

SANDERS COLLEGE OF BUSINESS AND TECHNOLOGY

The Sanders (<https://www.una.edu/business/>) College of Business and Technology's (<https://www.una.edu/business/>) mission is to develop a diverse network of students into thriving professionals and continuous learners, prepared to contribute to organizations in a dynamic, global economy. The College emphasizes student development through teaching excellence, professional involvement, community partnerships, technology agility, innovation, applied research, and experiential engagement.

The primary undergraduate student population to be served by the Sanders College of Business and Technology includes both traditional age and non-traditional high school and community college graduates from northwest Alabama, south-central Tennessee and northeast Mississippi. In recognition of the importance of diversity and globalization of the business environment, the Sanders College of Business and Technology seeks to also enroll well-prepared international students from a wide range of cultures. Additionally, the College offers an Online BBA in Management with a more flexible experience designed for working adults.

A Message from the Dean

Dr. Doug Barrett

Why should you choose the Sanders College of Business and Technology? For one important reason: Students are our #1 priority.

We are large enough to offer outstanding programs, as you will see below. We also offer some programs that you will not find at the larger universities. We are also small enough to work with each student on an individual basis. We offer small class sizes, and students have many opportunities to interact with our faculty members and build life-long relationships. Our #1 goal is to prepare students for rewarding careers.

Business is an excellent career choice and our graduates are placed in excellent internships and full-time positions throughout the north Alabama region and nationally.

We offer many opportunities for study, including:

- The Bachelor of Business Administration (<https://www.una.edu/business/undergraduate/bachelor-of-business-administration-bba/>) (B.B.A.) in accounting, computer information systems, data analytics, finance, human resource management, innovation and entrepreneurship, management, and marketing.
- The B.S. in Computer Science (<https://www.una.edu/business/undergraduate/bachelor-of-science-computer-science/>) and B.S. in Information Technology (<https://www.una.edu/business/undergraduate/bachelor-of-science-information-tech/>).
- An online BBA (<https://www.una.edu/business/undergraduate/bachelor-of-business-administration-bba-flex/>) in professional management for adults seeking a more flexible option to finish their business degree.
- Undergraduate minors (<https://www.una.edu/business/undergraduate/business-minors/>) and certificates (<https://www.una.edu/business/undergraduate/microcredentials--certificates/>) in new market niches such as professional sales, user-experience, and innovation and entrepreneurship.
- The largest MBA (<https://www.una.edu/mba/>) program in the state of Alabama, offered online, on-campus, and in two locations in Asia.
- The Abrams and Associates Master of Accountancy (<https://www.una.edu/business/graduate/master-of-accountancy-macc/>) degree (online and on-campus) for students entering the profession of accounting.
- The Master of Health Administration (<https://www.una.edu/business/graduate/mha.html>) degree for leaders looking to advance in the healthcare industry.
- The Executive Doctor of Business Administration (<https://www.una.edu/business/graduate/executive-doctorate-business-administration/>) degree for experienced leaders seeking terminal degrees to advance within an organization or transition into a consulting career or higher education.
- The Accounting Career Completion Program (<https://www.una.edu/business/accounting-career-program/>) (online) for those who desire to change career paths to accounting.
- Graduate Micro-credentials (<https://www.una.edu/microcredentials/>), which are small programs specifically designed to equip professionals with the skills that employers want, in order to stay at the leading edge in a variety of business disciplines.

All business programs are accredited by AACSB (<https://www.aacsb.edu/about/who-we-are/>), the premier accreditation for business schools earned by only 5% of business schools in the world. The B.B.A. in Computer Information Systems, the B.S. in Computer Science, and the B.S. in Information Technology are accredited by ABET (<https://www.abet.org/accreditation/>). While we know we offer high-quality programs and focus on continuous improvement, it is important for you to know that independent accreditors have affirmed the excellent quality of our programs.

The Sanders College of Business and Technology is the fastest growing unit of the University. Our undergraduate enrollment has increased by over 30% in the last four years. Our graduate business enrollment has doubled in the last six years to over 1,200 students. The College has approximately 50 dedicated full-time faculty, most holding PhDs from leading universities.

