AEM Core Requirements

Management Requirements
AEM 2200: Business Management and Organization  
AEM 2225: Financial Accounting for Dyson  
AEM 2420: Marketing  
AEM 2240: Finance

Economics Requirements
ECON 1110: Introductory Microeconomics  
ECON 1120: Introductory Macroeconomics  
AEM 2600: Managerial Economics I*  
AEM 2601: Managerial Economics II  
*For certain concentrations, ECON 3030 may be required instead of AEM 2600.

Quantitative Methods Requirements
AEM 2100: Introductory Statistics  
MATH 1106: Calculus for the Life and Social Sciences or MATH 1110: Calculus I  
AEM 2010: Spreadsheet Modeling  
At least 3 credits from:  
AEM 2770: Computational Sustainability  
AEM 3030: Explorations in Analytic Modeling  
AEM 3100: Business Statistics  
AEM 3390: Research Methods in Internt'l Development  
AEM 4060: Risk Simulation & Optimization  
AEM 4110: Introduction to Econometrics  
AEM 4120: Comptnl Methods for Mgmt. & Econ.  
AEM 4150: Price Analysis  
AEM 4170: Decision Models for Sm & Lg Bus.  
AEM 4190: Strategic Thinking  
ECON 4020: Game Theory  
ILRST 2110: Statistical Methods for Social Sciences II  
ILRST 3030: Policy Analysis by the Numbers  
ILRST 3110: Probability Models and Inference  
MATH 1120: Calculus II  
ECON 3130: Statistics and Probability  
ECON 3140: Econometrics  
BTRY/ILRST/STSCI 3080: Probability Models and Inference

Applied Economics Requirements
At least 6 credits; must come from 2 different categories. Courses used to fulfill a concentration or Quantitative Methods requirement cannot also be counted towards a core Applied Economics requirement, unless that concentration is EERE.

Environmental, Energy, & Resource Economics
AEM 2500: Environmental and Resource Economics  
AEM 4500: Resource Economics  
AEM 4510: Environmental Economics

Economic Analysis
AEM 3310: Introduction to Business Regulation  
AEM 4140: Behavioral Economics and Managerial Decisions  
AEM 4160: Strategic Pricing  
AEM 4550: Economics of Advertising  
AEM 4580: The Economics and Psychology of Sustainable Business

International Trade and Development
AEM 2300: International Trade and Finance  
AEM 2350: Introduction to the Economics of Development  
AEM 4300: International Trade Policy  
AEM 4350: The Political Economy of the WTO  
AEM 4420: Emerging Markets  
AEM 4450: Food Policy for Developing Nations  
AEM 4545: International Finance & Macroecon

Food and Agricultural Economics
AEM 4070: Advanced Financial Analytics with Applications in Agriculture and Development  
AEM 4150: Price Analysis  
AEM 4210: Derivatives and Risk Management  
AEM 4310: Agricultural and Food Policy

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CALS Distribution Requirements

Physical Sciences  
Minimum 18 credits:  
Quantitative Methods Required by AEM:  
AEM 2100: Introductory Statistics  
Calculus (MATH 1106 or MATH 1110)  
Introductory Life Sciences (2 courses that fulfill the CALS requirement)  
Physics or Chemistry: Any 3-credit course offered by the physics or chemistry department  
Other Physical/Life Sciences course

Social Sciences & Humanities  
Economics Required by AEM: consists of at least 2 economics courses in the Social and Behavioral Analysis category (SBA)  
And a minimum of 2 courses of 3 or more credits from at least 2 different categories:*  
Cultural Analysis (CA)  
Historical Analysis (HA)  
Human Diversity (D)*  
Knowledge, Cognition, & Moral Reasoning (KCM)  
Literature and the Arts (LA)  
Foreign Language (FL)  
*Starting with Fall 2009 freshman admits, at least one course must be from the Human Diversity category.

