



University of Colorado  
Colorado Springs



PGA  
Golf Management

## COLLEGE OF BUSINESS - PGA GOLF MANAGEMENT

*2021-2022 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.



**AACSB  
ACCREDITED**

### ***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 2021-2022 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 BGSO 4000 & STRT 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 second 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, 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 (BGSO 4000 and STRT 4500).

All Professional Program courses, including the PGA Golf Management 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.

# 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.*

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## FIRST YEAR

### Fall:

- \_\_\_ PGM 1003 Qualifying Level<sup>12</sup>
- \_\_\_ ECON 1010 Introduction to Microeconomics<sup>1</sup>
- \_\_\_ Core Writing Course (ENGL 1310 or 1308 or 1305)<sup>2</sup>
- \_\_\_ MATH 1040 College Algebra<sup>2</sup> (4 credits)
- \_\_\_ GPS 1010 Gateway Program Seminar<sup>3</sup>

### Spring:

- \_\_\_ PGM 1203 Level 1 PGA Golf Management Golf Instruction – 2 cr
- \_\_\_ ECON 2020 Introduction to Macroeconomics
- \_\_\_ TCID 2080 Business and Administrative Writing<sup>2</sup>
- \_\_\_ MATH 1120 Calculus for Business & Economics<sup>3</sup>
- \_\_\_ INFS 1100 Production Apps for the Workplace

### Summer: Level 1 Internship

- \_\_\_ PGM 1100 Cooperative Internship Level 1<sup>12</sup> – 1 cr
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## SECOND YEAR

### Fall:

- \_\_\_ PGM 1303 Level 1 PGA Golf Management Facility Management
- \_\_\_ ACCT 2010 Introduction to Financial Accounting
- \_\_\_ COMM 2010 Oral Communication or COMM 2100 Public Speaking
- \_\_\_ QUAN 2010 Business Statistics
- \_\_\_ Explore – Arts, Humanities and Cultures (Writing Intensive)<sup>4</sup>

### Spring:

- \_\_\_ PGM 2203 Level 2 PGA Golf Management Golf Instruction – 2 cr
- \_\_\_ HPNU 3450 Anatomy & Exercise Science (PGM)<sup>5</sup> – 4 cr
- \_\_\_ BLAW 2000 Business Law or SPTM 2000 Sport Law
- \_\_\_ ACCT 2020 Introduction to Managerial Accounting
- \_\_\_ QUAN 2020 Quantitative Analysis for Business

### Summer: Level 2 Internship

- \_\_\_ PGM 2100 Cooperative Internship Level 2 – 1 cr
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## THIRD YEAR

### Fall:

- \_\_\_ PGM 2303 Level 2 PGA Golf Management Facility Management
- \_\_\_ FNCE 3050 Basic Finance
- \_\_\_ MGMT 3300 Introduction to Management & Organization<sup>6</sup>
- \_\_\_ MKTG 3000 Principles of Marketing
- \_\_\_ Upper Division Writing Intensive<sup>11</sup> or Open Elective<sup>7</sup>

### Spring:

- \_\_\_ PGM 3203 Level 3 PGA Golf Management Golf Instruction – 2 cr
- \_\_\_ INFS 3000 Information Systems & Business Intelligence
- \_\_\_ OPTM 3000 Fundamentals of Operations Management
- \_\_\_ Emphasis Course
- \_\_\_ Emphasis Course
- \_\_\_ *Writing Portfolio*<sup>8</sup> (*PORT 3000 required, zero credit*)

### Summer: Level 3 Internship

- \_\_\_ PGM 3100 Cooperative Internship Level 3 – 1 cr
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**\*Beginning in the third year, sequencing of classes is determined by emphasis choice**

## FOURTH YEAR

### Fall:

- \_\_\_ PGM 3303 Level 3 PGA Golf Management Facility Management<sup>12</sup>
- \_\_\_ BGSO 4000 Business, Government, & Society<sup>9</sup>
- \_\_\_ Emphasis Course
- \_\_\_ Emphasis Course
- \_\_\_ Senior Audit (no credit, required to graduate)

### Spring:

- \_\_\_ PGM 4203 PGA Golf Management Industry Analysis<sup>12</sup> – 2 cr
  - \_\_\_ STRT 4500 Strategic Management<sup>10</sup>
  - \_\_\_ Emphasis Course
  - \_\_\_ Emphasis Course
  - \_\_\_ Open Elective<sup>7</sup>
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## FINAL INTERNSHIP EXPERIENCE

### Summer: second segment of Level 3 Internship

- \_\_\_ PGM 4100 Cooperative Internship Level 3 – 1 cr

### Fall: third segment of Level 3 internship

- \_\_\_ PGM 4110 Cooperative Internship Level 3 – 1 cr
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### Model Degree Plan 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 and Math courses. ENGL 1310 and TCID 2080 are required for the Compass Curriculum Core Writing courses. MATH 1120 fulfills the Compass Curriculum Quantitative Reasoning course requirement.
3. Compass Curriculum Gateway Experience course.
4. Choose an Explore Arts, Humanities and Culture course that is also a writing intensive course to fulfill both requirements for Compass Curriculum.
5. This course fulfills the Explore – Physical & Natural World requirement for Compass Curriculum. .
6. MGMT 3300 fulfills the Compass Curriculum Inclusiveness component.
7. An open elective is any college-level course.
8. Students must submit enroll in PORT 3000 to submit their Writing Portfolio or enroll in an additional upper division writing course.
9. BGSO 4000 fulfills the Compass Curriculum Navigate Course and Sustainability Components.
10. STRT 4500 fulfills the Compass Curriculum Capstone requirement.
11. Choose an upper division Compass Curriculum Writing Intensive Course.
12. PGM 1003, 1100, 3303 and 4203 will fulfill the course and experiential learning requirements of the ROAR Program.

