COLLEGE OF BUSINESS ADMINISTRATION

College of Business Administration
Business Administration Building
Kent Campus
330-672-2772
business.kent.edu

Academic Advising Offices

Undergraduate
107 Business Administration Building
Kent Campus
330-672-2872
advisingbus@kent.edu
business.kent.edu/current#Academic%20Advising

Graduate
A310 Business Administration Building
Kent Campus
330-672-2282
gradbus@kent.edu

Description
The mission of the College of Business Administration is to provide global impact through innovative education, leading research, and meaningful engagement with the business community. We are guided by our core values of respect, ethics, collaboration and a sense of purpose in all we do.

The College of Business Administration has three centers (Center for Entrepreneurship & Business Innovation, Center for Information Systems and Global Management Center) and offers comprehensive business education from bachelor’s to doctoral degrees. Its approach to education blends classroom instruction, experiential learning and education abroad to produce graduates that are exceptionally well prepared for the challenges of a global economy.

The College of Business Administration is dually accredited by the Association to Advance Collegiate Schools of Business (AACSB) in business and accounting.

Departments
• Department of Accounting
• Department of Economics
• Department of Finance
• Department of Management and Information Systems
• Department of Marketing and Entrepreneurship

Undergraduate
• Accounting - B.B.A.
• Business Management - B.B.A.
• Computer Information Systems - B.B.A.
• Economics - B.B.A.
• Entrepreneurship - B.B.A.

Minors
• Accounting
• Business
• Computer Information Systems
• Data Analytics
• Doctoral Accounting
• Doctoral Applied Statistics
• Doctoral Economics
• Doctoral Finance
• Doctoral Information Systems
• Doctoral International Business
• Doctoral Management Systems
• Doctoral Marketing
• Economics
• Entrepreneurship for Business Majors
• Entrepreneurship for Non-Business Majors
• Finance
• Healthcare Systems Management for Business Majors
• Healthcare Systems Management for Non-Business Majors
• Human Resource Management
• International Business for Business Majors
• International Business for Non-Business Majors
• Leadership
• Management for Business Majors
• Management for Non-Business Majors
• Marketing
• Military and Leadership Studies

Undergraduate Certificate
• Professional Sales

Graduate Programs
• Accounting - M.S.A.
• Business Administration - Executive M.B.A. - M.B.A.
• Business Administration - M.B.A.
• Business Administration - Ph.D.
• Business Analytics - M.S.
• Economics - M.A.E.

College of Business Administration Faculty
Department of Accounting Faculty
• Alam, Pervaiz (1985), Professor, Ph.D, University of Houston, 1984
• Altieri, Mark P. (1992), Professor, L.L.M., New York University, 1982
• Bolchait, James R. (2006), Associate Professor, Ph.D., University of Akron, 1996
• Fang, Shunlan (2014), Assistant Professor, Ph.D., Temple University, 2013
• Hinkel, Timothy (2013), Assistant Professor, Ph.D., University of Arizona, 2013
• Hoffman, Benjamin W. (2012), Assistant Professor
• Lakshmana, Indrarini (2004), Associate Professor, Ph.D., Georgia State University, 2004
• Li, Wei (2006), Associate Professor, M.B.A., Washington State University, 2001
• Malbasa, Malinda B. (2009), Assistant Professor, M.Tax., University of Akron, 1995
• Sellers, R. Drew (2011), Assistant Professor, D.M., Case Western Reserve University, 2008
• Tietz, Wendy M. (2000), Professor, Ph.D., Kent State University, 2007
• Zucca, Linda J. (1988), Associate Professor and Chair, Ph.D., Case Western Reserve University, 1989

Department of Economics Faculty

• Barnette, Justin (2011), Assistant Professor, Ph.D., University of Minnesota-Twin Cities, 2012
• Dechenaux, Emmanuel (2004), Associate Professor, Ph.D., Purdue University, 2004
• El-Bahnsawy, Nasr G. (2007), Assistant Professor, Ph.D., Colorado State University, 2008
• Ellis, Michael A. (1990), Associate Professor, Ph.D., Texas A&M University, 1991
• Engelhardt, Lucas M. (2010), Assistant Professor, Ph.D., The Ohio State University, 2010
• Greenhalgh-Stanley, Nadia (2009), Associate Professor, Ph.D., Syracuse University, 2009
• Harris, Jeremiah R. (2014), Assistant Professor, Ph.D., Purdue University, 2014
• Hayduk, Iryna (2014), Assistant Professor, Ph.D., University of Houston, 2014
• Johnson, Eric D. (2005), Associate Professor
• Kang, Wensheng (2009), Associate Professor, Ph.D., University of Missouri, 2009
• Leontieva, Ludmila (2007), Lecturer
• Liu, Dandan (2008), Associate Professor, Ph.D., Texas A&M University, 2005
• Mukherjee, Deepraj (2012), Assistant Professor, Ph.D., University of Memphis, 2010
• Park, Jooyoun (2009), Assistant Professor, Ph.D., University of Michigan, 2009
• Reynolds, Curtis Lockwood (2007), Associate Professor, Ph.D., University of Michigan, 2007
• Rohlin, Shawn M. (2012), Associate Professor
• Williams, Donald R. (1983), Professor and Department Chair, Ph.D., Northwestern University, 1984
• Wilson, Kathryn S. (1996), Professor, Ph.D., University of Wisconsin-Madison, 1996

Department of Finance Faculty

• Beier, Lois J. (1985), Associate Professor, J.D., University of Akron, 1980
• Dennis, Steven A. (2014), Professor and Department Chair, Ph.D., University of Kentucky, 1993
• Muthuswamy, Jayaram (2007), Associate Professor, Ph.D., University of Chicago, 1990
• Pu, Xiaoling X. (2008), Associate Professor, Ph.D., University of Massachusetts-Amherst, 2008
• Shynkevich, Andrei (2009), Associate Professor, Ph.D., Louisiana State University, 2009
• Thornton, John H. (1999), Professor, Ph.D., Georgia State University, 1999
• Via, Marc (2014), Assistant Professor, Ph.D., University of Alabama, 2014

Department of Management Information Systems Faculty

• Akpan, Ikpe A. (2012), Associate Professor, Ph.D., Lancaster University, 2006
• Antenucci, Robert P. (2010), Assistant Professor, Ph.D., Kent State University, 2013
• Arikan, Asli M. (2014), Assistant Professor, Ph.D., The Ohio State University, 2004
• Arikan, Ilgaz (2014), Assistant Professor
• Berardi, Victor L. (1993), Associate Professor, Ph.D., Kent State University, 1998
• Blundell, Gregory E. (2001), Assistant Professor, Ph.D., Kent State University, 2015
• Brandyberry, Alan A. (2000), Associate Professor, Ph.D., University of Illinois-Urbana-Champaign, 1985
• Datta, Pratim (2007), Associate Professor, Ph.D., Louisiana State University, 2003
• Derubertis, Diane E. (2008), Lecturer, M.Ed., Kent State University, 1983
• Dragan, Natalia (2003), Assistant Professor, Ph.D., Kent State University, 2010
• Dubois, Cathy L. (1992), Associate Professor and Associate College Dean, Ph.D., University of Minnesota-Twin Cities, 1991
• Duchon, Michael S. (2000), Assistant Professor, Ed.D., Nova Southeastern University, 2012
• Gomez, Claudia (2013), Assistant Professor, Ph.D., New Mexico State University, 2012
• Hogue, Mary B. (2001), Associate Professor, Ph.D., University of Akron, 2000
• Knapp, Deborah K. (1992), Associate Professor, Ph.D., Kent State University, 1994
• Kwak, Dong-Heon (2014), Assistant Professor, Ph.D., University of Wisconsin-Milwaukee, 2014
• Landingham, Velvet L. (2004), Associate Professor, Ph.D., Case Western Reserve University, 2004
• Levanshina, Julia (2008), Associate Professor, Ph.D., Purdue University, 2005
• Offodile, Onyebuchi Felix (1988), Professor and Department Chair, Ph.D., Texas Tech University, 1984
• Patuwo, Eddy B. (1988), Professor, Ph.D., Virginia Polytechnic Institute and State University, 1989
• Polites, Greta L. (2012), Assistant Professor
• Porr, Dean A. (2004), Associate Professor, Ph.D., Regent University, 2004
• Riczo, Steve (2014), Lecturer, M.H.A., Xavier University, 1982
• Shanker, Murali S. (1990), Professor
• Steinberg, Geoffrey (1991), Associate Professor, Ph.D., Temple University, 1991
• Stirbens, Kathleen A. (1993), Associate Lecturer, M.B.A., Indiana University of Pennsylvania, 1984
• Whitmore, Mark D. (2011), Assistant Professor, Ph.D., The Ohio State University, 1985

Department of Marketing and Entrepreneurship Faculty
• Bridges, Eileen (1994), Professor, Ph.D., Northwestern University, 1987
• Daniels, Ellen P. (1981), Associate Lecturer, M.B.A., Kent State University, 1986
• Easterling, Denise M. (2009), Lecturer, M.B.A., Ashland University, 2006
• Grimm, Pamela E. (1992), Associate Professor, Ph.D., State University of New York at Buffalo, 1993
• Groening, Christopher (2013), Assistant Professor
• Heidler, Mary R. (2011), Lecturer, M.B.A., American University, 1995
• Hisrich, Robert D. (2015), Professor and College Associate Dean, Ph.D., University of Cincinnati, 1971
• Howell, William P. (1986), Assistant Professor, Ph.D., Kent State University, 1996
• Jewell, Robert D. (2004), Professor and Department Chair, Ph.D., Ohio University, 1999
• Marks, Lawrence J. (1986), Associate Professor
• Mayo, Michael A. (1986), Associate Professor
• Sokira, Walter J. (2003), Lecturer, M.B.A., Kent State University, 1991
• Stettler, Tatiana (2015), Assistant Professor, Ph.D., University of Bern, 2014
• Thacker, Donald (1998), Senior Lecturer, M.B.A., Kent State University, 1996
• Wang, Tuo (2004), Associate Professor, Ph.D., University of Pittsburgh, 2004
• Wiggins Johnson, Jennifer A. (2006), Associate Professor, Ph.D., University of Wisconsin-Madison, 2006
• Zamary, Craig J. (2008), Lecturer, M.B.A., Kent State University, 2012
• Zamudio Michelsen, Cesar A. (2013), Assistant Professor, Ph.D., University of Texas-Dallas, 2013

College of Business Administration
Business administration interdisciplinary (BUS)

BUS 10123 EXPLORING BUSINESS 3 Credit Hours
(Equivalent to BMRT 11000) An introduction to the basic areas of business with an integrated perspective on how the various areas work together. Technological competencies and communicative skills will be developed. Team building opportunities will be announced. This course is open to any major. This course should be taken sometime during student's first 30 semester hours.
Prerequisite: None.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

BUS 10195 SPECIAL TOPICS 1-3 Credit Hours
(Repeatable for credit) Special topics course that will be offered on a semester basis with different topics and different faculty.
Prerequisite: Permission.
Schedule Type: Lecture
Contact Hours: 1-3 lecture
Grade Mode: Standard Letter-IP

BUS 20192 INTERNSHIP IN BUSINESS (ELR) 1-3 Credit Hours
(Repeatable for credit) Preparation of research report concurrent with on-the-job experience with cooperating business or other organization.
Prerequisite: Permission.
Schedule Type: Practicum or Internship
Contact Hours: 1-3 other
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement

BUS 20293 VARIABLE TITLE WORKSHOP IN BUSINESS 1-3 Credit Hours
(Repeatable for credit) Variable topics.
Prerequisite: None.
Schedule Type: Workshop
Contact Hours: 1-3 other
Grade Mode: Satisfactory/Unsatisfactory

BUS 30061 BUSINESS PROFESSIONAL PRACTICES 1 Credit Hour
The purpose of this course is to help students develop appropriate approaches to oral communications given organizational cultures and hierarchies, proper business etiquette (regarding dress, dining and behaviors) and other professional business acumen. This course is linked with ENG 30061. Therefore, students must be registered for the matching section of ENG 30061.
Prerequisite: BUS 10123, COMM 15000, ENG 11011 and ENG 21011.
Corequisite: ENG 30061.
Schedule Type: Lecture
Contact Hours: 1 lecture
Grade Mode: Standard Letter

BUS 30062 ADVANCED PROFESSIONAL DEVELOPMENT 3 Credit Hours
This course provides an application of professionals skills required in the workplace. Specifically, students are exposed to research and analysis methods that drive evidence-based conclusions; preparation and delivery of business proposals and reports; face-to-face and virtual team-building and team interaction; professionalism in job-seeking and networking technique; etiquette involved in various messaging technologies; ethical decision making as well as other general business acumen leadership, negotiation, critical thinking, time and self-management, conflict resolution, providing and receiving constructive feedback, etiquette appropriate attire.
Prerequisite: BUS 10123 and COMM 15000; and ENG 11011 or HONR 10197.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
BUS 30187 INTERNATIONAL BUSINESS EXPERIENCE 3 Credit Hours
This is a two to three week course at an international site that explores business in emerging markets across a full range of functions such as marketing, finance, investment, and business strategies.
Prerequisite: ECON 22060 and ECON 22061; and special approval from instructor.
Schedule Type: Field Experience
Contact Hours: 9 other
Grade Mode: Standard Letter

BUS 30195 SPECIAL TOPICS 1-3 Credit Hours
(Repeatable for credit) Special topics course that will be offered on a semester basis with different topics and different faculty.
Prerequisite: Permission.
Schedule Type: Lecture
Contact Hours: 1-3 lecture
Grade Mode: Standard Letter-IP

BUS 30234 INTERNATIONAL BUSINESS 3 Credit Hours
Learn how international business is affected by the forces of globalization: opportunities, threats and challenges that ensue from hypercompetition, and the institutional checks and balances necessary to prevent complexity deteriorating into chaos.
Prerequisite: ECON 22060 and ECON 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

