

# Haas School of Business

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## Introduction to the College

As the second-oldest business school in the United States, the Haas School of Business at the University of California, Berkeley is one of the world's leading producers of new ideas and knowledge in all areas of business.

At Haas, teamwork and collaboration are the hallmark of the Undergraduate Program. Entering the program in cohorts, students are members of a close-knit, supportive peer network. Through their diversity of ideas and backgrounds and shared experiences at Haas, they build bonds that will last a lifetime.

The Haas School of Business offers outstanding business administration program to about 700 undergraduate students each year. Haas undergraduates study with faculty who are leading experts in their fields. Haas Undergraduate Program gives students the knowledge and skills needed to embark in today's business world.

The school's mission is "to develop leaders who redefine how we do business." The school's distinctive culture is defined by four defining principles:

- Question the status quo
- Confidence without attitude
- Student always
- Beyond yourself

Explore the undergraduate major (<http://guide.berkeley.edu/archive/2014-15/undergraduate/degree-programs/business-administration>) available through the Haas School of Business.

## University of California Requirements

Entry Level Writing (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/entry-level-writing-requirement>)

All students who will enter the University of California as freshmen must demonstrate their command of the English language by fulfilling the Entry Level Writing Requirement. Fulfillment of this requirement is also a prerequisite to enrollment in all reading and composition courses at UC Berkeley.

American History and American Institutions (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/american-history-institutions-requirement>)

The American History and Institutions requirements are based on the principle that a U.S. resident graduated from an American university should have an understanding of the history and governmental institutions of the United States.

## Campus Requirement

American Cultures (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/american-cultures-requirement>)

American Cultures (AC) is the one requirement that all undergraduate students at UC Berkeley need to take and pass in order to graduate. The requirement offers an exciting intellectual environment centered on the study of race, ethnicity and culture of the United States. AC courses offer students opportunities to be part of research-led, highly accomplished teaching environments, grappling with the complexity of American Culture.

## College Requirements

Quantitative Reasoning (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/quantitative-reasoning-requirement>)

The Quantitative Reasoning requirement is designed to ensure that students graduate with basic understanding and competency in math, statistics, or computer science. The requirement may be satisfied by exam or by taking an approved course.

Foreign Language (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/foreign-language-requirement>)

The Foreign Language requirement may be satisfied by demonstrating proficiency in reading comprehension, writing, and conversation in a foreign language equivalent to the second semester college level, either by passing an exam or by completing approved course work.

Reading and Composition (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/reading-composition-requirement>)

In order to provide a solid foundation in reading, writing and critical thinking the College requires two semesters of lower division work in composition. Students must complete a first-level reading and composition course by the end of their second semester and a second-level course by the end of their fourth semester.

## Breadth Requirements

The undergraduate breadth requirements provide Berkeley students with a rich and varied educational experience outside of their major program. As the foundation of a liberal arts education, breadth courses give students a view into the intellectual life of the University while introducing them to a multitude of perspectives and approaches to research and scholarship. Engaging students in new disciplines and with peers from other majors, the breadth experience strengthens interdisciplinary connections and context that prepares Berkeley graduates to understand and solve the complex issues of their day.

## Seven-Course Breadth Requirement

Students must successfully complete the seven-course breadth sequence (<http://ls-advise.berkeley.edu/requirement/7breadth.html>) to earn a B.S. degree from the Haas School. Although breadth coursework is not required for admission, students are encouraged to spread breadth courses over 4 years.

- Arts and Literature (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/arts-literature>)
- Biological Science (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/biological-science>)
- Historical Studies (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/historical-studies>)

- International Studies (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/international-studies>)
- Philosophy and Values (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/philosophy-values>)
- Physical Science (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/physical-science>)
- Social and Behavioral Sciences (<http://guide.berkeley.edu/archive/2014-15/undergraduate/colleges-schools/haas-business/social-behavioral-sciences>)

Haas students should adhere to the seven-course breadth guidelines ([http://www.google.com/url?q=http%3A%2F%2Fis-advice.berkeley.edu%2Frequirement%2F7breadth.html&sa=D&sntz=1&usg=AFQjCNFbzMjklgxv1MVMXyv\\_2XzQKw8bYA](http://www.google.com/url?q=http%3A%2F%2Fis-advice.berkeley.edu%2Frequirement%2F7breadth.html&sa=D&sntz=1&usg=AFQjCNFbzMjklgxv1MVMXyv_2XzQKw8bYA)) outlined on the College of Letters and Science website with the following exceptions:

- Business courses cannot be used to fulfill breadth requirements.
- Reading and Composition courses cannot be used to fulfill breadth requirements.
- No more than two courses from any one department may be used to satisfy the Seven-course Breadth requirement (L&S Discovery courses (<http://lsdiscovery.berkeley.edu>) are exempt).