Written & Oral Expression  
Minimum 9 credits:  
Written Expression (6 credits; e.g., First-Year Writing Seminar, AEM 2000)  
AEM 2700: Management Communication*  
*Students who matriculated as freshmen before Fall 2013 and transfers before Fall 2014, must take COMM 2010 or ILRLR 2300 in place of AEM 2700

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Revised 3-18-2015
**Concentrations**

Students must choose at least one of the following 10 concentrations, and may choose no more than two. Note: A course may be used to fulfill only one Dyson School requirement unless the course is specifically required for two concentrations. Students concentrating in ERE shall select one non-ERE course to fulfill their Applied Economics core requirement.

**Accounting**
- AEM 3200: Business Law I
- AEM 3230: Managerial Accounting
- AEM 3360: Intermediate Accounting I
- AEM 3370: Intermediate Accounting II

At least 6 credits from the following:
- AEM 3520: Financial Statement Analysis
- AEM 4520: Advanced Accounting
- AEM 4530: Auditing and Assurance
- AEM 4531: Federal Income Taxation
- AEM 4560: Federal Income Taxation of Business Entities, Estates & Trusts

NBA 5020: Managerial Cost Accounting
- NBA 5090: Advanced Financial Analysis
- NBA 5110: Financial Modeling

**Agribusiness Management**
- AEM 3020: Farm Business Management
- AEM 3200: Business Law I
- HADM 2810 or ILRHR 2600

At least 6 credits from the following:
- AEM 3040: Dairy Markets and Policy Seminar
- AEM 3210: Business Law II
- AEM 3260: Cooperative Management
- AEM 3290: International Agribusiness Study Trip
- AEM 4030: Farm Management Study Trip
- AEM 4040: Credit & Banking in Agriculture
- AEM 4150: Price Analysis
- AEM 4310: Agricultural and Food Policy

**Applied Economics**
- ECON 3040: Intermediate Macroeconomic Theory

Note: ECON 3020 can replace ECON 1120 and ECON 3040 (can replace 3040 with a grade of B or better).

At least 12 credits listed under Applied Economics Requirements and 3 credits under Quantitative Methods Requirements that have not already been used to fulfill the AEM Core Requirements.

Note: MATH 1120 is strongly recommended, especially as preparation for graduate work in economics.

**Entrepreneurship**
- AEM 1230: Foundations of Entrepreneurship and Business
- AEM 3200: Business Law I
- AEM 3230: Managerial Accounting

At least 6 credits from the following:
- AEM 1210: Strategy
- AEM 1220: Entrepreneurship in the Life Sciences
- AEM 3220: Digital Business Strategy
- AEM 3245: Organizational Behavior
- AEM 3249: Entrepreneurial Marketing & Strategy
- AEM 3250: Business Planning Process For New Ventures
- AEM 3340: Women, Leadership, and Entrepreneurship
- AEM 3380: Social Entrepreneurs, Innovators, and Solvers
- AEM 3381: Social Entrepreneurship Field Study
- AEM 4370: Strategy and Innovation
- AEM 4380: Entrepreneurial Strategy for Technology Ventures
- AEM 4390: Technology Strategy
- AEM 4420: Emerging Markets
- HADM 4130: Entrepreneurial Management
- HADM 4145: Entrepreneurship and Private Equity

Note: Any of the following courses, or other entrepreneurship courses outside AEM, may be substituted for up to 3 credits from the list of electives above: CHEME 5720, DEA 6450, ENGI 1270, HADM 4145, HE 4070, LSP 3950/6590, NBA 5900, NBA 5930

**Finance**
- AEM 3200: Business Law I
- AEM 3230: Managerial Accounting

At least 9 credits from the following:
- AEM 4000: Practitioner's Overview of Securities Markets and Investment Banking
- AEM 4010: Commercial Bank Management
- AEM 4060: Risk Simulation and Optimization
- AEM 4070: Advanced Financial Analytics with Applications in Agriculture and Development
- AEM 4210: Derivatives and Risk Management
- AEM 4230: Contemporary Topics in Behavioral Finance
- AEM 4260: Fixed Income Securities
- AEM 4280: Valuation of Capital Investment
- AEM 4290: International Financial Management
- AEM 4570: Advanced Corporate Finance
- AEM 4590: Financial Markets and Institutions
- AEM 4620: Advanced Financial Modeling and Analysis
- AEM 4630: Asset Pricing and Management
- AEM 4670: Investments In The Global Economy