Innovation is a core component of our mission. Click here (<https://www.youtube.com/watch?v=ueM3SdQxvQ>) for more info. We place strong emphasis on experiential learning to prepare you for today's rapidly changing business world. You will have the opportunity for hands-on learning through:

- The Generator (<https://www.una.edu/business/the-generator.html>), our student incubator
- The Steele Center for Professional Selling (<https://www.steelesalescenter.com/>)
- User-Experience lab
- Cybersecurity lab
- Innovation and Entrepreneurship program
- Student groups

The College serves as a platform for economic development in the region through our Institute for Innovation and Economic Development (<https://www.una.edu/institute/>). We have received national recognition for our leadership of Shoals Shift (<http://www.shoalsshift.com/>) which brings great opportunities for our students to develop business skills and create new businesses.

The Sanders College of Business and Technology is very proud of its alumni and students. Our graduates have an enviable record of success in their professions, and our students are highly successful in statewide and national academic competition.

The Sanders College of Business and Technology can get you where you want to be, whether you are a first-time freshman, a transfer student, or a working professional exploring degree completion or graduate degree options.

Best wishes,

J. Douglas Barrett, PhD
Dean, Sanders College of Business and Technology
LaGrange Eminent Scholar of Business

Admission and Retention

1. Admission to the University.
 - a. Admission to the University does not assure admission to major programs in the Sanders College of Business and Technology. Formal application for admission to the Sanders College of Business and Technology should be made upon completion of 45 semester hours (students will declare a business major when applying for admission to the University and will be classified as "BBA Qualifications" prior to being admitted into the Sanders College of Business and Technology). Also required for admission is a 2.00 grade point average on all work attempted.
 - b. Students must have completed or be currently enrolled in each of the following (or equivalent) before COBT admission is granted: Accounting Concepts I (AC 291), Accounting Concepts II (AC 292); The Legal Environment of Business (BL 240); Information Analysis (CIS 148); Introduction to Computer Programming (CS 101); Fundamentals of Speech (COM 201) or Business and Professional Speaking (COM 211); Statistical Process Control (DA 291); Principles of Macroeconomics (EC 251), Principles of Microeconomics (EC 252); First-Year Composition I (EN 111), First Year Composition II (EN 112), literature (3 hours); history (3 hours); Finite Mathematics (MA 110) or College Algebra (MA 112); Professional Development for Career Success (MG 200); and science (4 hours).
 - c. Students must complete all remaining general studies courses and PreBBA Foundation requirements within the first 30 hours following admission into their business major. Failure to complete these courses during the first 30 hours of admission into the business major program will result in suspension from the College of Business and Technology until all required general studies and PreBBA Foundation level business courses are successfully completed.

d. Students who are not admitted into the Sanders College of Business and Technology cannot enroll in business major courses and most BBA Core Courses.

2. Applications for Sanders College of Business and Technology admission may be submitted online from the COBT website (una.edu/business/) and should be completed after the student has completed 45 semester hours. Online applications must be submitted no later than 30 days prior to the planned registration for the BBA Core and business major courses. Admission to the BBA program is required in order to earn your degree.

Departments

Through its departments the Sanders College of Business and Technology offers the Bachelor of Business Administration degree with eight majors: accounting, computer information systems, data analytics, human resource management, innovation and entrepreneurship, finance, professional resource management, and professional marketing. Within some of the majors, students are able to select an option that allows them to concentrate in a particular area of the major. The Department of Computer Science and Information Systems also offers the Bachelor of Science in Computer Science degree and the Bachelor of Science in Information Technology degree. The college also offers minors and certificates; coursework applicable to general studies components in all university degree programs; and courses suitable for general electives or for personal and vocational interests. The Sanders College of Business and Technology also offers a Master of Business Administration (M.B.A.) degree with several concentrations available, as well as a Master of Accountancy (M.Acc.), Master of Health Administration (MHA), and Executive Doctor of Business Administration (EDBA). The Sanders College of Business and Technology is accredited by AACSB International. In addition, the Computer Information Systems, Computer Science, and Information Technology programs are accredited by the Computing Accreditation Commission (CAC) of ABET.