# **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.

### ***ACCOUNTING***

ACCT 3010 Intermediate Accounting I  
ACCT 3020 Intermediate Accounting II  
ACCT 3110 Cost Accounting  
ACCT 4210 Individual Income Tax  
ACCT 4310 Introduction to Accounting Systems  
ACCT 4600 Auditing  
One Accounting elective: ACCT 4220, 4410, 4950

### ***CYBERSECURITY MANAGEMENT***

**(this emphasis adds credits to the 120 credit hour requirement)**

INFS 3070/CYSM 3070 Found of Business Programming  
INFS 3500/CYSM 3500 Intro to Cybersecurity Technologies  
INFS 3750/CYSM 3750 Organizational Cyber Security  
INFS 3700/CYSM 3700 Computer Networks & Telecomm  
CYSM 4100 IT Risk Management  
CYSM 4300 IT Security Auditing  
Two Cybersecurity Management electives: CYSM 4500, 4700; OPTM 3390, PAD 3400, Approved Security, Technology or Information Systems Electives

### ***FINANCE***

FNCE 4000 Advanced Corporate Finance  
FNCE 4200 Investment & Portfolio Management  
FNCE 4500 Money and Banking  
FNCE 4900 Fixed Income Securities  
Three Finance electives: FNCE 4210\*, 4250, 4350, 4400, 4590\*  
\*only one will count towards a Finance elective; additional would be an open elective

### ***HUMAN RESOURCES MANAGEMENT***

HRMG 4380 Human Resource Management for Managers  
HRMG 4400 Labor/Empl Relations & Engage  
HRMG 4410 Rewards - Motivate/Retain Empl  
HRMG 4430 Talent Acquisition.  
HRMG 4450 Advanced Topics in HR Mgmt.  
One Human Resources elective: MGMT 3900, 4110, 4370; OPTM 3390, 4100

### ***INFORMATION SYSTEMS***

**(this emphasis adds credits to the 120 credit hour requirement)**

INFS 3070 Foundations of Business Programming  
INFS 3400 Database Management  
INFS 3500 Introduction to Cybersecurity Technologies  
INFS 3700 Computer Networks & Telecommunications  
INFS 3800 Programming Web-Based Systems  
INFS 4050 Information Technology Integration  
Two Information Systems electives: INFS 3100, 3750, 4400, 4700; CYSM 4100, 4300, 4500, 4700; OPTM 3390; approved technical elective

### ***INTERNATIONAL BUSINESS***

INTB 3600 International Business  
INTB 3700 International Trade & Financial Management  
INTB 4800 International Management  
MKTG 4900 International Marketing  
Two International Business electives: COMM 3280; ECON 3280, 3410; FNCE 4400; HRMG 4450; INTB 4610, 4611, 4612, 4613, 4614; MGMT 3900; PSC 4210, 4250; SOC 4380

### ***MANAGEMENT***

HRMG 4380 Human Resource Management for Managers  
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 elective: HRMG 4400, 4410, 4430; INTB 4800; MGMT 3000; 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 3400, 3550, 4400, 4500, 4510, 4550, 4600, 4700, 4900

### ***SERVICE MANAGEMENT***

HRMG 4380 Human Resource Management for Managers  
MGMT 4110 Experiences in Leadership  
MKTG 4400 Service Management & Marketing  
OPTM 4100 Managing Service Operations  
Two Service Management electives: HRMG 4410, 4430, 4450; MGMT 3900, 4370; MKTG 3300, 4500, 4510

# 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 Academic Advising for specific details regarding emphasis options and requirements.**

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## *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.

### **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.

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## **ROAR Program Overview:**

**Relationships • Opportunities • Acumen • Readiness**

### **Purpose**

The purpose of the ROAR program is to prepare undergraduate College of Business students for their transition from college to career. The program focuses on career exploration, career planning, professionalism, networking, and mentorship. The ultimate goal of the ROAR program is for students to seamlessly transition from their academic careers as College of Business students to careers as business professionals.

### **Goals**

1. Provide students with an in-depth understanding of their interests, skills, and values, and how these match to particular jobs and professions.
2. Give students hands-on experience on how to write cover letters and resumes, practice effective interviewing techniques, develop effective job-hunting skills, and refine the art of building a professional network.
3. Immerse students in experiential learning opportunities to gain real world experience prior to graduation. This may include internships, service-learning and volunteer opportunities, co-ops, and part-time employment.
4. Help students converse, interact, and dress in a professional manner with a focus on professional etiquette.
5. Provide rich mentorship opportunities that connect students with industry professionals.
6. Provide students with tools to successfully transition from the College of Business to a career as a business professional.

*PGA Golf Management students will meet the ROAR program requirements through PGMT coursework already built into the PGA Program.*