BUS 40192 INTERNSHIP IN BUSINESS (ELR) 1-3 Credit Hours
(Repeatable for credit) Preparation of research report concurrent with on-the-job experience with cooperating business or other organization.
Prerequisite: Permission.
Schedule Type: Practicum or Internship
Contact Hours: 1-3 other
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement

BUS 40195 SPECIAL TOPICS 1-3 Credit Hours
(Repeatable for credit) Special topics course that will be offered on a semester basis with different topics and different faculty.
Prerequisite: Permission.
Schedule Type: Lecture
Contact Hours: 1-3 lecture
Grade Mode: Standard Letter-IP

Business Administration (BAD)

BAD 60092 MBA INTERNSHIP 3 Credit Hours
(Repeatable for credit) (Slashed with BAD 70092) Practical experience with a commercial or non-profit organization under the guidance of a member of the graduate faculty. Periodic progress reports are required with a graduate level quality paper and possible presentation at the end of the course. Students should have a minimum cumulative GPA 3.000 and completed 24 hours in the MBA program.
Prerequisite: graduate standing and special approval.
Schedule Type: Practicum or Internship
Contact Hours: 11 other
Grade Mode: Standard Letter

BAD 60095 SPECIAL TOPICS IN BUSINESS ADMINISTRATION 1-3 Credit Hours
(Repeatable for credit) In-depth exposure to selected topics in business administration. Topics will vary depending on instructor and topic of current interest.
Prerequisite: Graduate standing.
Schedule Type: Lecture
Contact Hours: 1-3 lecture
Grade Mode: Standard Letter

BAD 60096 INDIVIDUAL INVESTIGATION 2,3 Credit Hours
For M.B.A, M.S. or M.A. candidates who have completed a minimum 12 hours of work of superior quality with permission of the director graduate school of management.
Prerequisite: Graduate standing and special approval.
Schedule Type: Individual Investigation
Contact Hours: 2-3 other
Grade Mode: Standard Letter

BAD 60098 RESEARCH 1-15 Credit Hours
(Repeatable for credit) Research or individual investigation for master’s level graduate students. Credits earned may be applied toward meeting degree requirements if the department approves.
Prerequisite: Graduate standing.
Schedule Type: Research
Contact Hours: 1-15 other
Grade Mode: Standard Letter-S/U

BAD 67093 WORKSHOP IN ADVANCED BUSINESS TOPICS 1-6 Credit Hours
(Repeatable for a maximum of 6 credit hours) Designed for those MBA Graduates who want advanced education in selected areas of business. A variety of topics could be addressed in this workshop. The topics may include business technology, innovation in business, advanced leadership and a variety of other areas of interest.
Prerequisite: graduate standing and special approval.
Schedule Type: Workshop
Contact Hours: 1-6 other
Grade Mode: Standard Letter-S/U

BAD 70198 RESEARCH 1-15 Credit Hours
(Repeatable for credit) Research or individual investigation for doctoral level students, or master's students with at least 34 hours of graduate coursework.
Prerequisite: Doctoral standing.
Schedule Type: Research
Contact Hours: 1-15 other
Grade Mode: Standard Letter-S/U-IP

BAD 71094 COLLEGE TEACHING 1,2 Credit Hour
(Repeatable for credit) (Cross-listed with BAD 61094) Training, supervision and evaluation in college level instruction. Maximum of 2 hours applicable toward degree.
Prerequisite: Doctoral standing.
Schedule Type: Lecture
Contact Hours: 1-2 other
Grade Mode: Satisfactory/Unsatisfactory
EMBA 67022 MANAGERIAL ECONOMICS-EMBA 2 Credit Hours
Analysis of managerial decision-making within the economic environment with emphasis on the firm's economic decisions under different market and business conditions.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 67031 FINANCIAL ACCOUNTING-EMBA 2 Credit Hours
(Cross-listed with EMBA 77031) Study of basic principles, concepts and financial reporting for external users and the impact this will have on executive decisions.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 67040 OPERATIONS MANAGEMENT-EMBA 2 Credit Hours
(Cross-listed with EMBA 77040) This course is designed for executives who have minimal experience with the production or operations phase of business. In this course they will develop skill in defining operating problems, in identifying alternative solutions and selecting the most viable solution.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 67041 APPLIED STATISTICAL ANALYSIS-EMBA 2 Credit Hours
(Cross-listed with EMBA 77041) An analysis of univariate and multivariate statistical models and the use of these models to solve practical problems. A comparison of classical and neoclassical statistical approaches is also conducted.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 67042 GLOBALIZATION AND TECHNOLOGY STRATEGY-EMBA 2 Credit Hours
(Slashed with EMBA 77042) This course provides managers and executives a critical understanding of various corporate, global and ethical issues related to leading and managing companies and innovations in a global world. This course integrates cross-functional aspects of business in light of geopolitical events, history, technology and strategy.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 67043 DYNAMICS OF LEADERSHIP FOR EXECUTIVES-EMBA 2 Credit Hours
(Cross-listed with EMBA 77043) Leadership skills including: team development, conflict resolution, negotiation, communications and project development. These skills along with ethical considerations are developed to enhance business decision making.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter
EMBA 67051  MARKETING MANAGEMENT-EMBA    2 Credit Hours  
(Cross-listed with EMBA 77051) The various elements comprising 
marketing strategy are studied as components of integrated programs 
directed toward industrial and consumer markets.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 2 lecture  
**Grade Mode:** Standard Letter

EMBA 67061  FINANCIAL PLANNING AND STRATEGY-EMBA    2 Credit Hours  
(Cross-listed with EMBA 77061) Problems and approaches to financial 
decision-making in business enterprises: controlling the allocation of 
funds among both current and fixed assets, assessing financial needs, 
and planning the mix and methods of financing.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 2 lecture  
**Grade Mode:** Standard Letter

EMBA 67071  HUMAN RESOURCE MANAGEMENT-EMBA    2 Credit Hours  
(Cross-listed with EMBA 77071) The course will deal with some of the 
major areas of interest to the management of human resources. Special 
emphasis will be placed on areas of staff planning, such as job analysis 
and selection.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 2 lecture  
**Grade Mode:** Standard Letter

EMBA 67082  LEGAL AND SOCIAL IMPACT ON MANAGEMENT DECISION-MAKING-EMBA    2 Credit Hours  
(Cross-listed with EMBA 77082) Managerial decision-making is examined 
in terms of the real and potential impacts of the legal, political and social 
environment of business.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 2 lecture  
**Grade Mode:** Standard Letter

EMBA 67084  MULTINATIONAL BUSINESS MANAGEMENT-EMBA    2 Credit Hours  
The course covers the management of multinational corporations, 
including environmental and cultural aspects and the financial marketing 
production and personnel functions of international operations.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 2 lecture  
**Grade Mode:** Standard Letter

EMBA 67085  EXECUTIVE POLICIES AND PLANNING-EMBA    2 Credit Hours  
(Cross-listed with EMBA 77085) The course concentrates on the 
determination of corporate strategy in the business firm and its 
implementation through appropriate organizational arrangements and 
procedures.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 2 lecture  
**Grade Mode:** Standard Letter

EMBA 67090  APPLIED RESEARCH DESIGN-EMBA    1 Credit Hour  
(Cross-listed with EMBA 77090) Introduction to research design in 
management. The course deals with the applications of the scientific 
method to solving organizational problems with a decision making 
context.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 1 lecture  
**Grade Mode:** Standard Letter

EMBA 67091  SEMINAR IN EXECUTIVE SKILLS DEVELOPMENT-EMBA    1,2 Credit Hour  
(Repeatable for credit) A series of seminars developing managerial skills such as 
communications, leadership teamwork project and time management etc. 
Offered primarily in first year of program.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Seminar  
**Contact Hours:** 1-2 other  
**Grade Mode:** Standard Letter

EMBA 67096  APPLIED RESEARCH PROJECT-EMBA    3 Credit Hours  
(Repeatable for credit) A research project based on an applied business 
or economic problem will be conducted under the direct supervision of a 
participating faculty member in the EMBA program.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Individual Investigation  
**Contact Hours:** 3 other  
**Grade Mode:** Standard Letter

EMBA 67191  SEMINAR IN CURRENT ISSUES FOR EXECUTIVE DEVELOPMENT-EMBA    1,2 Credit Hour  
(Repeatable for credit) A series of seminars on current managerial, technological or economic problems 
facing the executive in today’s society. Emphasis on global issues.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Seminar  
**Contact Hours:** 1-2 other  
**Grade Mode:** Standard Letter

EMBA 67031  FINANCIAL ACCOUNTING-EMBA    2 Credit Hours  
(Cross-listed with EMBA 77031) Study of basic principles, concepts and 
financial reporting for external users and the impact this will have on 
executive decisions.  
**Prerequisite:** doctoral standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 2 lecture  
**Grade Mode:** Standard Letter
EMBA 77032  ACCOUNTING INFORMATION FOR EXECUTIVE ACTION-EMBA  2 Credit Hours
(Cross-listed with EMBA 67032) Study of managerial decision-making through planning and control techniques. Major emphasis will be on profit planning, responsibility accounting, cost behavior patterns and application of accounting data to basic planning and control decisions.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77040  OPERATIONS MANAGEMENT-EMBA  2 Credit Hours
(Cross-listed with EMBA 67040) This course is designed for executives who have minimal experience with the production or operations phase of business. In this course they will develop skill in defining operating problems in identifying alternative solutions and selecting the most viable solution.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77041  APPLIED STATISTICAL ANALYSIS-EMBA  2 Credit Hours
(Cross-listed with EMBA 67041) An analysis of univariate and multivariate statistical models and the use of these models to solve practical problems. A comparison of classical and neoclassical statistical approaches is also conducted.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77042  MANAGEMENT INFORMATION SYSTEMS-EMBA  2 Credit Hours
(Cross-listed with EMBA 67042) Synthesis of computer/information technology organization behavior and functional aspects of business to enhance decision making and strategic planning skills of the manager.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77043  DYNAMICS OF LEADERHSP FOR EXECUTIVE-EMBA  2 Credit Hours
(Cross-listed with EMBA 67043) Leadership skills including: team development conflict resolution negotiation communications and project development. These skills along with ethical considerations are developed to enhance business decision making.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77051  MARKETING MANAGEMENT-EMBA  2 Credit Hours
(Cross-listed with EMBA 67051) The various elements comprising marketing strategy are studied as components of integrated programs directed toward industrial and consumer markets.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77058  MARKETING STRATEGY AND PLANNING-EMBA  2 Credit Hours
(Cross-listed with EMBA 67058) Focuses on integration of marketing planning into the strategic planning process. Deals mostly with marketing strategy at the level of senior management rather than operations.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77061  FINANCIAL PLANNING AND STRATEGY-EMBA  2 Credit Hours
(Cross-listed with EMBA 67061) Problems and approaches to financial decision making in business enterprises: controlling the allocation of funds among both current and fixed assets, assessing financial needs, and planning the mix and methods of financing.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77070  ORGANIZATIONAL ANALYSIS AND DESIGN-EMBA  2 Credit Hours
(Cross-listed with EMBA 67070) The course is concerned with the development of both theoretical and practical concepts related to complex work organizations.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77071  HUMAN RESOURCE MANAGEMENT-EMBA  2 Credit Hours
(Cross-listed with EMBA 67071) The course will deal with some of the major areas of interest to the management of human resources. Special emphasis will be placed on areas of staff planning such as job analysis and selection.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77082  LEGAL AND SOCIAL IMPACT ON MANAGERIAL DECISION-MAKING-EMBA  2 Credit Hours
(Cross-listed with EMBA 67082) Managerial decision-making is examined in terms of the real and potential impacts of the legal, political and social environment of business.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

EMBA 77085  EXECUTIVE POLICY AND PLANNING-EMBA  2 Credit Hours
(Cross-listed with EMBA 67085) The course concentrates on the determination of corporate strategy in the business firm and its implementation through appropriate organizational arrangements and procedures.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter
EMBA 77090 APPLIED RESEARCH DESIGN-EMBA 1 Credit Hour
(Cross-listed with EMBA 67090) Introduction to research design in management. The course deals with the applications of the scientific method to solving organizational problems with a decision-making context.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 1 lecture
Grade Mode: Standard Letter

EMBA 77091 SEMINAR IN EXECUTIVE SKILLS DEVELOPMENT-EMBA 1,2 Credit Hour
(Repeatable for credit) (Cross-listed with EMBA 67091) A series of seminars developing managerial skills such as communications, leadership, teamwork, project and time management, etc. Offered primarily in first year of program.
Prerequisite: doctoral standing.
Schedule Type: Seminar
Contact Hours: 1-2 other
Grade Mode: Standard Letter

EMBA 77096 APPLIED RESEARCH PROJECT-EMBA 3 Credit Hours
(Repeatable for credit) A research project based on an applied business or economic problem will be conducted under the direct supervision of a participating faculty member in the EMBA program.
Prerequisite: doctoral standing.
Schedule Type: Individual Investigation
Contact Hours: 3 other
Grade Mode: Standard Letter

EMBA 77191 SEMINAR IN CURRENT ISSUES FOR EXECUTIVE DEVELOPMENT-EMBA 1,2 Credit Hour
(Repeatable for credit) (Cross-listed with EMBA 67191) A series of seminars on current managerial, technological or economic problems facing the executive in today's society. Emphasis on global issues.
Prerequisite: doctoral standing.
Schedule Type: Seminar
Contact Hours: 1-2 other
Grade Mode: Standard Letter

Department of Accounting

Accounting (ACCT)

ACCT 23020 INTRODUCTION TO FINANCIAL ACCOUNTING 3 Credit Hours
(Equivalent to ACTT 11000) Introduction to the basic concepts and standards underlying financial accounting. Topics to be covered include revenue recognition, receivables, inventory, long-lived assets, liabilities and stockholders' equity. The impact of transactions on the accounting equation and financial statements (balance sheet, income statement and cash flows) is emphasized.
Prerequisite: None.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: TAG Business