The Sanders College of Business and Technology contains the following departments:

- Department of Accounting and Business Law (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-accounting-business-law/>)
- Department of Computer Science and Information Systems (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-computer-science-information-systems/>)
- Department of Finance, Economics, and Data Analytics (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-economics-finance/>)
- Department of Management and Marketing (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/>)
- Special Programs and Activities (<https://catalog.una.edu/undergraduate/colleges-programs/business/special-programs-activities/>)

Degree Programs

The programs, courses, and functions of the Sanders College of Business and Technology are designed to serve students who wish to prepare for positions in the business, commercial, financial, industrial and technology fields, and in governmental agencies at the national, state, and local levels; for graduate study leading to professional positions in these

areas and in teaching and research; for preparation for admission to professional schools of law; and for the development of knowledge, skills, and understanding for application in the business world and in society at large. The major program in accounting also includes coursework appropriate to the criteria and examinations leading to qualification as a Certified Public Accountant and a Certified Management Accountant. Anyone wishing to be licensed as a CPA in Alabama must have completed at least 150 semester hours including a bachelor's degree. The Master of Accountancy degree, as well as the MBA with a concentration in Accounting will satisfy those requirements. Both degrees are offered through the College's graduate programs.

In its curricula the Sanders College of Business and Technology provides special opportunities for credit through supervised field experiences. A number of courses are also offered online and in the evening hours for convenience.

- BBA Major in Accounting (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-accounting-business-law/bba/>)
- BBA Major in Computer Information Systems (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-computer-science-information-systems/bba-computer-information-systems/>)
- BBA Major in Data Analytics (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-economics-finance/bba-data-analytics/>)
- BBA Major in Finance (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-economics-finance/bba-finance/>)
- BBA Major in Professional Management (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/bba-professional-management/>)
- BBA Major in Professional Marketing (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/bba-professional-marketing/>)
- BS Major in Computer Science (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-computer-science-information-systems/computer-science-bs/>)
- BS Major in Information Technology (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-computer-science-information-systems/informationtechnology/>)
- Joel R. Anderson BBA Major in Innovation and Entrepreneurship (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/bba-innovation-entrepreneurship/>)
- Lyons HR BBA Major in Human Resource Management (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/bba-human-resource-management/>)

Minor Fields

The Sanders College of Business and Technology provides minor programs in accounting, computer information systems, computer science, data analytics, digital marketing, economics, HCI development CIS, HCI development CS, human resource management, innovation and entrepreneurship, management, marketing, project management, and sales. Students pursuing majors in business disciplines are not required to have a minor, but they may declare minors offered by the College of Business and Technology (except the Business Administration minor) or

by other colleges. Certificates in professional accounting, data science, global business, and professional selling are also offered. Minors offered by the Sanders College of Business and Technology may be applied for minor field requirements in programs offered in other colleges of the University.

- Accounting Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-accounting-business-law/accounting-minor/>)
- Business Administration Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/business-administration-minor/>)
- Computer Information Systems Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-computer-science-information-systems/computer-information-systems-minor/>)
- Computer Science Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-computer-science-information-systems/computer-science-minor/>)
- Cybersecurity Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-computer-science-information-systems/cybersecurity/>)
- Data Analytics Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-economics-finance/quantitative-methods-minor/>)
- Digital Marketing Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/marketing-communications-and-technology-minor/>)
- Economics Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-economics-finance/economics-minor/>)
- HCI Development CIS Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-computer-science-information-systems/hci-development-cis-minor/>)
- HCI Development CS Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-computer-science-information-systems/hci-development-cs-minor/>)
- Human Resources Management Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/human-resources-management-minor/>)
- Innovation and Entrepreneurship Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/innovation-entrepreneurship-minor/>)
- Management Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/management-minor/>)
- Marketing Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/marketing-minor/>)
- Project Management Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/project-management-minor/>)
- Sales Minor (<https://catalog.una.edu/undergraduate/colleges-programs/business/department-management-marketing/sales-minor/>)

Centers of Excellence

Institute for Innovation and Economic Development (<https://www.una.edu/institute/>)

In today's world, the shift to complexity and the need for rapid changes is all around us- in our corporations, institutions, and non-profit organizations. Finding ways to assist leaders to implement change and learn new ways of thinking, behaving, and doing is what the offerings that Institute for Innovation and Economic Development provides. The chart highlights the areas of focus and the available programs. The Institute for Innovation and Economic Development supports students, industry, and government with university resources in four areas:

Innovation and Entrepreneurship: Supporting the University and regional need for building a strong entrepreneurial and business creation culture the Institute hosts the Generator, (<https://www.una.edu/business/the-generator.html#Generator>)UNA's student incubator, and co-working space. The Generator Student Club meets weekly during the semester. Students are mentored as they participate in startup competitions, launch their own startups and seek financial support. The Institute is a key collaborator on Shoals Shift (<http://www.shoalsshift.com/>), the region's tech movement which includes startup competitions, mentorship weekends, pre-seed and angel funding, and meetups.

