash flow statement.
3. Perform ratio analysis to evaluate financial statements.
ACCT 2133, Intermediate Accounting I

Students should be able to:

1. Identify GAAP necessary to record specific economic transactions related to realization principle (revenue recognition), matching principle (expense recognition) and the balance sheet asset categories.

2. Analyze how economic transactions reported under GAAP impact financial statements.

3. Select the appropriate GAAP to record these economic transactions.

4. Prepare required entries, financial statements and disclosures for these transactions.

BCIS 1113, Introduction to Information Systems

**Required:** Students will be able to:

1. Describe basic information technology terminology.
2. Identify and use hardware components of IT systems.
3. Describe and apply concepts of file management.
4. Describe the basic concepts of application and operating systems software.
5. Describe the basic concepts of information management, databases, and database management systems.
6. Identify and explain important ethical, security, and privacy issues in information systems.
7. Create and use spreadsheets.
8. Use Internet search engines for research.

**Optional:** Students will be able to

1. Describe and use IT systems for communications (e.g., word processing, presentation software, email, etc.).
2. Describe the social impact of information technology.
3. Describe the international impact of IT issues.
4. Create and use databases.
By agreement of the New Mexico Collegiate Business Articulation Consortium at its meetings in October 2010, the degree required to teach BLAW 2113 and BLAW 2123 is a J.D.

**BLAW 2113, Business Law I**

*Required - Students will be able to:*

1. Describe the sources of law.
2. Describe and explain dispute resolution and the court systems in the United States.
3. Demonstrate an understanding of the concepts of negligence, intentional torts and strict liability.
4. Describe and apply the essential aspects of contracts from creation, performance, breach and remedies, including basic contract law from Article 2 of the Uniform Commercial Code.

*Optional – Students will be able to:*

1. Demonstrate an understanding of ethics and social responsibility, the ethical application of the law, and the relationship between ethics and the law.

**BLAW 2123, Business Law II**

*Required - Students will be able to:*

1. Explain the Uniform Commercial Code law of sales, negotiable instruments and secured transactions.
2. Explain the law of property, including the characteristics of real and personal property.

*Optional – Students will be able to:*

1. Demonstrate understanding of the basic business organization forms available to businesses.
2. Understand and explain general employment law.
3. Demonstrate an understanding of ethics and social responsibility, the ethical application of the law, and the relationship between ethics and the law.
BUSA 1113, Introduction to Business

**Required – Students will be able to:**

1. Explain how business and entrepreneurship affect the quality of life and the world around us.
2. Explain the characteristics of the different forms of business ownership.
3. Perform basic stakeholder analysis concerning accountability, ethics and social responsibility of business.
4. Demonstrate knowledge of the various dimensions of the business environment including political and legal, socio-cultural, environmental, diversity, economic, technological, and global.
5. Describe the purpose and functions of finance, operations, marketing, management, accounting, and information systems.
6. Demonstrate basic skills such as use of common business terminology, information search skills, presentation and writing skills, and team skills.

**Optional – Students will be able to:**

1. Describe the purpose and content of a business plan.
BFIN 2013: Introduction to Finance

**Required – Students will be able to:**

1. Explain the time value of money and its application in decision making, including calculating present and future values of single payment and series of payments.
2. Identify the major sources of external long-term financing for corporations.
3. Explain risk-return tradeoff as it relates to diversification.
4. Differentiate the role of finance from other related disciplines such as accounting and economics.
5. Demonstrate knowledge of capital markets and securities (debt and equity).
6. Describe basic types of financial ratios and their uses.
7. Demonstrate the ability to prepare cash flows and make qualitative judgments on the relevance of the changes from one time frame to another.

**Optional – Students will be able to:**

1. Personal finance topics such as managing credit and investments.
BFIN 2113, Corporate Finance

Required - Students will be able to:

1. Explain the time value of money and its application in decision making, including calculating present and future values of single payments and series of payments; calculation of internal rates of return; calculation of payments needed to produce a present or future value and demonstration of competency with respect to the valuation of bonds and perpetuities; the use of financial calculators and spreadsheet programs is recommended.

2. Be able to compute expected return and standard deviation of return given a probability distribution; distinguish between unsystematic and systematic risk in efficient portfolio construction and explain how this relates to the risk-return tradeoff for the security market line (SML).