ACCT 23021 INTRODUCTION TO MANAGERIAL ACCOUNTING 3 Credit Hours
(Equivalent to ACTT 11001) Introduction to managerial accounting concepts and tools that can be used to support decision-making in organizations. Includes coverage of cost systems, cost behavior, cost-volume-profit analysis, relevant costs, and budgets.
Prerequisite: ACCT 23020 or ACTT 11000.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: TAG Business

ACCT 33000 FUNDAMENTAL TAX PROCEDURES 3 Credit Hours
Non-technical presentation of federal income tax laws and regulations as they relate to individuals.
Prerequisite: Minimum 2.500 overall GPA; and ACCT 23020 or ACTT 11000; and ACCT 23021 or ACTT 11001; not open to Accounting (ACCT) majors.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 33001 CORPORATE ACCOUNTING I 3 Credit Hours
Review of the accounting cycle; financial statement preparation, accounting for sales, receivables, inventory, current liabilities and long-term assets. Professional accounting research skills are emphasized.
Prerequisite: Accounting (ACCT) major or minor; and minimum 2.500 overall GPA; and MATH 11012 or MATH 12002; and minimum B- grade in ACCT 23020 (or ACTT 11000) and ACCT 23021 (or ACTT 11001); and minimum C grade in ENG 21011 and COMM 15000 and MATH 11010.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 33004 INTRODUCTION TO ACCOUNTING SYSTEMS 3 Credit Hours
Overview of accounting information systems with emphasis on internal controls. The course explores how the integrity and efficiency of business process are supported by information systems. Interpersonal skills and computer applications are emphasized.
Prerequisite: cumulative 2.500 GPA; and MIS 24053; and MATH 11012 or MATH 12002; and a minimum B- (2.700) grade in ACCT 23021 or ACTT 11000 and ACCT 23020 or ACTT 11000; and minimum C (2.000) in ENG 21011, COMM 15000 and MATH 11010; and accounting (ACCT) major or minor.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 33010 COST ACCOUNTING 3 Credit Hours
Cost accounting for manufacturing and service organizations including cost determination, cost analysis, costing systems, cost-volume-profit analysis, budgeting, cost allocation, activity-based costing, capital investment, and performance measurement. Computer application skills are emphasized.
Prerequisite: cumulative 2.500 GPA; and accounting (ACCT) major or minor; and ACCT 33001 and ACCT 33004 both with a minimum grade of C (2.000).
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
ACCT 33012  CORPORATE ACCOUNTING II  3 Credit Hours
Accounting for long-term liabilities, debt and equity investments, leases, pensions and other post-retirement benefits, income tax allocation, owners' equity, and statement of cash flows. Professional accounting research skills and written communication skills are emphasized.
Prerequisite: cumulative 2.500 GPA; and accounting (ACCT) major and minor; and ACCT 33001 and ACCT 33004 both with a minimum grade of C (2.000).
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 33061  FINANCIAL REPORTING ISSUES AND ANALYSIS  3 Credit Hours
Financial analysis and interpretation of issues relative to the balance sheet, income statement and cash flow statement. Topics include assets, liabilities, owner's equity, intercorporate investments, revenue and expense recognition, and ratio analysis. Cannot be counted towards accounting major.
Prerequisite: cumulative 2.500 GPA; and ACCT 23021 or ACCT 11001; not open to accounting (ACCT) majors.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 33063  COST CONTROL AND ANALYSIS FOR MANAGEMENT  3 Credit Hours
An in-depth study of cost accounting, focusing on the use of cost accounting information in planning, control and decision-making. Topics include cost terminology, costing systems, cost-volume-profit analysis, budgeting, cost allocation, activity-based costing, variance analysis, ethics and performance measurement. Course cannot be counted towards Accounting major.
Prerequisite: Minimum overall 2.500 GPA; and ACCT 23021 or ACCT 11001; not open to Accounting (ACCT) major.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 43010  PRINCIPLES OF AUDITING AND CONTROL (ELR) (WIC)  3 Credit Hours
Integration of conceptual and practical aspects of auditing, importance of strong internal controls is stressed. Ethical decision making, written and verbal communication and interpersonal skills are emphasized.
Prerequisite: cumulative 2.500 GPA; and senior standing; and accounting (ACCT) major; and ACCT 33010 and ACCT 33012 both with a minimum grade of C (2.000).
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement, Writing Intensive Course

ACCT 43013  ADVANCED MANAGEMENT ACCOUNTING  3 Credit Hours
(Slashed with ACCT 53013) Advanced contemporary topics relating to the use of accounting information in managerial decision-making. Topical coverage varies from budgeting, cost behavior, corporate governance, executive compensation, tax strategies to sticky costs. Accounting research, verbal and written communication, ethical decision-making, and analytical skills are emphasized.
Prerequisite: cumulative 2.500 GPA; and senior standing; and accounting (ACCT) major; and ACCT 33010 and ACCT 33012 both with a minimum grade of C (2.000).
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 43014  ADVANCED ACCOUNTING SYSTEMS  3 Credit Hours
(Slashed ACCT 53014) Analysis, design and implementation of accounting information systems with a focus on creating effective business processes and internal controls. Students work with enterprise resource planning, ERP software to deepen their understanding of key concepts. Introduction to retrieving and analyzing data via Structured Query Language, SQL. Enhanced statistical analysis and written and verbal communications skills are emphasized.
Prerequisite: cumulative 2.500 GPA; and senior standing; and accounting (ACCT) major; and ACCT 33001 and ACCT 33004 and ACCT 33010 and ACCT 33012 all with a minimum grade of C (2.000).
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 43020  CORPORATE ACCOUNTING III  3 Credit Hours
(Slashed with ACCT 53020) Conceptual and practical issues surrounding: (1) financial reporting for investment activities of businesses when one firm possesses significant influence or control over another, (2) accounting for international business transactions, including the use of derivatives for hedging foreign exchange risk, and (3) translating foreign currency financial statements of foreign operations. Professional accounting research and written communication skills are emphasized.
Prerequisite: cumulative 2.500 GPA; and senior standing; and Accounting (ACCT) major; and ACCT 33010 and ACCT 33004 and ACCT 33010 and ACCT 33012 all with a minimum grade of C (2.000).
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 43031  INCOME TAXATION  3 Credit Hours
Introduction to Federal income tax for individual and corporate taxpayers. Detailed analysis of income recognition and deduction rules for individuals. Overview of tax rules related to corporate formations and distributions. Professional research skills are emphasized.
Prerequisite: cumulative 2.500 GPA; and senior standing; and Accounting (ACCT) major; and ACCT 33001 and ACCT 33004 and ACCT 33010 and ACCT 33012 all with a minimum grade of C (2.000).
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
ACCT 43033 INCOME TAXATION II 3 Credit Hours
(Slashed ACCT 53033) Advanced individual tax topics; income taxation of partnerships, S corporations and trusts; estate and gift taxation; tax administration and practice. Professional accounting research and written communication skills are emphasized.

Prerequisite: cumulative 2.500 GPA; and senior standing; and Accounting (ACCT) major; and ACCT 43031.

Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 43034 NONPROFIT ACCOUNTING AND AUDITING 3 Credit Hours
(Slashed with ACCT 53034) Accounting, financial reporting, and auditing issues and techniques that are unique to government and nonprofit entities. Professional accounting research, written communication and ethical decision making skills are emphasized.

Prerequisite: cumulative 2.500 GPA; and senior standing; and accounting (ACCT) major; and ACCT 33001 and ACCT 33004 and ACCT 33010 and ACCT 33012 all with a minimum grade of C (2.000).

Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 43087 INTERNATIONAL ACCOUNTING EXPERIENCE 3 Credit Hours
(Slashed with ACCT 53087) Firsthand exposure to international businesses and organizations generally relating to business and specifically relating to accounting and finance. Includes pre-trip orientation sessions, visits to international businesses and organizations, and opportunities for cultural activities.

Prerequisite: junior standing; and accounting (ACCT) major; and special approval.

Schedule Type: Field Experience
Contact Hours: 9 other
Grade Mode: Standard Letter

ACCT 43092 ACCOUNTING INTERNSHIP (ELR) 3 Credit Hours
Study of activities related to concurrent on-the-job experience with cooperating industrial and public accounting firms.

Prerequisite: minimum C (2.000) grade in ACCT 33001 or ACCT 33004; and junior standing; and accounting (ACCT) major; and cumulative 3.000 GPA and special approval (students must have a cumulative 3.000 GPA in all attempts of ACCT courses).

Schedule Type: Practicum or Internship
Contact Hours: 9 other
Grade Mode: Satisfactory/Unsatisfactory
Attributes: Experiential Learning Requirement

ACCT 43093 VARIABLE TITLE WORKSHOP IN ACCOUNTING 1-3 Credit Hours
(Repeatable for credit) To be determined when a specific course is proposed for a particular term.

Prerequisite: Senior standing and accounting (ACCT) major and special approval.

Schedule Type: Workshop
Contact Hours: 1-3 other
Grade Mode: Satisfactory/Unsatisfactory

ACCT 43095 SPECIAL TOPICS: ACCOUNTING 3 Credit Hours
(Repeatable for credit) (Cross-listed with ACCT 53095) Special topics course that will be offered periodically with different topics and different faculty involved each time the course is offered.

Prerequisite: Senior standing and accounting (ACCT) major and special approval.

Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 43096 INDIVIDUAL INVESTIGATION IN ACCOUNTING 1-3 Credit Hours
(Repeatable for credit) Individual research into a current accounting topic.

Prerequisite: senior standing; and accounting (ACCT) major; and special approval.

Schedule Type: Individual Investigation
Contact Hours: 3-9 other
Grade Mode: Standard Letter

ACCT 53013 ADVANCED MANAGEMENT ACCOUNTING 3 Credit Hours
(Cross-listed with ACCT 43013) Advanced contemporary topics relating to the use of accounting information in managerial decision-making. Topical coverage varies from budgeting, cost behavior, corporate governance, executive compensation, tax strategies to sticky costs. Accounting research, verbal and written communication, ethical decision-making, and analytical skills are emphasized.

Prerequisite: ACCT 33010; and graduate standing.

Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 53014 ADVANCED ACCOUNTING SYSTEMS 3 Credit Hours
(Cross-listed with ACCT 43014) Analysis, design and implementation of accounting information systems with a focus on creating effective business processes and internal controls. Students work with enterprise resource planning, ERP software to deepen their understanding of key concepts. Introduction to retrieving and analyzing data via Structured Query Language, SQL. Enhanced statistical analysis, interpersonal skills and written communications skills are emphasized.

Prerequisite: ACCT 33004; and Graduate standing.

Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 53020 CORPORATE ACCOUNTING III 3 Credit Hours
(Cross-listed with ACCT 43020) Conceptual and practical issues surrounding: (1) financial reporting for investment activities of businesses when one firm possesses significant influence or control over another; (2) accounting for international business transactions, including the use of derivatives for hedging foreign exchange risk, and (3) translating foreign currency financial statements of foreign operations. Professional accounting research and written communication skills are emphasized.

Prerequisite: minimum C (2.000) grade in ACCT 33012 and ACCT 43031; and graduate standing.

Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
ACCT 53033  INCOME TAXATION II  3 Credit Hours  
(Cross-listed with ACCT 43033) Advanced individual tax topics; income 
taxation of partnerships, S corporations and trusts; estate and gift 
taxation; tax administration and practice. Professional accounting 
research and written communication skills are emphasized.  
Prerequisite: ACCT 43031 and graduate standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

ACCT 53034  NONPROFIT ACCOUNTING AUDITING  3 Credit Hours  
(Cross-listed with ACCT 43034) Accounting, financial reporting, 
and auditing issues and techniques that are unique to government 
and nonprofit entities. Professional accounting research, written 
communication and ethical decision making skills are emphasized.  
Prerequisite: ACCT 33012 and graduate standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

ACCT 53087  INTERNATIONAL ACCOUNTING EXPERIENCE  3 Credit Hours  
( Slashed with ACCT 43087) Firsthand exposure to international 
businesses and organizations generally relating to business and 
specifically relating to accounting and finance. Includes pre-trip 
n orientation sessions, visits to international businesses and organizations, 
and opportunities for cultural activities.  
Prerequisite: graduate standing; and special approval.  
Schedule Type: Field Experience  
Contact Hours: 9 other  
Grade Mode: Standard Letter

ACCT 53095  SPECIAL TOPICS: ACCOUNTING  3 Credit Hours  
(Repeatable for credit) (Cross-listed with ACCT 43095) Special topics 
course that will be offered periodically with different topics and different 
faculty involved each time the course is offered.  
Prerequisite: Graduate standing and special approval.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

ACCT 63022  PROFESSIONAL ISSUES AND ETHICS IN ACCOUNTING  3 Credit Hours  
(Cross-listed with ACCT 73022) A capstone course for the MSA program. 
Investigates issues confronting the accounting profession today by 
reviewing the past, examining the present and looking into the future. 
Topics covered include history and characteristics of the profession, 
regulation of the profession, ethical challenges facing accountants and 
auditors, fraud and the future of the profession. Professional accounting 
research verbal, and written communication emphasized.  
Prerequisite: Graduate standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

ACCT 63024  INFORMATION TECHNOLOGY AUDIT AND CONTROL  3 Credit Hours  
(Cross-listed with ACCT 73024) Examines the control and security 
of accounting information systems with an auditing perspective. 
Includes the role of IT audit function, IT auditing standards, system risks, 
application controls and current issues facing IT auditors. Computer 
application, written communication and ethical decision making skills are 
emphasized.  
Prerequisite: ACCT 43010; and ACCT 43014 or 53014; and graduate 
standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