Economic Development: The Institute prepares a variety of economic development reports to private and public organizations, including impact analysis, market assessments, feasibility studies, customer perception surveys, retail market analyses, geospatial assessments, and salary surveys.

Corporate Consulting: The Institute provides experts in business services, including human resources, marketing, management, sales, accounting, finance, economics, business law, and information systems. The Institute can help solve real-world business problems. Collaborative Agile Strategy: The Institute is the home of the Agile Strategy Lab (<https://agilestrategylab.org/#ASL>) and the Strategic Doing Institute (<https://strategicdoing.net/#SD>) which are at the forefront of research in agile strategy and the science of complex collaboration. Our staff is certified/ trained in several agile strategy methods that can assist a community, organization, or company to compete in today's global world.

Center for Learning and Professional Development

Our mission is to provide lifelong learning opportunities for people of all ages in the Shoals area and beyond. We serve as the University's primary means of extending its educational and training resources to the non-traditional student, especially to adults seeking continued personal and professional development, and to employers seeking updated workplace skills and productivity-improving knowledge.

The Center for Learning and Professional Development is located in the UNA College Street Building, at 541 W. College Street, Florence AL 35630. Some of UNA's Continuing Education classes are conducted at other locations or online.

The Joel R. Anderson Center for Innovation and Entrepreneurial Studies & (<https://www.una.edu/business/the-generator.html>) The Generator

The Joel R. Anderson Center for Innovation and Entrepreneurial Studies is home to our 6,000 square foot student incubator and maker space called The Generator. The goal of The Generator is to assist students who desire

to start a business or commercialize their innovations with resources and expertise.

The Generator is open to all UNA students interested in starting or growing a business. Services include assisting new student business owners in developing a working business model, establishing their company and progressing to independent operations. Accepted students are given access to co-working space, connection with mentors from faculty and the business community, taught skills to become fiscally responsible, and provided guidance in solving the problems every newly launched venture faces. The Generator offers an appropriate setting apart from the classroom which is crucial to making entrepreneurship a more integral part of the total student experience. Students are encouraged to work together to promote the success of each other's ventures and to demonstrate leadership by actively engaging and supporting entrepreneurial activities across campus. Students will be exposed to teaching that focuses on building sustainable companies.

The Generator is housed on the first floor of 541 W. College St. at the College St. Building off campus.

Contact: Mitch Hamm, Director; 256-765-4825; jhamm1@una.edu

Small Business Development Center

The mission of the Alabama SBDC at UNA is to strengthen Alabama's economy by providing high-quality one-on-one confidential assistance, training, and education to small businesses targeted for increasing employment, fostering growth, and improving financial stability.

The Alabama SBDC at UNA has been offering advising and training services at no cost to current and prospective small business owners in the area since its inception in 1980. The SBDC is located at 541 W College St Box 5250, Florence, AL 35632, and is part of the Sanders College of Business and Technology. SBDC advisors have years of experience in working with the small business community and are ready to assist with your business endeavors.

Steele Center for Professional Selling

The mission of the Steele Center for Professional Selling is to increase the prominence, credibility, and reputation of the sales profession by educating the next generation of sales professionals in an inclusive manner, in turn, providing a return on investment for students and their families as well as the corporate partners who support our center. The Steele Center offers a Career Summit and Speed Sell competition each semester and also conducts internal role play competitions with top corporate partners. The Steele Center is currently a full member of the University Sales Center Alliance, which is comprised of around 60 of the top sales centers in the world.

Special Programs and Activities Certificates

- Data Science Certificate (<https://catalog.una.edu/undergraduate/colleges-programs/business/special-programs-activities/data-science-certificate/>)
- Global Business Certificate (<https://catalog.una.edu/undergraduate/colleges-programs/business/special-programs-activities/certificate-global-business/>)
- Professional Selling Certificate (<https://catalog.una.edu/undergraduate/colleges-programs/business/special-programs-activities/certificate-professional-selling/>)

- Study Abroad Certificates (<https://catalog.una.edu/undergraduate/colleges-programs/business/special-programs-activities/study-abroad-certificates/>)

Accelerated Master's Program (AMP)

- Accelerated Master's Program - Business (<https://catalog.una.edu/undergraduate/colleges-programs/business/special-programs-activities/accelerated20masters20program/>)