**Marketing**
- AEM 3200: Business Law I
- AEM 3230: Managerial Accounting
- AEM 3440: Consumer Behavior (or HADM 3470)

At least 6 credits from the following:
- AEM 3210: Business Law II
- AEM 3245: Organizational Behavior
- AEM 3249: Entrepreneurial Marketing & Strategy
- AEM 3270: Marketing-Operations Simulation
- AEM 3350: International Marketing of Biotechnology
- AEM 3430: Principles of Supply Chain Management
- AEM 3450: Environmental Marketing
- AEM 4020/4021: Food and Brand Lab Workshop
- AEM 4150: Price Analysis
- AEM 4160: Strategic Pricing
- AEM 4400: Retail Strategy
- AEM 4420: Emerging Markets
- AEM 4550: Economics of Advertising

**Strategy**
- AEM 3200: Business Law I
- AEM 3230: Managerial Accounting

At least 9 credits from the following:
- AEM 3210: Business Law II
- AEM 3220: Digital Business Strategy
- AEM 3245: Organizational Behavior
- AEM 3430: Principles of Supply Chain Management
- AEM 4140: Behavioral Economics and Managerial Decisions
- AEM 4160: Strategic Pricing
- AEM 4190: Strategic Thinking
- AEM 4370: Strategy and Innovation
- AEM 4380: Entrepreneurial Strategy for Technology Ventures
- AEM 4390: Technology Strategy
- AEM 4480: Executing Firm Strategy
- AEM 4580: The Economics and Psychology of Sustainable Business

**Environmental, Energy, & Resource Economics**
- AEM 2500: Environmental and Resource Economics
- AEM 4500: Resource Economics
- AEM 4510: Environmental Economics

ECON 3030: Intermediate Microeconomic Theory
- ECON 3040: Intermediate Macroeconomic Theory

Note: ECON 3010 can be used to replace both ECON 1110 and 3030 (can replace 3030 with a grade of B or better) ECON 3020 can replace ECON 1120 and ECON 3040 (can replace 3040 with a grade of B or better).

Minimum 6 credits of ERE-related electives offered by the following departments: BIOEE, BEE, CRR, EAS, GOVT, NTRES, DSOC

**International Trade and Development**

Must take Either:
- AEM 2500: International Trade and Finance OR
- AEM 2550 Intro To The Economics of Development

At least 15 credits from the following:
- AEM 4290: International Financial Management
- AEM 4300: International Trade Policy
- AEM 4350: The Political Economy of the WTO
- AEM 4420: Emerging Markets
- AEM 4421: Research and Strategy in Emerging Markets
- AEM 4450: Toward a Sustainable Global Food System: Food Policy for Developing Countries
- AEM 4545: International Finance & Macroeconomics
- AEM 4640: Economics of Agricultural Development

**Food Industry Management**
- AEM 2480: Food and Consumer Packaged Goods Industry Dynamics
- AEM 3440: Consumer Behavior (or HADM 3470)
- AEM 4400: Retail Strategy

At least six credits from the following:
- AEM 3200: Business Law I
- AEM 3230: Managerial Accounting
- AEM 3270: Marketing-Operations Simulation
- AEM 3430: Principles of Supply Chain Management
- AEM 4450: Sustainability Marketing
- AEM 4150: Price Analysis
- AEM 4460: Food Marketing Colloquium

**Must take Either:**
- AEM 2500: International Trade and Finance OR
- AEM 2550 Intro To The Economics of Development

At least 15 credits from the following:
- AEM 4290: International Financial Management
- AEM 4300: International Trade Policy
- AEM 4350: The Political Economy of the WTO
- AEM 4420: Emerging Markets
- AEM 4421: Research and Strategy in Emerging Markets
- AEM 4450: Toward a Sustainable Global Food System: Food Policy for Developing Countries
- AEM 4545: International Finance & Macroeconomics
- AEM 4640: Economics of Agricultural Development