ACCT 63025  ANALYSIS AND VALUATION OF BUSINESS USING FINANCIAL STATEMENTS  3 Credit Hours  
(Cross-listed with ACCT 73025) Develops a conceptual framework of 
how firms generate value and how firm value is captured in financial 
statesments. The role of financial analysts and the regulatory framework 
in the financial and credit markets is also discussed. Students learn how 
to derive firm value using valuations models and financial statements and 
non-financial data.  
Prerequisite: ACCT 33001 or ACCT 63037; and graduate standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

ACCT 63030  INTERNATIONAL ACCOUNTING  3 Credit Hours  
(Cross-listed with ACCT 73030) Study of reporting in United States capital 
markets for domestic and foreign firms; evaluation of differences in 
accounting, auditing and financial reporting between nations; impact of 
international operations on accounting for decision making; impact of 
international financial reporting standards (IFRS). Interpersonal skills 
emphasized.  
Prerequisite: ACCT 33012; and graduate standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

ACCT 63031  ADVANCED AUDITING THEORY AND PRACTICE  3 Credit Hours  
(Cross-listed with ACCT 73031) Advanced conceptual and practical 
understanding of audit methodology and role of auditors. Focus on 
use of professional judgment in applying auditing standards on ethical 
considerations and on fraud. Review of current trends and developments 
in the public accounting profession. Written communication and ethical 
decision making emphasized.  
Prerequisite: ACCT 43010; and graduate standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

ACCT 63032  ACCOUNTING THEORY, HISTORY AND INSTITUTIONS  3 Credit Hours  
(Cross-listed with ACCT 73032) Survey of history of accounting and 
development of principles, followed by intensive study of theoretical 
problems related to determination of income and presentation of financial 
position. Written communication and ethical decision making skills 
covered.  
Prerequisite: ACCT 33012 and graduate standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter
ACCT 63037  FINANCIAL ACCOUNTING FOR DECISION MAKING  2
Credit Hours
(Slashed with ACCT 73037) In-depth study of financial accounting concepts and basic financial statements. It includes an examination of the significant accounting issues affecting financial reporting and their impact on analysis and interpretation of financial information for decision-making. Cannot be used toward MSA degree.
Prerequisite: Open only to MBA and MA students; and graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

ACCT 63038  MANAGERIAL ACCOUNTING FOR DECISION MAKING  2
Credit Hours
(Slashed with ACCT 73038) An in-depth study of cost accounting concepts and cost behavior for measuring product and service costs, pricing products and services, planning and controlling business operations, and making business decisions. Cannot be used toward MSA degree.
Prerequisite: ACCT 63037 or 73037; and MBA and MA students only; and graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

ACCT 63042  TAXATION OF CORPORATIONS AND SHAREHOLDERS  3
Credit Hours
An in-depth study of tax law that pertains to corporations and shareholders; corporate formation, distributions, liquidation and reorganization. Tax research primarily through the Internal Revenue Code and Treasury Regulations. Verbal and written communication skills are emphasized.
Prerequisite: ACCT 43031; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 63043  TAXATION OF PARTNERSHIPS AND PARTNERS  3
Credit Hours
An in-depth study of formation, operation, termination and liquidation and other special problems of partnerships and S corporations. Tax research primarily through the Internal Revenue Code and Treasury Regulations. Verbal and written communication skills are emphasized.
Prerequisite: ACCT 43033 or ACCT 53033; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 63045  TAX RESEARCH AND PLANNING  3 Credit Hours
Introduction to tax research methodology and tax preparer standards with an emphasis on effectively communicating tax outcomes via written communications.
Prerequisite: ACCT 43033 or ACCT 53033; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 63092  INTERNSHIP  3 Credit Hours
(Repeatable for credit) Supervised practical experience with public accounting firm, corporation, governmental, or not-for-profit organization. Periodic reports required. S. in Accounting program; and minimum grade of C (2.000) grade in ACCT 33010 and 33012; and cumulative 3.000 GPA; and graduate standing; and special approval (students must have a cumulative 3.000 GPA in ACCT courses).
Prerequisite: enrollment in the M.
Schedule Type: Practicum or Internship
Contact Hours: 9 other
Grade Mode: Satisfactory/Unsatisfactory

ACCT 63093  VARIABLE TITLE WORKSHOP IN ACCOUNTING  1-3
Credit Hours
(Repeatable for credit) To be determined when a specific course is proposed for a particular term.
Prerequisite: graduate standing and special approval.
Schedule Type: Workshop
Contact Hours: 1-3 other
Grade Mode: Satisfactory/Unsatisfactory

ACCT 63098  RESEARCH IN ACCOUNTING  1-3 Credit Hours
(Repeatable for credit) (Slashed with ACCT 73098) Review of sources, techniques and methodology. Individually selected topic is investigated and reported in formal paper.
Prerequisite: graduate standing; and special approval.
Schedule Type: Research
Contact Hours: 1-3 other
Grade Mode: Satisfactory/Unsatisfactory

ACCT 73022  PROFESSIONAL ISSUES AND ETHICS IN ACCOUNTING  3 Credit Hours
(Slashed with ACCT 63022) A capstone course for the MSA program. Investigates issues confronting the accounting profession today by reviewing the past, examining the present, and looking into the future. Topics covered include history and characteristics of the profession regulation of the profession, ethical challenges facing accountants and auditors, fraud and the future of the profession. Professional accounting research, verbal and written communications emphasized.
Prerequisite: special approval and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 73024  INFORMATION TECHNOLOGY AUDIT AND CONTROL  3 Credit Hours
(Slashed with ACCT 63024) Examines the control and security of accounting information systems with an auditing perspective. Includes the role of IT audit function, IT auditing standards, system risks, application controls and current issues facing IT auditors. Computer application, written communication and ethical decision making skills are emphasized.
Prerequisite: ACCT 43010; and ACCT 43014 or 53014; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
ACCT 73025  ANALYSIS AND VALUATION OF BUSINESS USING FINANCIAL STATEMENTS  3 Credit Hours
(Slashed with ACCT 63025) Develops a conceptual framework of how firms generate value and how firm value is captured in financial statements. The role of financial analysts and the regulatory framework in the financial and credit markets is also discussed. Students learn how to derive firm value using valuations models and financial statements and non-financial data.
Prerequisite: ACCT 33001 or ACCT 63037; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 73030  INTERNATIONAL ACCOUNTING  3 Credit Hours
(Slashed with ACCT 63030) Study of reporting in United States capital markets for domestic and foreign firms; evaluation of differences in accounting, auditing and financial reporting between nations; impact of international operations on accounting for decision making; impact of international financial reporting standards (IFRS). Interpersonal skills emphasized.
Prerequisite: ACCT 33012; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 73031  ADVANCED AUDITING THEORY AND PRACTICE  3 Credit Hours
(Slashed with ACCT 63031) Advanced conceptual and practical understanding of audit methodology and role of auditors. Focus on use of professional judgment in applying auditing standards, on ethical considerations, and on fraud. Review of current trends and developments in the public accounting profession. Written communication and ethical decision making emphasized.
Prerequisite: ACCT 43010; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 73032  ACCOUNTING THEORY, HISTORY AND INSTITUTIONS  3 Credit Hours
(Slashed with ACCT 63032) Survey of history of accounting and development of principles, followed by intensive study of theoretical problems related to determination of income and presentation of financial position. Written communication and ethical decision making skills covered.
Prerequisite: ACCT 33012; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 73037  FINANCIAL ACCOUNTING FOR MANAGERIAL ACTION  3 Credit Hours
(Cross-listed with ACCT 63037) In-depth study of financial accounting concepts and basic financial statements. Examination of significant accounting issues affecting financial reporting and their impact on analysis and interpretation of financial information for decision-making.
Prerequisite: special approval and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 73038  ACCOUNTING FOR MANAGERIAL ACTION AND EVALUATION  3 Credit Hours
(Cross-listed with ACCT 63038) Review of cost accounting concepts and cost behavior. In depth study of analyzing costs for pricing and product mix decisions activity based cost systems budgeting planning and control issues methods of remaining competitive in a global environment compensation issues.
Prerequisite: special approval and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 73093  VARIABLE TITLE WORKSHOP IN ACCOUNTING  1-3 Credit Hours
(Repeatable for credit) To be determined when a specific course is proposed for a particular term.
Prerequisite: special approval and doctoral standing.
Schedule Type: Workshop
Contact Hours: 1-3 other
Grade Mode: Satisfactory/Unsatisfactory

ACCT 73098  RESEARCH IN ACCOUNTING  1-3 Credit Hours
(Repeatable for credit) (Slashed with ACCT 63098) Review of sources, techniques and methodology. Individually selected topic is investigated and reported in formal paper which may extend beyond the semester.
Prerequisite: doctoral standing; and major in accounting.
Schedule Type: Research
Contact Hours: 1-3 other
Grade Mode: Standard Letter-IP

ACCT 83031  AUDITING ISSUES  3 Credit Hours
A course designed to provide doctoral students with an opportunity to broaden their understanding of financial and operational auditing theory and research.
Prerequisite: doctoral standing; and ACCT 43010.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 83033  MANAGERIAL ACCOUNTING ISSUES  3 Credit Hours
This course is a doctoral-level seminar in managerial accounting research. It provides an opportunity to survey major research topics in managerial accounting. It helps students develop a sound conceptual basis for reading, interpreting, analyzing, criticizing, and conducting scholarly research on managerial accounting issues. Reading list includes research papers from various managerial accounting research areas and research methods.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 83037  FINANCIAL ACCOUNTING ISSUES  3 Credit Hours
This course focuses on theoretical, analytical, and empirical research in financial accounting and reporting. Emerging issues in financial accounting and reporting are examined.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
ACCT 83038  BASIC ACCOUNTING RESEARCH METHODOLOGY  3 Credit Hours
This course is a doctoral-level seminar that introduces students to basic concepts in accounting research, and introduces students to the application of research methods in various accounting areas (e.g., financial, managerial, auditing and information systems).
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ACCT 83091  SEMINAR-SELECTED ACCOUNTING TOPICS  3 Credit Hours
(Repeatable for credit) Topics vary with each offering.
Prerequisite: doctoral standing; and special approval.
Schedule Type: Seminar
Contact Hours: 3 other
Grade Mode: Standard Letter

ACCT 83098  RESEARCH IN ACCOUNTING  3 Credit Hours
Students develop and present a paper on an original accounting research topic under the supervision of faculty members. May extend beyond the semester.
Prerequisite: doctoral standing and special approval.
Schedule Type: Research
Contact Hours: 3 other
Grade Mode: Standard Letter

ECON 12060  PERSONAL FINANCE  3 Credit Hours
Examines economic issues and problems of everyday life. Goal is to enable individuals to analyze their personal finances in order to learn how to get the most out of their income, increase income through a better understanding of possible investments, and protect what they have through selecting appropriate insurance. Topics covered include budgeting and financial planning, federal income taxes, insurance, borrowing, and investment principles and strategies.
Prerequisite: None.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 22060  PRINCIPLES OF MICROECONOMICS (KSS)  3 Credit Hours
Course covers principles and policies affecting prices, including factor incomes, under alternative market structures. Students develop tools to examine social problems, including poverty, crime, pollution and international relations.
Prerequisite: Minimum 45 ALEKS math score; or minimum 22 ACT math score; or minimum 530 SAT math score; or one course from MATH 00023 to 49999.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Kent Core Social Sciences, TAG Social and Behavioral Sciences, Transfer Module Social Sciences

ECON 22061  PRINCIPLES OF MACROECONOMICS (KSS)  3 Credit Hours
Principles and policies affecting aggregate production, consumption, investment and government expenditures. Includes role of money, the banking system, inflation, unemployment and economic growth.
Prerequisite: ECON 22060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Kent Core Social Sciences, TAG Social and Behavioral Sciences, Transfer Module Social Sciences

ECON 32025  MONEY, CREDIT AND BANKING  3 Credit Hours
Organization of our money, credit and banking system principles and problems of monetary policy. Not open to students who have completed ECON 32030.
Prerequisite: ECON 22060 and 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 32040  INTERMEDIATE MICROECONOMIC THEORY AND APPLICATIONS  3 Credit Hours
The study of individual choices under conditions of relative scarcity, and their consequences for prices and the allocation of resources in the economic system. Develops the analytical and theoretical tools pertinent in determining how scarce resources are allocated among competing wants and demonstrates how these tools are used in real world applications.
Prerequisite: ECON 22060 and 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 32041  INTERMEDIATE MACROECONOMIC THEORY AND POLICY  3 Credit Hours
Analysis of how an economy such as the United States operates from an aggregate perspective. The determination for the level of income, employment, inflation, international trade and economic growth is analyzed. Discussion of monetary and fiscal policies.
Prerequisite: ECON 22060 and 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 32050  APPLIED ECONOMETRICS I (ELR)  3 Credit Hours
The course provides an introduction to the use of statistical analysis in economics. The initial part of the course reviews relevant concepts from probability and statistics. The second course segment focuses on linear regression analysis and the properties of regression estimators. The final course segment discusses extensions of the linear model, and considers problems that may arise in application including omitted variables, nonlinearity, measurement error, sample selection, heteroscedasticity and causality. The SAS statistical software package is used throughout the course for data analysis. Over the second half of the course, students complete an empirical project which requires students to connect the course concepts to the analysis of an economic policy question in a real world data set.
Prerequisite: MATH 11012 or MATH 12002; and ECON 22060 and MIS 24056.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement
ECON 32051   APPLIED ECONOMETRICS II 3 Credit Hours
The course provides a continuation of Applied Econometrics I, extending
the basic linear regression model to data involving time varying variables
and non-linear models. The initial part of the course focuses on models
for discrete and limited dependent variables. The second course segment
addresses estimation methods for panel data including fixed and random
effects models. The final course segment provides an overview of time
series estimation with an emphasis on forecasting in economic data. The
time series segment includes components on the forecasting of trend,
seasonal and cyclical components in ARMA models.
Prerequisite: ECON 32050.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 32070   LABOR PROBLEMS 3 Credit Hours
Surveys of the major institutions, features and functioning of the labor
market as well as some of its outstanding problems. Does not count
toward economics major or minor. Not open to students who have completed ECON 42072.
Prerequisite: ECON 22060 and 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 32082   INTRODUCTION TO MANAGERIAL ECONOMICS 3 Credit
Hours
Combines economic theory and quantitative analysis to develop
resource-allocation decision-making skills which enable managers to
evaluate problems, identify possible solutions and finally implement and
monitor the best alternative to accomplish their stated objectives. Covers
such topics as supply and demand, consumer theory, production, costs,
contracts, game theory, principal-agent problems, and the basic economic
models of perfect competition, oligopoly, monopolistic, competition and
monopoly. Cannot be taken by economics majors. Not open to students
who have completed ECON 32040.
Prerequisite: ECON 22060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 32083   THE ECONOMICS OF POVERTY (DIVD) 3 Credit Hours
Nature and causes of poverty in United States. Analysis of impact of
poverty upon economy and study of measures both real and potential for
alleviating it.
Prerequisite: ECON 22060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Diversity Domestic