Advanced Placement or International Baccalaureate credit will not fulfill the requirement. A Level exams are accepted. Please contact (<http://haas.berkeley.edu/Undergrad/contact.html>) a Haas Advisor to determine how your A Level exams can be applied to breadth requirements.

Breadth courses may be taken at a California Community College. Please follow the most current Articulation Agreement between the community college and UC Berkeley for the business administration major. This information can be found at [www.assist.org](http://www.assist.org) (<http://www.assist.org>) by selecting the community college followed by UC Berkeley then the business administration major.

The following are additional requirements for the Haas Undergraduate Program:

- A minimum of 120 units
- Complete General University Requirements:
  - American History
  - American Institutions
- Berkeley campus requirement:
  - American Cultures
- Completion of degree in four semesters, not including summer session

The highly competitive two-year Haas Undergraduate Program, leading to a BS in Business Administration, accepts applications from both transfer and continuing UC Berkeley applicants. All applicants must satisfy the minimum eligibility requirements:

- Prerequisite courses (see list for UC Berkeley ([http://haas.berkeley.edu/Undergrad/ucb\\_prereq.html](http://haas.berkeley.edu/Undergrad/ucb_prereq.html)) or transfer students ([http://haas.berkeley.edu/Undergrad/transfer\\_prereq.html](http://haas.berkeley.edu/Undergrad/transfer_prereq.html)) )
- Foreign language requirement ([http://haas.berkeley.edu/Undergrad/foreign\\_language.html](http://haas.berkeley.edu/Undergrad/foreign_language.html))
- Minimum of 60 semester or 90 quarter units.

All courses required for admission must be completed by the end of the Spring semester prior to starting at the Haas School of Business. Before applying to the school, visit the website (<http://haas.berkeley.edu/>)

undergrad) which contains complete information concerning academic qualifications for admission with details about prerequisites and degree requirements. Because there are many more applicants than spaces available, completion of the prerequisites does not guarantee admission.

Advisors are available in S450, the Haas Student Services Building, during any office hours:

Monday, Wednesday, Thursday and Friday from 9am - 4pm  
Tuesdays from 10am - 4pm

\*Closed for lunch daily 12:30pm-1:30pm\*

There is no need to schedule an appointment as advising is available on a walk-in basis. For assistance by phone, please call (510) 642-1421.

The Haas undergraduate experience offers opportunities for personal growth beyond the classroom including leadership development, career development, and close interaction with faculty and alumni. A number of programs support this design such as international study, case competitions, experiential learning workshops, student organizations, access to free tutoring services, and many more. The goal of the Undergraduate program office is to provide students with resources and opportunities to achieve their academic and career goals.

## International Study Opportunities

Haas encourages all students to participate in international study programs as a means of broadening their education and developing a global view of business. International study can be enlightening and fulfilling on many levels, but it requires organization and self-motivation. Haas believes the benefits are well worth the effort.

## Information for Studying Abroad

- Program Options for Business Majors: EAP ([http://www.haas.berkeley.edu/Undergrad/international\\_eap\\_info.html](http://www.haas.berkeley.edu/Undergrad/international_eap_info.html)) and Non-EAP ([http://www.haas.berkeley.edu/Undergrad/international\\_non\\_eap\\_info.html](http://www.haas.berkeley.edu/Undergrad/international_non_eap_info.html))
- Important Information for Haas Applicants ([http://www.haas.berkeley.edu/Undergrad/international\\_additional\\_info.html](http://www.haas.berkeley.edu/Undergrad/international_additional_info.html))
- The Global Management Concentration (<http://www.haas.berkeley.edu/Undergrad/gmc.html>)
- Information for Interested International Students & EAP Reciprocity Students ([http://www.haas.berkeley.edu/Undergrad/international\\_visiting.html](http://www.haas.berkeley.edu/Undergrad/international_visiting.html))

To make an appointment regarding study, call the Haas Undergraduate Program Office at (510) 642-1421. Appointments are available Tuesdays 10:30am-11:30am and Thursdays 2pm-3pm. Additionally, interested students may read the Haas Undergraduate Study Abroad Workbook ([http://www.haas.berkeley.edu/Undergrad/pdf/international\\_study\\_form.pdf](http://www.haas.berkeley.edu/Undergrad/pdf/international_study_form.pdf)) (pdf)

## External Resources

Berkeley Programs for Study Abroad (BPSA) (<http://studyabroad.berkeley.edu>)

Education Abroad Program (EAP) (<http://eap.ucop.edu>)

Berkeley International Office (BIO) (<http://internationaloffice.berkeley.edu>)

## Undergraduate Case Competitions

The Haas Undergraduate Program has developed an extensive case analysis competition program for both Haas undergraduate business majors and non-business majors. These competitions provide students with a variety of opportunities to develop and strengthen skills that will be critical for success during their employment search and throughout their careers.

