

# Haas School of Business

## 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 an outstanding business administration program to about 700 undergraduate students each year. Haas undergraduates study with faculty who are leading experts in their fields. The 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 leadership principles:

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

Explore the undergraduate major (<http://guide.berkeley.edu/archive/2019-20/undergraduate/degree-programs/business-administration>) available through the Haas School of Business.

## University of California Requirements

Entry Level Writing (<https://www.ucop.edu/elwr>)

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. Satisfaction 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/2019-20/undergraduate/education/#universityrequirements>)

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/2019-20/undergraduate/education/#campusrequirementstext>)

The American Cultures requirement is a Berkeley campus requirement, one that all undergraduate students at Berkeley need to pass in order to graduate. You satisfy the requirement by passing, with a grade not lower than C- or P, an American Cultures course. You may take an American Cultures course any time during your undergraduate career at Berkeley.

The requirement was instituted in 1991 to introduce students to the diverse cultures of the United States through a comparative framework. Courses are offered in more than fifty departments in many different disciplines at both the lower and upper division level.

The American Cultures requirement and courses constitute an approach that responds directly to the problem encountered in numerous disciplines of how better to present the diversity of American experience to the diversity of American students whom we now educate.

Faculty members from many departments teach American Cultures courses, but all courses have a common framework. The courses focus on themes or issues in United States history, society, or culture; address theoretical or analytical issues relevant to understanding race, culture, and ethnicity in American society; take substantial account of groups drawn from at least three of the following: African Americans, indigenous peoples of the United States, Asian Americans, Chicano/Latino Americans, and European Americans; and are integrative and comparative in that students study each group in the larger context of American society, history, or culture.

This is not an ethnic studies requirement, nor a Third World cultures requirement, nor an adjusted Western civilization requirement. These courses focus upon how the diversity of America's constituent cultural traditions have shaped and continue to shape American identity and experience.

Visit the Class Schedule (<http://classes.berkeley.edu>) or the American Cultures website (<http://americancultures.berkeley.edu>) for the specific American Cultures courses offered each semester. For a complete list of approved American Cultures courses at UC Berkeley and California Community Colleges, please see the American Cultures Subcommittee's website (<https://academic-senate.berkeley.edu/committees/amcult>). See your academic adviser if you have questions about your responsibility to satisfy the American Cultures breadth requirement.

## University of California Requirements

Entry Level Writing (<http://guide.berkeley.edu/archive/2019-20/undergraduate/colleges-schools/haas-business/entry-level-writing-requirement>)

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American History and American Institutions (<http://guide.berkeley.edu/archive/2019-20/undergraduate/colleges-schools/haas-business/american-history-institutions-requirement>)

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

## Campus Requirement

The following campus requirements are prerequisites for admission to the undergraduate business major.

American Cultures (<http://guide.berkeley.edu/archive/2019-20/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

The following are 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

## 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 to earn a BS 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
- Biological Science
- Historical Studies
- International Studies
- Philosophy and Values
- Physical Science
- Social and Behavioral Sciences

Haas students should adhere to the seven course breadth guidelines (<https://haas.berkeley.edu/undergrad/academics/courses/breadth-courses>) outlined on the Haas Undergraduate website.

Advanced Placement or International Baccalaureate credit will not satisfy the Seven Course Breadth requirement. A Level exams are accepted. Please contact (<http://haas.berkeley.edu/Undergrad/contact.html>) a Haas Adviser 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 highly competitive Haas Undergraduate Program, leading to a BS in Business Administration, accepts applications from freshman, transfer and continuing UC Berkeley applicants.

### FRESHMAN APPLICANTS:

#### Global Management Program (GMP)

The selective Global Management Program blends rigorous business and general education with broad cultural understanding, preparing students to lead in financial services, communications, social sector solutions, foreign affairs, management consulting, and more.

Study in the four-year program begins in the summer with orientation and courses at UC Berkeley and includes the Berkeley Global Edge experience as a mandatory component—completed in fall of freshman year.

For further information, please see the GMP web site (<http://haas.berkeley.edu/Undergrad/gmp.html>)

#### Management, Entrepreneurship & Technology (M.E.T.)

The selective Management, Entrepreneurship, & Technology program at the Haas School of Business (<http://www.haas.berkeley.edu>) and the College of Engineering (<http://engineering.berkeley.edu>) at Berkeley is a fully integrated, two-degree program. In four years, students earn a full Bachelor of Science degree in Business from Berkeley Haas and choice of a Bachelor of Science degree in Electrical Engineering & Computer Sciences (EECS), Industrial Engineering & Operations Research (IEOR), Mechanical Engineering (ME), Bioengineering (BioE), or Civil Engineering (CE) from Berkeley Engineering.

For further information, please see the M.E.T. website (<http://met.berkeley.edu>).

### TRANSFER & CONTINUING UC BERKELEY APPLICANTS:

The Haas Undergraduate Program accepts applications from both transfer and continuing UC Berkeley applicants. All applicants must satisfy the minimum eligibility requirements:

- Prerequisite courses (see list for continuing 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)))
- 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.

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

Monday, Wednesday, Thursday and Friday from 9 a.m. to 4 p.m.  
Tuesdays from 10 a.m. to 4 p.m.

\*Closed for lunch daily 12:30 to 1:30 p.m.\*

There is no need to schedule an appointment as advising is available on 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://haas.berkeley.edu/Undergrad/current/international/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 studying abroad, call the Haas Undergraduate Program Office at (510) 642-1421. Appointments are available Tuesdays 10:30am-11:30am and Thursdays 2pm-3pm.

## External Resources

Berkeley Study Abroad (BSA) (<http://haas.berkeley.edu/Undergrad/current/international/gmc.html>)

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/student-services/casecomp/internal.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/>

[student-services/casecomp/internal.html#investment](http://www.haas.berkeley.edu/Undergrad/student-services/casecomp/internal.html#investment)), sponsored by Goldman Sachs

- The Consulting or E-Business Case Competition (<http://www.haas.berkeley.edu/Undergrad/student-services/casecomp/internal.html#ebusiness>), sponsored by Deloitte Consulting

## External Case Competitions (<http://www.haas.berkeley.edu/Undergrad/student-services/casecomp/external.html>)

Haas selects teams of students to compete in several international 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
- Sauder School of Business, University of British Columbia, Canada
- 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. Corporate Valuation) 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.

## 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. (<https://berkeleyhbsa.org/hso>)

For all other campus organizations not listed above, please visit the LEAD Center website (<http://lead.berkeley.edu/about-student-orgs>).