ECON 32084   ECONOMICS OF THE ENVIRONMENT 3 Credit Hours
Examines economic theory of environmental and resource economics in
a fashion that is understandable by students with varied backgrounds
in economics. Emphasis on microeconomic theory and its application
to environmental issues. Topics covered include "market failure" and
its impact on the environment; cost benefit analysis; and input-output
analysis. Designed for those interested in the environment or who may be
planning careers in environmental or natural sciences.
Prerequisite: ECON 22060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42050   DATA ACQUISITION, PREPARATION AND VISUALIZATION
3 Credit Hours
(Slashed with ECON 52050) Accessing and collecting data from existing
sources (databases and raw data), transformation of raw data into
formats that can be used for final analysis, techniques for presentation
and visualization of data, predictive analytics using machine learning and
cross validation. Students will perform some work in SAS but will also be
introduced to the R statistical language.
Prerequisite: MIS 24056.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42065   PROBLEMS OF MONETARY AND FISCAL POLICY 3
Credit Hours
Analysis of objectives, techniques and economic effects of monetary and
fiscal policies.
Prerequisite: ECON 32041.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42066   ECONOMICS OF ENTREPRENEURSHIP 3 Credit Hours
(Slashed with ECON 52066) This course presents a wide-ranging overview
of the place of economics in entrepreneurship, with a special focus
on how economic research is conducted to study the determinants of
entrepreneurship.
Prerequisite: ECON 22060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42068   INDUSTRIAL ORGANIZATION AND PUBLIC POLICY 3
Credit Hours
(Cross-listed with ECON 52068) Theoretical, empirical and critical
examination of structure, operation and performance of industrial
markets in American economy.
Prerequisite: ECON 32040.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42070   GAME THEORY 3 Credit Hours
Introduction to game theory and its application to economics. Analysis of
strategic behavior by economic agents using equilibrium concepts from
non-cooperative game theory.
Prerequisite: ECON 22060 and ECON 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42072   ECONOMICS OF LABOR MARKETS 3 Credit Hours
(Cross-listed with ECON 52072) The economic analysis of the decisions
of workers and firms in determination of wages and employment.
Topics include labor supply decisions, marginal productivity theory,
discrimination, demand for education, effects of trade unions,
immigration and growing wage inequality.
Prerequisite: ECON 32040.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
ECON 42075 INTERNATIONAL ECONOMIC RELATIONS 3 Credit Hours
Principles, problems and policies of international economic relations with extensive references to the United States, Western Europe, Latin America and former communist countries. Covers international aspects of interdependency, cooperation and multinational institutions.
Prerequisite: ECON 22060 and 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42076 ECONOMIC DEVELOPMENT 3 Credit Hours
(Cross-listed with ECON 52076) Analysis of nature of significance of barriers to and future potential for economic development of a nation. Special emphasis on theories and strategic factors pertaining to economic growth.
Prerequisite: ECON 22060 and 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42079 EUROPEAN ECONOMIC ISSUES 3 Credit Hours
(Slashed with ECON 52079) This course examines current economic issues in the European Union, including the monetary union and Euro, unemployment, immigration, health care, social security, poverty and inequality, and plans for expansion. The historical development and structure of the EU will also be covered and the role of cultural influences will be explored. In some semesters the course includes a required trip to visit European institutions over the Spring Break, at an additional fee.
Prerequisite: ECON 22060 and ECON 22061; and special approval.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42080 REGIONAL ECONOMICS 3 Credit Hours
(Cross-listed with ECON 52080) Examines techniques of regional economic analysis to promote understanding of interregional disparities in developed nations and suggests policy alternatives for alleviating problems arising from disparities.
Prerequisite: ECON 22060 and 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42081 URBAN ECONOMICS 3 Credit Hours
(Cross-listed with ECON 52081) Application of economic principles to urban spatial patterns, economic development and public policy in housing, transportation, pollution, welfare, etc.
Prerequisite: ECON 22060 and 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42085 PUBLIC FINANCE 3 Credit Hours
(Cross-listed with ECON 52085) Examination of public expenditure and taxation policies, including the theory of public goods, collective decision making, cost-benefit analysis, equity and efficiency aspects of taxation and current government policy issues.
Prerequisite: ECON 22060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42086 ECONOMICS OF HEALTH CARE 3 Credit Hours
(Cross-listed with ECON 52086) Overall objective is to use economic analysis to understand and evaluate what has and is happening to the health care profession and current health care policies under consideration. Topics include issues such as Medicare, health care reform, HMOs and increasing costs in health care.
Prerequisite: ECON 22060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42187 INTERNATIONAL ECONOMIC EXPERIENCE 3 Credit Hours
Firsthand exposure to international economics. Includes pre-trip orientation sessions, visits to international businesses and organizations, and opportunities for cultural activities.
Prerequisite: junior standing; and economics (ECON) major or minor; and special approval.
Schedule Type: Field Experience
Contact Hours: 9 other
Grade Mode: Standard Letter
Attributes: Writing Intensive Course

ECON 42291 SENIOR SEMINAR IN ECONOMICS (WIC) 3 Credit Hours
Advanced investigation of selected topics in economic analysis and issues in economic policy.
Prerequisite: a minimum C- grade in ECON 32050, ECON 32040 and ECON 32041.
Schedule Type: Seminar
Contact Hours: 3 other
Grade Mode: Standard Letter
Attributes: Writing Intensive Course

ECON 42292 INTERNSHIP IN ECONOMICS (ELR) 3 Credit Hours
(Repeatable for credit) Supervised practical experience in economics. May count toward the economics major electives or as a business elective. Satisfactory/unsatisfactory (S/U) graded. In-progress (IP) mark permissible.
Prerequisite: Economics (ECON) major; and a minimum cumulative 2.250 GPA; and at least two of the following courses: ECON 32050, ECON 32040 or ECON 32050; and special approval.
Schedule Type: Practicum or Internship
Contact Hours: 9 other
Grade Mode: Satisfactory/Unsatisfactory-IP
Attributes: Experiential Learning Requirement

ECON 42293 VARIABLE TOPIC WORKSHOP IN ECONOMICS 1-6 Credit Hours
(Repeated registration permitted when topic varies; repeatable for a total of 18 hours) various special workshops will be announced in the schedule of classes under this course number.
Prerequisite: Permission.
Schedule Type: Workshop
Contact Hours: 1-6 other
Grade Mode: Satisfactory/Unsatisfactory-IP
ECON 42295  SPECIAL TOPICS IN ECONOMICS  3 Credit Hours
(Repeatable for a maximum of 9 credit hours) (Cross-listed with ECON 52295) Various special topics will be announced in the schedule of classes under this course number.
Prerequisite: special approval.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 42296  INDIVIDUAL INVESTIGATION IN ECONOMICS  1-3 Credit Hours
(Repeatable for credit) Independent study done under the supervision of a faculty member. Written approval of supervising faculty member and department chair required prior to registration.
Prerequisite: Senior economics major; special approval.
Schedule Type: Individual Investigation
Contact Hours: 1-3 other
Grade Mode: Standard Letter

ECON 42297  VARIABLE TOPIC COLLOQUIUM IN ECONOMICS  1-3 Credit Hours
(repeated registration permitted when topic varies; repeatable for a total of 9 hours) various special colloquia will be announced in the schedule of classes under this number.
Prerequisite: Permission.
Schedule Type: Colloquium
Contact Hours: 1-3 other
Grade Mode: Standard Letter

ECON 42298  RESEARCH IN ECONOMICS  1-6 Credit Hours
(Repeatable for credit) Research project done under the supervision of a faculty member. Written approval of supervising faculty member and department chair required prior to registration.
Prerequisite: Senior economics major; special approval.
Schedule Type: Research
Contact Hours: 1-6 other
Grade Mode: Standard Letter-IP

ECON 42299  SENIOR PROJECT (ELR)  1-3 Credit Hours
(Repeatable for credit) Thesis or independent study project done under the supervision of a faculty member. Written approval of supervising faculty member and department chair required prior to registration.
Prerequisite: Senior economics major; special approval.
Schedule Type: Senior Project/Honors Thesis
Contact Hours: 1-3 other
Grade Mode: Standard Letter-IP
Attributes: Experiential Learning Requirement

ECON 52065  PROBLEMS OF MONETARY AND FISCAL POLICY  3 Credit Hours
Analysis of objectives, techniques and economic effects of monetary and fiscal policies.
Prerequisite: ECON 32041 or ECON 62021; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 52066  ECONOMICS OF ENTREPRENEURSHIP  3 Credit Hours
(Slashed with ECON 42066) This course presents a wide-ranging overview of the place of economics in entrepreneurship, with a special focus on how economic research is conducted to study the determinants of entrepreneurship.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 52068  INDUSTRIAL ORGANIZATION AND PUBLIC POLICY  3 Credit Hours
(Cross-listed with ECON 42068) Theoretical, empirical and critical examination of structure, operation and performance of industrial markets in American economy.
Prerequisite: Graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 52072  ECONOMICS OF LABOR MARKETS  3 Credit Hours
(Cross-listed with ECON 42072) The economic analysis of the decisions of workers and firms in determination of wages and employment. Topics include labor supply decisions, marginal productivity theory, discrimination, demand for education, effects of trade unions, immigration and growing wage inequality.
Prerequisite: ECON 32040; graduate standing; for students that did not attend Kent State University for their undergraduate degree, please contact department for approval.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 52076  ECONOMIC DEVELOPMENT  3 Credit Hours
(Cross-listed with ECON 42076) Analysis of nature and significance of barriers to and future potential for economic development of a nation. Special emphasis on theories and strategic factors pertaining to economic growth.
Prerequisite: Graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 52079  EUROPEAN ECONOMIC ISSUES  3 Credit Hours
(Slashed with ECON 42079) This course examines current economic issues in the European Issues, including the monetary union and Euro, unemployment, immigration, health care, social security, poverty and inequality, and plans for expansion. The historical development and structure of the EU are also covered and the role of cultural influences are explored. In some semesters the course includes a required trip to visit European institutions over the Spring Break, at an additional fee.
Prerequisite: graduate standing and special approval.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
ECON 52080 REGIONAL ECONOMICS 3 Credit Hours
(Cross-listed with ECON 42080) Examines techniques of regional economic analysis to promote understanding of interregional disparities in developed nations and suggests policy alternatives for alleviating problems arising from disparities.
Prerequisite: Graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 52081 URBAN ECONOMICS 3 Credit Hours
(Cross-listed with ECON 42081) Application of economic principles to urban spatial patterns, economic development, and public policy in housing, transportation, pollution, welfare, etc.
Prerequisite: Graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 52085 PUBLIC FINANCE 3 Credit Hours
(Cross-listed with ECON 42085) Examination of public expenditure and taxation policies including the theory of public goods, collective decision making, cost-benefit analysis, equity and efficiency aspects of taxation and current government policy issues.
Prerequisite: Graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 52086 ECONOMICS OF HEALTH CARE 3 Credit Hours
(Cross-listed with ECON 42086) Overall objective is to use economic analysis to understand and evaluate what has and is happening to the health care profession and current health care policies under consideration. Topics include issues such as Medicare, health care reform, HMO's and increasing costs in health care.
Prerequisite: Graduate standing and ECON 62022.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 52187 INTERNATIONAL ECONOMICS EXPERIENCE 3 Credit Hours
(Slashed with ECON 42187) Firsthand exposure to international economics. Includes pre-trip orientation sessions, visits to international business and organizations, and opportunities for cultural activities.
Prerequisite: graduate standing and special approval.
Schedule Type: Field Experience
Contact Hours: 9 other
Grade Mode: Standard Letter

ECON 52291 VARIABLE CONTENT SEMINAR IN ECONOMICS 1-4 Credit Hours
(Repeatable for a maximum of 12 credit hours) (Cross-listed with ECON 42291) Various special seminars will be announced in the schedule of classes under this course number.
Prerequisite: Special approval and graduate standing.
Schedule Type: Seminar
Contact Hours: 1-4 other
Grade Mode: Standard Letter

ECON 5293 VARIABLE TOPIC WORKSHOP IN ECONOMICS 1-6 Credit Hours
(Repeatable for a maximum of 18 credit hours) Various special workshops will be announced in the schedule of classes under this course number.
Prerequisite: Special approval and graduate standing.
Schedule Type: Workshop
Contact Hours: 1-6 other
Grade Mode: Satisfactory/Unsatisfactory

ECON 52295 SPECIAL TOPICS IN ECONOMICS 3 Credit Hours
(Repeatable for a maximum of 9 credit hours) Various special topics will be announced in the schedule of classes under this course number.
Prerequisite: Special approval and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 52297 VARIABLE TOPIC COLLOQUIUM IN ECONOMICS 1-3 Credit Hours
(Repeatable for a maximum of 9 credit hours) Various special colloquia will be announced in the schedule of classes under this number.
Prerequisite: Special approval and graduate standing.
Schedule Type: Colloquium
Contact Hours: 1-3 other
Grade Mode: Standard Letter