### Internal Case Competitions (<http://www.haas.berkeley.edu/Undergrad/studentservicescasecompinternal.html#internal>)

Berkeley students are able to participate in two annual competitions which are held at Haas and sponsored by the Haas Undergraduate Program.

- Investment Banking Case Competition (<http://www.haas.berkeley.edu/Undergrad/studentservicescasecompinternal.html#investment>) , sponsored by Goldman Sachs
- The Consulting or E-Business Case Competition (<http://www.haas.berkeley.edu/Undergrad/studentservicescasecompinternal.html#ebusiness>) , sponsored by Cisco Systems and Deloitte Consulting

### External Case Competitions (<http://www.haas.berkeley.edu/Undergrad/studentservicescasecompexternal.html>)

Haas selects teams of students to compete in several external competitions held at other universities. Examples include the following:

- University of Auckland, New Zealand
- National University of Singapore
- Copenhagen Business School, Denmark
- Hong Kong University of Science and Technology
- Thammasat University, Thailand
- University of Southern California
- McGill University, Canada

## Experiential Learning Program

The Haas Undergraduate Program Office is proud to offer undergraduate students the ability to gain practical skills through the Experiential Learning Program workshops which are conducted throughout the academic year. Open to Haas undergraduate majors only, these non-credit workshops provide opportunities to enhance the students' personal growth beyond the classroom setting. Workshops usually focus on one topic of general interest (i.e. Leadership Development) and are conducted by professional facilitators during 1 or 2 weekend days.

Below is a sample of some of the workshops and their brief descriptions.

**Actual workshop topics may vary and the semester in which they are offered may change.**

## Typical Workshops

*Finance Interview Training and Financial Statement Analysis* - This seminar introduces the terminology and approaches of financial statement analysis and to assist candidates seeking employment in any occupation involving financial statement analysis.

*Introduction to Corporate Valuation* - Assists candidates seeking employment on Wall Street and in their field of finance. Through practical

examples and exercises, the seminar illustrates the fundamentals of popular valuation techniques used by Wall Street practitioners.

*Fundamentals of Financial Modeling* - Designed to develop financial modeling skills through actual hands-on construction of a financial model. Each participant will build their own interactive financial model from "scratch" to practice blending accounting, finance and Excel skills.

*Mergers and Acquisitions/Leveraged Buyout* – Includes a conceptual discussion of both areas and hands on practical experiences in both merger analysis and leveraged buyout analysis. This session will give students the opportunity to build a standalone one page model for each area.

*Nonprofit Boot Camp* – Introduces students interested in nonprofit careers and leadership to best practices, useful tools and resources, and leaders within the sector. Moreover, the workshop will also focus on key considerations for those interested in pursuing a career in the nonprofit sector.

*Fundraising for Social Change* – Introduces students interested in social change careers to best practices, useful tools and resources, and leaders within the field. The purpose of the workshop is to help students understand how fundraising for social change works in the real world.

*Social Entrepreneurship* – Introduces students interested in social entrepreneurship to the world of social enterprise and the concept of harnessing business acumen and innovation to advance social change.

*Social Media* – Designed to introduce students interested in social change to best practices, useful tools and resources, and leaders within the social impact space. This workshop helps students understand the role that social media can play in driving the success of a cause, whether that be a nonprofit organization, a social enterprise, or a community-based initiative.

## Student Organizations

Student organizations offer important services and activities for undergraduates. Each Haas-sponsored organization offers students a unique service or caters to a particular professional interest within the broad field of business. Haas values the co-curricular activities and experiential learning provided by these sponsored organizations.

Student groups calendar is available here ([http://www.haas.berkeley.edu/Undergrad/organizations\\_calendar.html](http://www.haas.berkeley.edu/Undergrad/organizations_calendar.html)) in Google calendar format.

Any general questions or requests concerning Haas-sponsored student organizations should be directed to the HBSA EVP (External) at [UGClubsChair@haas.berkeley.edu](mailto:UGClubsChair@haas.berkeley.edu)

For all other campus organizations not listed above, please visit the Campus Life and Leadership Groups website (<http://students.berkeley.edu/osl/studentorganizations.asp>) .