3. Demonstrate knowledge of capital markets and securities (debt and equity); be able to calculate the selling price of a bond at any stage in its life and calculate the value of common and preferred stock when the growth rate in dividend is constant.

4. Demonstrate an understanding of the cost of capital to the firm, including the cost of debt and equity financing in determining the weighted average cost of financial asset acquisitions and the firm generally and be able to compute the net present value, IRR and cash flow estimations for mutually exclusive projects and projects having unequal lifetimes.

5. Explain the cost-benefit analysis involved in working capital management decisions involving cash, accounts receivable, inventory, accounts payable and short-term financing.

Optional – Students will be able to:

1. Demonstrate knowledge of financial statement analysis including understanding the preparation and content of the income statement, balance sheet, statement of stockholder’s equity and cash flow statement; using financial statements to compute financial ratios; and understanding how these financial data are used to guide decision making.

2. Explain the determinants of operating and financial leverage and the impact of leverage on the variability of earnings and rates of return.
ECON 2113, Macroeconomic Principles

Required - Students will be able to:

1. Explain the concepts of opportunity cost, comparative advantage and exchange.
2. Demonstrate knowledge of the laws of supply and demand and equilibrium and use supply and demand curves to analyze responses of markets to external events.
3. Explain the circular flow model and use the concepts of aggregate demand and aggregate supply to analyze the response of the economy to disturbances.
4. Explain the concepts of gross domestic product, inflation and unemployment and how they are measured.
5. Describe the determinants of the demand for money, the supply of money and interest rates and the role of financial institutions in the economy.
6. Define fiscal policy and monetary policies and how these affect the economy.

Optional – Students will be able to:

1. Explain foreign exchange rates and markets and the balance of payments.
2. Explain how trade restrictions affect the economy.
ECON 2123, Microeconomic Principles

Required - Students will be able to:

1. Explain the concept of opportunity cost.
2. Demonstrate knowledge of the laws of supply and demand and equilibrium and use supply and demand curves to analyze responses of markets to external events, including price ceilings and price floors.
3. Explain the concepts and calculate price elasticity of demand and supply and income elasticity.
4. Demonstrate an understanding of consumer choice including utility analysis.
5. Demonstrate an understanding of producer choice, including cost analysis and break even point.
6. Compare and contrast the following market structures: perfect competition, monopoly, monopolistic competition, and oligopoly.

Optional – Students will be able to:

1. Explain the impact of government intervention in markets including the impact of taxes and antitrust.
2. Explain the role of labor and capital markets.
MKTG 2113, Principles of Marketing

*Students should be able to:*

1. Demonstrate the professional, ethical, and social responsibilities of marketers.

2. Explain the role of the product in the marketing mix, including the product life cycle, the relevance of product innovation, and product classifications.

3. Illustrate the role of promotion in the marketing mix, including the communication process and the promotional mix.

4. Explain the role of price in the marketing mix, including pricing objectives, pricing policies, and pricing methods.

5. Describe the operation of channels of distribution and supply chains, including functions of intermediaries and degrees of coverage.

6. Define the concepts of target markets and market segmentation with respect to elements of the marketing mix.

7. Explain the importance of market research and information systems in supporting marketing decision making.

8. Describe the dynamic environment(s) in which marketing decisions must be made.
MGMT 2113, Principles of Management

Students should be able to:

1. Explain the major functions of management including planning, organizing, communications, controlling, motivating, leading, and staffing.

2. Recognize major developments in the history of management thought.

3. Describe the basic managerial process including decision making and other key skills necessary for managers to perform their roles.

4. Identify an organization’s stakeholders and the importance of social and ethical responsibility of managers.

5. Explain the formulation and implementation of strategic planning, including the relationship between goals, plans, vision statements, and mission statements.

6. Describe the strategies managers use to help organizations adapt to changing internal and external environments.

7. Explain organizational change, forces for change, sources of resistance to change and the techniques managers can use to implement and facilitate change.
MATH 2113, Statistics

Required - Students will be able to:

1. Use descriptive statistics (graphic representation, numerical measures)
2. Apply basic probability concepts
3. Use both discrete and continuous probability distributions
4. Use the various sampling methods
5. Calculate point estimates and construct confidence intervals.
6. Conduct one-sample and two-sample tests of hypothesis
7. Develop a regression line and determine the strength of a correlation
8. Apply statistical analysis to decision-making

Optional – Students will be able to:

1. Use statistical software as available