ECON 60199 THESIS I 2-6 Credit Hours
Repeatable for credit) Thesis students must register for a total of 6 hours, 2 to 6 hours in a single semester distributed over several semesters if desired.
Prerequisite: Graduate standing.
Schedule Type: Masters Thesis
Contact Hours: 2-6 other
Grade Mode: Satisfactory/Unsatisfactory-IP

ECON 60299 THESIS II 2 Credit Hours
Thesis students must continue registration each semester until all degree requirements are met. Graduate standing.
Prerequisite: ECON 60199.
Schedule Type: Masters Thesis
Contact Hours: 2 other
Grade Mode: Satisfactory/Unsatisfactory-IP

ECON 62010 SURVEY OF ECONOMICS 3 Credit Hours
Survey of basic economic concepts and methods of analysis of both micro- and macroeconomics. Emphasis is placed on the use and relevance of economic concepts and tools in business decision-making.
Prerequisite: Graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 62015 ECONOMICS OF INFORMATION 3 Credit Hours
Introduction to microeconomic theory and decision-making and its applications to the information economy. Overview of the economics of information. Consumer behavior and production theory; the demand for information; information as a factor of production; information costs and pricing. Case studies in the information industry.
Prerequisite: Graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
ECON 62021 GLOBAL CONDITIONS AND MACROECONOMICS POLICY  
**2 Credit Hours**
(Slashed with ECON 72021) Analysis of forces determining economic growth, employment, inflation and global economic environment with emphasis on understanding the business cycle and government stabilization policies.
**Prerequisite:** graduate standing and special approval.
**Schedule Type:** Lecture
**Contact Hours:** 2 lecture
**Grade Mode:** Standard Letter

ECON 62022 MANAGERIAL ECONOMICS  
**2 Credit Hours**
(Slashed with ECON 72022) Uses economic theory and quantitative methodologies to develop decision-making skills which enable managers of local, national and multinational companies to evaluate problems and allocate resources efficiently.
**Prerequisite:** graduate standing; and special approval.
**Schedule Type:** Lecture
**Contact Hours:** 2 lecture
**Grade Mode:** Standard Letter

ECON 62050 MICROECONOMIC THEORY I  
**3 Credit Hours**
(Slashed with ECON 72050) Comprehensive analysis of methodology of economics, consumer behavior production and costs the firm, markets and welfare economics.
**Prerequisite:** ECON 62022 (It would be useful if the student had some facility in integral and differential calculus); and graduate standing.
**Schedule Type:** Lecture
**Contact Hours:** 3 lecture
**Grade Mode:** Standard Letter

ECON 62051 MACROECONOMIC THEORY I  
**3 Credit Hours**
(Slashed with ECON 72051) Analysis of the determination of the level of income, employment inflation economic growth consumption investment money demand and supply the international sector and economic policy are discussed.
**Prerequisite:** ECON 62021; ECON 62022; and graduate standing.
**Schedule Type:** Lecture
**Contact Hours:** 3 lecture
**Grade Mode:** Standard Letter

ECON 62054 ECONOMETRICS I  
**3 Credit Hours**
(Slashed with ECON 72054) Introduction to problems and methods of the empirical estimation of economic relationships.
**Prerequisite:** Graduate standing.
**Schedule Type:** Lecture
**Contact Hours:** 3 lecture
**Grade Mode:** Standard Letter

ECON 62055 ECONOMETRICS II  
**3 Credit Hours**
(Slashed with ECON 72055) Covers generalized linear regression, mixed estimation, simultaneous equation systems, their identification and estimation by single equation and systems estimation.
**Prerequisite:** ECON 62054 and graduate standing.
**Schedule Type:** Lecture
**Contact Hours:** 3 lecture
**Grade Mode:** Standard Letter

ECON 62056 TIME SERIES ANALYSIS  
**3 Credit Hours**
Covers various linear and non-linear time series models, market risk and value at risk (VAR). Students will gain hands-on experience with all models learned in the course. This course uses advanced analytical software and hardware on the financial engineering trading floor.
**Prerequisite:** Special approval of instructor and graduate standing.
**Schedule Type:** Lecture
**Contact Hours:** 3 lecture
**Grade Mode:** Standard Letter

ECON 62061 MONETARY THEORY AND POLICY  
**3 Credit Hours**
(Slashed with ECON 72061) A study of the nature and definition of money, its relationship to prices, output, employment, and interest rates and problems related to the conduct of monetary policy.
**Prerequisite:** ECON 62021; graduate standing.
**Schedule Type:** Lecture
**Contact Hours:** 3 lecture
**Grade Mode:** Standard Letter

ECON 62075 INTERNATIONAL TRADE  
**3 Credit Hours**
(Slashed with ECON 72075) Study of modern international trade theory and policy, including free trade areas, international trade organizations, current issues in international trade and the effect of international trade on domestic policy.
**Prerequisite:** ECON 62021 and ECON 62022; and graduate standing.
**Schedule Type:** Lecture
**Contact Hours:** 3 lecture
**Grade Mode:** Standard Letter

ECON 62076 INTERNATIONAL FINANCE  
**3 Credit Hours**
(Slashed with ECON 72076) Study of the international monetary relations between nations, including the determination of exchange rates, managed exchange rate policies, balance of payments crises, optimum currency areas, and international capital flows.
**Prerequisite:** ECON 62021; graduate standing.
**Schedule Type:** Lecture
**Contact Hours:** 3 lecture
**Grade Mode:** Standard Letter

ECON 62077 ECONOMIC PROBLEMS OF DEVELOPING AREAS  
**3 Credit Hours**
In-depth analysis of selected topics and issues in development economics. Graduate standing.
**Prerequisite:** ECON 52076.
**Schedule Type:** Lecture
**Contact Hours:** 3 lecture
**Grade Mode:** Standard Letter
ECON 62092 INTERNSHIP IN ECONOMICS 3 Credit Hours (Repeatable for credit) Supervised practical experience in economics. Students must have a minimum 3.00 GPA in the economics major within the MAE degree and completed 4 courses from the MAE.
Prerequisite: Admitted to the Master of Arts in Economics program; special approval.
Schedule Type: Practicum or Internship
Contact Hours: 3 other
Grade Mode: Satisfactory/Unsatisfactory

ECON 62095 SPECIAL TOPICS IN ECONOMICS 3 Credit Hours (Repeatable 3 times for credit) Various special topics will be announced in the Schedule of Classes under this course number.
Prerequisite: special approval and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 62096 INDEPENDENT STUDY 1-3 Credit Hours (Repeatable for credit) Independent study on a particular project or sequence of subjects. Maximum of 6 semester hours of work may be earned in independent study although no more than 3 hours in any one semester.
Prerequisite: Special approval and graduate standing.
Schedule Type: Individual Investigation
Contact Hours: 1-3 other
Grade Mode: Standard Letter-IP

ECON 62098 RESEARCH 1-15 Credit Hours (Repeatable for credit) Research for master’s students. May apply toward degree requirements if approved in advance by department.
Prerequisite: Graduate standing.
Schedule Type: Research
Contact Hours: 1-15 other
Grade Mode: Standard Letter-IP

ECON 62180 REGIONAL ECONOMICS 3 Credit Hours Examines techniques of regional economic analysis with the object of promoting understanding of interregional disparities in developed nations and policies for alleviating problems arising from disparities.
Prerequisite: Graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 62199 THESIS I 2-6 Credit Hours Thesis students must register for total of 6 hours, 2 to 6 hours in a single semester, distributed over several semesters if desired.
Prerequisite: Special approval of adviser and graduate standing.
Schedule Type: Masters Thesis
Contact Hours: 2-6 other
Grade Mode: Satisfactory/Unsatisfactory-IP

ECON 62299 THESIS II 2 Credit Hours Thesis students must continue registration each semester until all degree requirements are met.
Prerequisite: ECON 62199 and graduate standing.
Schedule Type: Masters Thesis
Contact Hours: 2 other
Grade Mode: Satisfactory/Unsatisfactory-IP

ECON 64004 QUANTITATIVE METHODS IN BUSINESS ADMINISTRATION I 3 Credit Hours (Slashed with ECON 74004) Introduction to fundamentals of matrix algebra, differential calculus and linear programming. Both algebraic and transcendental functions are included in discussion.
Prerequisite: Graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 72021 GLOBAL CONDITIONS AND MACROECONOMIC POLICY ANALYSIS 2 Credit Hours (Slashed with ECON 62021) Analysis of forces determining economic growth, employment, inflation and global economic environment with emphasis on understanding the business cycle and government stabilization policies.
Prerequisite: Doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

ECON 72022 MANAGERIAL ECONOMICS 2 Credit Hours (Slashed with ECON 62022) Uses economic theory and quantitative methodologies to develop decision-making skills which enable managers to evaluate problems and allocate resources efficiently.
Prerequisite: Doctoral standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

ECON 72050 MICROECONOMIC THEORY I 3 Credit Hours (Slashed with ECON 62050) Comprehensive analysis of methodology of economics, consumer behavior, production and costs, the firm, markets and welfare economics. It would be useful if the student had some facility in integral and differential calculus.
Prerequisite: ECON 62022; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 72051 MACROECONOMIC THEORY I 3 Credit Hours (Slashed with ECON 62051) Analysis of the determination of the level of income, employment, inflation, economic growth, consumption, investment, money demand and supply, the international sector and economic policy are discussed.
Prerequisite: ECON 62021; ECON 62022; doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 72054 ECONOMETRICS I 3 Credit Hours (Slashed with ECON 62054) Introduction to problems and methods of the empirical estimation of economic relationships.
Prerequisite: Doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
ECON 72055 ECONOMETRICS II 3 Credit Hours
(Required with ECON 62055) Covers generalized linear regression, mixed estimation, simultaneous equation systems, their identification and estimation by single equation and systems estimation.
Prerequisite: ECON 62054; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ECON 82072 ECONOMICS OF LABOR MARKETS 3 Credit Hours
The economic analysis of the decisions of workers and firms in determination of wages and employment. Topics include labor supply decisions, marginal productivity theory, discrimination, demand for education, effects of trade unions, immigration and wage inequality.
Prerequisite: ECON 32040 or ECON 62022; and ECON 62054 or BAD 84023; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

Department of Finance
Finance (FIN)
FIN 26074 LEGAL ENVIRONMENT OF BUSINESS 3 Credit Hours
(Equivalent to BMRT 21000) Coverage of the nature, structure and significance of the legal and regulatory areas which confront business, with special emphasis on business ethics environmental and international issues.
Prerequisite: sophomore standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 26085 INTRODUCTION TO FINANCIAL MODELING 1 Credit Hour
Introduces students to financial modeling using both basic and advanced features in Microsoft Excel. Students will learn how to create and analyze databases for portfolios and other projects. Students will learn commands for statistical analysis and financial functions.
Prerequisite: a cumulative 2.500 GPA; and MIS 24053.
Schedule Type: Lecture
Contact Hours: 1 lecture
Grade Mode: Standard Letter
FIN 36040 PERSONAL FINANCIAL PLANNING 3 Credit Hours
This course examines basic personal financial planning and investment strategies with the goal of increasing personal financial literacy and future individual well-being. The course provides a foundation for understanding financial decisions and making informed choices. Does not fulfill a requirement leading to a Finance (FIN) major or minor. Students cannot earn graduation credit for both FIN 36040 and FIN 36063.
Prerequisite: cumulative 2.500 GPA; and junior status.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 36051 THE FINANCIAL SYSTEM 3 Credit Hours
Analysis of financial markets and institutions emphasizing current issues, regulatory aspects, and management concerns. This is a fundamental course for business majors and minors.
Prerequisite: Minimum 2.500 overall GPA; and ACCT 23020 or ACTT 11000; and ECON 22060 or HONR 21197.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 36053 BUSINESS FINANCE 3 Credit Hours
Introductory finance course analyzing the basic financial decisions of corporations and the interface of the firm with capital markets. Students discuss stocks, bonds, the time value of money, risk versus return and the essentials of capital budgeting.
Prerequisite: Minimum 2.500 overall GPA; and ACCT 23020 or ACTT 11000; and ECON 22060 or HONR 21197; and ECON 22061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 36054 INTERMEDIATE CORPORATE FINANCE 3 Credit Hours
Treatment of financial decision making processes in businesses. Overview of cost of capital, capital budgeting, capital structure, and working capital management.
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major or minor; and minimum C (2.000) grade in FIN 36053, ENG 21011 (or HONR 10297), COMM 15000 and MATH 11010 (or MATH 10774 or MATH 10775).
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 36059 INTERMEDIATE INVESTMENTS 3 Credit Hours
Discussion of factors determining the value of investment securities with attention to economic, regulatory, and global influences. Either this course or FIN 36063, but not both, can count as an elective in a College of Business Administration program.
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major or minor; and a minimum C (2.000) grade in FIN 36053, ENG 21011 (or HONR 10297), COMM 15000 and MATH 11010 (or MATH 10774 or MATH 10775).
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 36061 PRINCIPLES OF REAL ESTATE 3 Credit Hours
Principles and practices of real estate, real estate laws, contractual instruments, valuation, financing and markets in commercial and residential real estate.
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major or minor; and a minimum C grade in FIN 36053.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 36063 INDIVIDUAL INVESTMENT STRATEGIES 3 Credit Hours
The course examines more advanced strategies for personal investing in stocks, bonds, insurance, real estate, and alternative investments. Not open to Finance majors or minors; does not fulfill a requirement leading to a Finance (FIN) major or minor. Students cannot earn graduation credit for both FIN 36040 and FIN 36063. Not open to Finance majors or minors.
Prerequisite: a cumulative 2.500 GPA; and junior standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 36072 LAW OF COMMERCIAL TRANSACTIONS 3 Credit Hours
Introduction to real and personal property, commercial paper, agency law, business organizations, bankruptcy, secured transactions and other related areas of business law. Primarily for accounting majors.
Prerequisite: cumulative 2.500 GPA; and FIN 26074 or BMRT 21000; not open to finance (FIN) majors.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 36081 PRINCIPLES OF INSURANCE 3 Credit Hours
Examination of insurance industry, its regulatory environment and insurance contracts. Life and health insurance as well as property and liability insurance are covered.
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major or minor; and a minimum C grade in FIN 36053.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 36085 ADVANCED FINANCIAL MODELING 3 Credit Hours
Provides students experience with advanced Excel and VBA programming.
Prerequisite: a cumulative 2.500 GPA; and Finance (FIN) major or minor; and a minimum C grade in FIN 26085, FIN 36053, ENG 21011 (or HONR 10297), COMM 15000; and MATH 11010 (or MATH 10774 or MATH 10775).
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
FIN 36280  STUDENT MANAGED INVESTMENT FUND JUNIOR OFFICER  
1 Credit Hour  
(Repeatable for credit) This course is for Junior Officers in the Student Managed Investment Fund (SMIF). It examines the issues involved in the management and investment strategies of a portfolio of financial assets. Junior Officers research prospective investments, generate reports, and make decisions to invest or liquidate. Any recommendation to buy, sell, or retain a position in a security is presented to all student team members and to the instructor. Oral presentations are required. Requires special permission from the department chair. Students in the Finance major or minor may repeat this course up to a maximum of 3 credits. Course credits count toward general electives, not major electives.  
Prerequisite: Finance (FIN) major or minor; and special approval.  
Schedule Type: Lecture  
Contact Hours: 1 lecture  
Grade Mode: Standard Letter  

FIN 46054  FINANCIAL RISK MANAGEMENT  
3 Credit Hours  
Understanding techniques and financial tools used in managing financial risk. Analysis of contracts (options, forwards, futures) undertaken in the context of financial regulation and ethical practices within the financial marketplace.  
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major or minor; and a minimum C grade in FIN 36053.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter  

FIN 46055  ADVANCED DERIVATIVE SECURITIES  
3 Credit Hours  
Comprehensive analysis of derivatives securities markets and their role in the financial system. Valuation methods, advanced hedging, arbitration techniques and the regulatory environment.  
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major or minor; and FIN 36059.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter  

FIN 46059  FINANCIAL POLICY (ELR) (WIC)  
3 Credit Hours  
Capstone course in finance with emphasis on financial policies and strategic financial decision making with respect to both short-term and long-term financial management problems.  
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major; and FIN 36054; and MIS 24056 or MATH 10041.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter  
Attributes: Experiential Learning Requirement, Writing Intensive Course  

FIN 46064  INTERNATIONAL BUSINESS FINANCE  
3 Credit Hours  
Management of the finance function of an international company, including foreign exchange exposure management, foreign investment, short term and long term capital management, and international accounting and taxation.  
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major or minor or International Business minor; and a minimum C grade in FIN 36053.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter  
Attributes: Experiential Learning Requirement  

FIN 46067  ADVANCED PORTFOLIO ANALYSIS  
3 Credit Hours  
Examines the principles, methods, and techniques of portfolio analysis with emphasis on determination of portfolio risks and returns. The political, ethical, and global forces affecting asset risks and returns are evaluated.  
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major or minor; and FIN 36051 and FIN 36059.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter  

FIN 46068  COMMERCIAL BANK MANAGEMENT  
3 Credit Hours  
Financial management techniques applied to commercial banks. Focus on management of liquidity, investment and loan portfolios and capital structure.  
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major or minor; and FIN 36051; and FIN 36054 or FIN 36059.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter  

FIN 46067  INTERNATIONAL FINANCE EXPERIENCE  
3 Credit Hours  
(Slashed with FIN 56087) Firsthand exposure to international businesses and organizations generally relating to business and specifically relating to finance. Includes pre-trip orientation sessions, visits to international businesses and organizations, and opportunities for cultural activities. 500 GPA; and ECON 22060; and special approval  
Prerequisite: sophomore standing in the College of Business Administration; and a cumulative 2.  
Schedule Type: Field Experience  
Contact Hours: 9 other  
Grade Mode: Standard Letter  

FIN 46096  INDIVIDUAL INVESTIGATION IN FINANCE  
1-3 Credit Hours  
(Repeatable for credit) Opportunity for research in problem areas of interest in field of finance. Agreement of faculty member in the department must be secured prior to registering for course.  
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major and special approval.  
Schedule Type: Individual Investigation  
Contact Hours: 1-3 other  
Grade Mode: Standard Letter  

FIN 46192  INTERNSHIP IN FINANCE (ELR)  
3 Credit Hours  
(Repeatable for credit) An internship for finance majors interested in obtaining career-relevant experience. Students and employers must satisfy criteria established by the department. Students are responsible for securing employment.  
Prerequisite: cumulative 2.500 GPA; and Finance (FIN) major; and FIN 36051; and FIN 36054 or FIN 36059; and special approval.  
Schedule Type: Practicum or Internship  
Contact Hours: 9 other  
Grade Mode: Standard Letter  
Attributes: Experiential Learning Requirement
FIN 46280 STUDENT MANAGED INVESTMENT FUND SENIOR OFFICE 3 Credit Hours
(Repeatable for credit) This course is for Senior Officers in the Student Managed Investment Fund (SMIF). It examines the issues involved in the management and investment strategies of a portfolio of financial assets. It focuses on asset allocation, portfolio monitoring and evaluation, portfolio rebalancing, and investment analysis under the supervision of the instructor. Senior Officers are responsible for leading meetings, preparing and presenting the annual report, reviewing performance, making trades, monitoring risk, providing the economic report, and ensuring a smooth flow of operations. Oral presentations are required. Requires special permission from the department chair. Students in the Finance major or minor may repeat this course for a maximum of 6 credits. Course credits count toward general electives when taken for the first time. Course credits can count toward general electives or major electives if taken for the second time.
Prerequisite: Finance (FIN) major or minor; and special approval.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 46295 FINANCE SPECIAL TOPICS 3 Credit Hours
(Repeatable for credit) Deal with special topics in finance. New subjects not covered in other existing courses.
Prerequisite: Finance (FIN) major and minimum 2.500 cumulative GPA and FIN 36053 and senior standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 56087 INTERNATIONAL FINANCE EXPERIENCE 3 Credit Hours
(Slashed with FIN 46087) Firsthand exposure to international businesses and organizations generally relating to business and specifically relating to finance. Includes pre-trip orientation sessions, visits to international businesses and organizations, and opportunities for cultural activities.
Prerequisite: graduate standing in the College of Business Administration; and special approval.
Schedule Type: Field Experience
Contact Hours: 9 other
Grade Mode: Standard Letter

FIN 66050 LAW AND ETHICS 2 Credit Hours
This course is an overview of laws and regulations with related ethical impacts affecting business management.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

FIN 66060 MANAGERIAL FINANCE 2 Credit Hours
Study of managerial decisions of the firm from a financial point of view. Topics include valuation, project analysis, and sources and uses of funds.
Prerequisite: ACCT 63037; and ACCT 63038; and ECON 62021; and graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

FIN 66061 FINANCIAL MANAGEMENT I 3 Credit Hours
(Cross-listed with FIN 66061) Study of financial decision-making processes within a firm. Emphasis on applications and strategic planning in investment, financing, dividend and working capital decisions.
Prerequisite: ACCT 63037 and 63038; ECON 62021; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 66062 FINANCIAL MANAGEMENT II 3 Credit Hours
(Cross-listed with FIN 76062) Advanced treatment of financial topics with focus on current issues of strategic importance. Case and project intensive.
Prerequisite: FIN 66061 or 76061; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 66063 FINANCIAL MARKETS AND INSTITUTIONS 3 Credit Hours
(Cross-listed with FIN 76063) Study of money and capital markets and institutions and their managerial and environmental problems, including regulation and supervision by government.
Prerequisite: FIN 66061 or 76061; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 66064 INTERNATIONAL FINANCIAL MANAGEMENT 3 Credit Hours
(Cross-listed with FIN 76064) Problems facing financial management of multinational firms including environmental problems, organizing for optimal results, sources and uses of funds, accounting, tax and control problems.
Prerequisite: FIN 66061 or 76061; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 66066 ADVANCED SECURITY AND INVESTMENT THEORY 3 Credit Hours
(Cross-listed with FIN 76066) Integrated investment analysis with portfolio analysis and management. Coverage of the leading portfolio and capital asset models.
Prerequisite: FIN 66061 and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 66069 REAL ESTATE 3 Credit Hours
A study of real estate valuation, financing, investment and brokerage. Emphasis is in both theoretical and pragmatic terms with regard to land use and development.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
FIN 66075  LEGAL ASPECTS OF FINANCIAL ENGINEERING  3 Credit Hours
Coverage of the legal, regulatory and compliance aspects of derivative use and the current legal standing of derivatives and regulatory issues associated with derivatives. Issues of risk measurement and risk transparency of derivatives markets and disclosure issues are covered.
Prerequisite: FIN 66080 and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 66080  DERIVATIVES I  3 Credit Hours
An introduction to the theory and practice of pricing and hedging of derivative securities. Coverage of equity and index, foreign currency, commodity and interest-rate derivatives. Basic mathematical concepts and the institutional structure of derivative markets discussed. This course uses advanced trading and analytical software and hardware on the financial engineering trading floor.
Prerequisite: Graduate standing.
Corequisite: BAD 66061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 66081  DERIVATIVES II  3 Credit Hours
(Cross-listed with FIN 76081) Coverage of exotic options, discrete and continuous pricing models, and pricing techniques. Develops the economic foundations of the theory of derivatives and a mathematical toolkit to analyze standard instruments and 'dissect' exotic ones. This course uses advanced trading and analytical software and hardware on the financial engineering trading floor.
Prerequisite: FIN 66080 and BAD 66061 and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 66084  FINANCIAL ENGINEERING  3 Credit Hours
(Cross-listed with FIN 76084) Coverage of VaR, hedging techniques, synthetic assets and volatility trading are covered. Risk management and risk control models are covered. Surveys, standard approaches to measuring and modeling financial risk from the risk manager perspective. This course uses advanced trading and analytical software and hardware on the financial engineering trading floor.
Prerequisite: FIN 66080 and BAD 66061 and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 66085  FIXED INCOME MARKETS  3 Credit Hours
(Cross-listed with FIN 76085) Provides a quantitative approach to fixed income instrument use. Covers the mathematics of bond pricing, term structure analysis and pricing of credit risk. Trees and Monte Carlo methods of valuation are presented. This course uses advanced trading and analytical software and hardware on the financial engineering trading floor.
Prerequisite: FIN 66080 and BAD 66061 and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 76061  FINANCIAL MANAGEMENT I  3 Credit Hours
(Cross-listed with FIN 76061) Study of financial decision-making processes within a firm. Emphasis on applications and strategic planning in investment, financing, dividend and working capital decisions.
Prerequisite: ACCT 63037 and 63038; ECON 62021; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 76062  FINANCIAL MANAGEMENT II  3 Credit Hours
(Cross-listed with FIN 66062) Advanced treatment of financial topics with focus on current issues of strategic importance. Case and project intensive.
Prerequisite: FIN 66061 or 76061; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 76063  FINANCIAL MARKETS AND INSTITUTIONS  3 Credit Hours
(Cross-listed with FIN 66063) Advanced treatment of financial topics with focus on current issues of strategic importance. Case and project intensive.
Prerequisite: FIN 66061 or 76061; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 76064  INTERNATIONAL FINANCIAL MANAGEMENT  3 Credit Hours
(Cross-listed with FIN 66064) Problems facing financial management of multinational firms including environmental problems, organizing for optimal results, sources and uses of funds, accounting, tax and control problems.
Prerequisite: FIN 66061 or 76061; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 76066  ADVANCED SECURITY AND INVESTMENT THEORY  3 Credit Hours
(Cross-listed with FIN 66066) Integrated investment analysis with portfolio analysis and management. Coverage of the leading portfolio and capital asset models.
Prerequisite: FIN 66061 or 76061; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

FIN 76081  DERIVATIVES II  3 Credit Hours
(Cross-listed with FIN 66081) Coverage of exotic options, discrete and continuous pricing models, and pricing techniques. Develops the economic foundations of the theory of derivatives and a mathematical toolkit to analyze standard instruments and 'dissect' exotic ones. This course uses advanced trading and analytical software and hardware on the financial engineering trading floor.
Prerequisite: FIN 66080 and BAD 66061 and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Department of Management and Information Systems

Management and Information Systems (MIS)

MIS 24053  INTRODUCTION TO COMPUTER APPLICATIONS  3 Credit Hours
(Equivalent to IT 11000) Develop competency in the operation of contemporary software and hardware applications. To develop an appreciation for the contribution of computers, software and the Internet to society.
Prerequisite: None.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: TAG Business

MIS 24056  BUSINESS ANALYTICS I  3 Credit Hours
(Equivalent to BMRT 21004) Introduction to concepts in statistical methods and their applications to real world problems. Examines both the theoretical and practical side of the different methods.
Prerequisite: MATH 11010 or MATH 11012 or MATH 12002.
Schedule Type: Laboratory, Lecture, Combined Lecture and Lab
Contact Hours: 2 lecture, 2 lab
Grade Mode: Standard Letter

MIS 24065  WEB PROGRAMMING  3 Credit Hours
Principles of visual design as applied to Web site interface development. The course exposes students to the basics of programming and relational database and how to develop a Web-based database driven interactive information system.
Prerequisite: MIS 24053.
Schedule Type: Lecture
Contact Hours: 2 lecture, 1 lab
Grade Mode: Standard Letter

MIS 24093  VARIABLE TITLE WORKSHOP IN MANAGEMENT AND INFORMATION SYSTEMS  1-6 Credit Hours
(Repeatable for credit) Special workshop in management and information systems. Credits depend on scope of project.
Prerequisite: Permission.
Schedule Type: Workshop
Contact Hours: 1-6 other
Grade Mode: Satisfactory/Unsatisfactory

MIS 24163  PRINCIPLES OF MANAGEMENT  3 Credit Hours
(Equivalent to BMRT 11009) Introductory course in management and organizational design. The leading contributions in the area are reviewed and practical implications are developed. The course covers the principles that most management professors have come to expect in an introductory course: planning, organizing, leading, and controlling. In addition, the students need to be aware of critical issues managers must be aware of to succeed: diversity, globalization, ethics, technology, sustainability among them. The course serves as an introduction to many upper level business courses.
Prerequisite: Minimum sophomore standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34032 DATA AND FILE TECHNOLOGY  3 Credit Hours
An introduction to file architecture and data base management systems. The application of these technologies is detailed.
Prerequisite: MIS 24060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34036 ENTERPRISE SYSTEMS AND BUSINESS PROCESSES  3 Credit Hours
Prerequisite: minimum cumulative 2.500 GPA; and MIS 24053 with a minimum C (2.000) grade; and MIS 24065.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34045 SMALL SYSTEMS TECHNOLOGY  3 Credit Hours
An examination of the role of small computer systems within an organization's information systems environment.
Prerequisite: MIS 24060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34053 DATA INTEGRATION  3 Credit Hours
This course mixes concepts of data and information with hands-on applications with popular business software and the migration of the information to the Internet as well as Intranets. This course is only open to CIS minors. CIS majors will not receive credit.
Prerequisite: MIS 24060; not open to computer information systems (CIS) majors.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34054 USING INFORMATION SYSTEMS FOR SOLVING BUSINESS PROBLEMS  3 Credit Hours
Examine key concepts about information systems that are relevant for business managers. The focus will be on promoting an understanding of the use of IS in solving business problems. There will also be hands-on assignments. Course not open to computer information systems (CIS) majors.
Prerequisite: Cumulative 2.500 GPA; and MIS 24053 or COMT 11000.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34055 COMPUTER DECISION MODELING  3 Credit Hours
Introduces students to the scientific decision-making tools of operations research and management science, and also to the use of spreadsheet modeling for problem formulation and solution without the need for mathematics. The concepts of modeling and better decision making are stressed along with illustrations from the various functional areas of business. Course not open to computer information systems (CIS) majors.
Prerequisite: Cumulative 2.500 GPA; and MIS 24053 or COMT 11000; and MIS 24056 or MATH 10041 or BMRT 21004.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34059 SERVICE OPERATIONS MANAGEMENT  3 Credit Hours
Provide students with the concepts and tools necessary to effectively manage service operations and to prepare students for management opportunities in service firms that represent the fastest-growing sector of the economy. The service management will be presented from an integrated viewpoint with a focus on customer satisfaction. The course materials are organized around four modules (1) understanding services (2) designing the service enterprise, (3) managing service operations and (4) toward world class-service.
Prerequisite: Cumulative 2.500 GPA and MIS 34060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34060 OPERATIONS MANAGEMENT  3 Credit Hours
A survey course in operations management that covers the managerial concepts and the quantitative tools used in the design, planning operation and control of operations systems.
Prerequisite: MIS 24053 or COMT 11000; and MIS 24056 or MATH 10041 or BMRT 21004.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34064 MANUFACTURING RESOURCE PLANNING  3 Credit Hours
Introduce students to the basic tools operations managers use to inform their decisions on a daily basis. The course involves hands-on coverage of manufacturing resource planning tools, including forecasting and master production schedules, bill of materials structuring, order entry and purchasing, capacity requirements planning, routing, costing, customer service, shipping, invoicing and using an enterprise resource planning (ERP) software.
Prerequisite: Cumulative 2.500 GPA; and MIS 34060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34065 QUALITY ASSURANCE  3 Credit Hours
Introduction to importance of quality assurance and tools used to accomplish better quality in goods and services. Topics TQM, Six Sigma, quality philosophies, sampling plans and statistical process control, ISO, quality competition and awards.
Prerequisite: Cumulative 2.500 GPA; and MIS 34060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34066 SYSTEMS ANALYSIS AND DESIGN  3 Credit Hours
This is an introductory course in Systems Analysis and Design. Students will be presented with the concepts, techniques, and methodologies that are required for the successful development of information systems. Application of methods and concepts to real-world problems will be emphasized.
Prerequisite: minimum cumulative 2.500 GPA; and MIS 24053 or COMT 11000 with a minimum grade of C (2.000); and minimum C (2.000) grade in MIS 24065, ENG 21011, COMM 15000 and MATH 11010.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34070  PROGRAMMING THEORY AND APPLICATIONS  3 Credit Hours
Programming in a strongly-typed language environment with an
emphasis on problem-solving.
Prerequisite: minimum cumulative 2.500 GPA; and MIS 24053 with a
minimum C (2.000) grade; and MIS 24065 with a minimum C (2.000)
grade.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 34080  COMPUTER PROGRAMMING FOR BUSINESS I  3 Credit Hours
Introduces a programming language currently used in business and
industry for data processing, decision making and other information
systems applications.
Prerequisite: MIS 34070.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 34092  PRACTICUM IN CAREER DEVELOPMENT (ELR)  3 Credit Hours
In-depth training and development course designed to prepare students
for resume presentation, job search, interviewing, participation in the
internship and career launching.
Prerequisite: minimum 2.500 cumulative GPA; and junior standing.
Schedule Type: Lecture, Practicum or Internship
Contact Hours: 1 lecture, 2 other
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement

MIS 34156  BUSINESS ANALYTICS II  3 Credit Hours
This course provides an introduction and application of business
analytics to real-world problems. Specifically, students are exposed
to methods and models that allows business users to make better
decisions based on data. We discuss methods for collecting, cleaning,
and visualizing data, linear, non-linear, and optimization models to help
decision makers choose the best decision, and some advanced forms
of modeling. The goal of this course is for students to be exposed to
esential topics in business analytics, and to apply these techniques to
real-world problems.
Prerequisite: BMRT 21004 or MATH 10041 or MIS 24056.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 34157  INTRODUCTION TO HEALTHCARE SYSTEMS MANAGEMENT  3 Credit Hours
Provides an overview of the management, economic and policy issues
facing the healthcare, pharmaceutical, biotechnology and medical device
industries. The course perspective is global, with emphasis on the U.S. as
the largest and most profitable market.
Prerequisite: none.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 34158  MANAGERIAL AND TECHNOLOGICAL ASPECTS OF
HEALTHCARE SYSTEMS MANAGEMENT  3 Credit Hours
Introduce the main components of health care information technology,
with emphasis on the components that distinguish the health care
delivery system from other business enterprises. Prepares students
as clinical managers and consultants who must rely upon or manage
information technology to accomplish their objectives.
Prerequisite: MIS 34157.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 34159  MANAGING HEALTHCARE SYSTEMS OPERATIONS  3 Credit Hours
Operational process management, cost-control and productivity is critical
to cost-effective healthcare. Covers topics in improving operations
such as patient flow, quality (concepts and mechanics) and process
improvement. Students become familiar with methods and resources
for implementing change in a health care setting, such as a hospital or
outpatient clinic. Provides skills to assess current hospital operations
and to identify the appropriate tools to address various functional areas,
useful for managers, consultants, clinical providers and others. Process
improvement methods such as lean thinking, six sigma, statistical tools,
flowcharting, queuing models and other tools are covered. Health care
settings beyond the hospital, such as outpatient clinics, are included.
Prerequisite: MIS 34157.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 34164  ORGANIZATIONAL MENTORING  3 Credit Hours
Course promotes leadership development through the study of leadership
principles, styles, and role models. Students will learn through class
lecture and discussion as well as hand-on leadership experience in
Exploring Business Interactive Business Seminars (i.e., business
labs). Students will work with course instructor to develop a personal
leadership plan.
Prerequisite: BUS 10123; and overall 2.500 GPA; and special approval.
Schedule Type: Laboratory, Lecture, Combined Lecture and Lab
Contact Hours: 2 lecture, 2 lab
Grade Mode: Standard Letter

MIS 34165  DYNAMICS OF LEADERSHIP  3 Credit Hours
This course discusses management and leadership concepts and does
so by blending theory and practice. The courses uses case studies,
practical application approaches, personal assessment and provides
opportunities for students to develop individual and group leadership
skills. In addition, many organizational behavior concepts are blended
throughout the course. Students that have already passed MIS 34175 will
not receive graduation credit for MIS 34165.
Prerequisite: MIS 24163 or BMRT 11009.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 34175 LEARNING TO LEAD 3 Credit Hours
This is a hands-on learning and leadership course. Classroom time occurs over 4 days at a residential camp before the semester begins. Students learn about leadership from professors, experts in the field, and each other through interactive discussions and activities. During the semester students continue their leadership development working with a personal mentor, and practice their skills through community service projects.
Prerequisite: special approval.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 34180 HUMAN RESOURCE MANAGEMENT 3 Credit Hours
Focuses on the importance of the management of human resources for any organization, its employees, customers, shareholders, and the community where it is located. The topic helps students understand the important issues that derive from managing people at work and the changing environment organizations face. Students will learn the integral role human resources management plays to the success or failure of an organization. Both practical and theoretical perspectives are presented.
Prerequisite: Cumulative 2.500 GPA; and MIS 24163 or BMRT 11009.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 34185 INDIVIDUAL AND GROUP BEHAVIOR IN ORGANIZATIONS 3 Credit Hours
Determinants of individual and group behavior within work organizations. Topics covered include motivation, job design, learning, decision making, leadership and group behavior as they relate to performance and other outcomes in work organizations.
Prerequisite: MIS 24163 or BMRT 11009.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 34187 INTERNATIONAL EXPERIENCE IN HUMAN RESOURCE MANAGEMENT 3 Credit Hours
Guided introduction to applied Human Resource Management in another culture by examining opportunities and challenges. Via select company tours, tour of historical sites and meetings with management from local companies as well as U.S. companies doing business in foreign countries, students will be exposed to the current HR functions and practices in a foreign country, such as selecting and managing a workforce, compliance with the employment laws, employee training and development, expatriation repatriation, performance management, and compensation issues.
Prerequisite: a minimum C grade in either MIS 34180 or BMRT 31006; and minimum 2.520 overall GPA; and sophomore standing; and special approval.
Schedule Type: Field Experience
Contact Hours: 9 other
Grade Mode: Standard Letter

MIS 34280 ORGANIZATIONAL CHANGE MANAGEMENT 3 Credit Hours
This course focuses on understanding the processes and challenges involved in responsible organizational change management. The course will provide students a blend of both research and best practice professional applications.
Prerequisite: MIS 24163 or BMRT 11009; and overall 2.500 GPA.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44007 PROJECT MANAGEMENT AND TEAM DYNAMICS 3 Credit Hours
Overview of the principles, tools, and techniques of project management in organizations, with emphasis on practical aspects of initiating, planning, executing, and costing information systems related projects. Practical examples of computer information systems projects will be used to illustrate these principles and techniques.
Prerequisite: minimum cumulative 2.500 GPA; and MIS 24053 with a minimum C (2.000) grade; and MIS 24065.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44009 THE BUSINESS CASE FOR SUSTAINABILITY 3 Credit Hours
The course lays the foundation for sustainable development and the balance issues between economic, social and environmental interests. It frames the business enterprise within the natural and social environments, and surveys a variety of intersection points and the challenges they pose. Systems thinking and long term perspective are used to understand the potential consequences of organizational choices regarding goals and strategies, given consideration of how the natural environment increasingly drives the business environment.
Prerequisite: minimum overall 2.500 GPA; and junior standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44033 ADVANCED COMPUTER PROGRAMMING FOR BUSINESS 3 Credit Hours
Covers Java programming language, including applications and applets, with emphasis on object-oriented programming. The course also emphasizes problem solving, developing systems, structured programming and programming style conventions.
Prerequisite: minimum cumulative 2.500 GPA; and MIS 24053 with a minimum grade of C (2.000); and MIS 24065 with a minimum grade of C (2.000); and MIS 34070.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44042 NETWORK THEORY AND APPLICATIONS 3 Credit Hours
Presentation of current and emerging network technologies and services in business applications and performance issues. Topics include transmission media, modulation and signaling schemes, switching and multiplexing techniques, local and wide area network protocols and standards, and internetworking devices.
Prerequisite: minimum cumulative 2.500 GPA; and MIS 24053 with minimum C (2.000) grade; and MIS 24065.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 44043 DATABASE MANAGEMENT SYSTEMS 3 Credit Hours
Development of skills and knowledge associated with the utilization, design, implementation, and administration of database management systems in organizations. Emphasis is on enterprise-level database systems.
Prerequisite: minimum cumulative 2.500 GPA; and MIS 24053 with a minimum C (2.000) grade; and MIS 24065.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44044 SYSTEMS ANALYSIS II 3 Credit Hours
Physical system implementation: mapping logical data models and process models to physical data bases and system design; system coding, testing, installation, conversion, training and automated tools.
Prerequisite: MIS 24060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44045 INFORMATION SYSTEMS MANAGEMENT 3 Credit Hours
Management of information systems resources in organizations of all types and sizes; IT best practices; the effective and efficient use of IS in support of the organization's mission and to achieve competitive advantage in today's global economy; the impact of IT on enterprises, users, customers, society, and the environment.
Prerequisite: senior standing; and minimum cumulative 2.500 GPA; and MIS 24053 with a minimum C (2.000) grade; and MIS 24065.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44048 SOFTWARE INTEGRATION (ELR) (WIC) 3 Credit Hours
The design and implementation of information systems. Traditional and alternative development strategies are investigated from a theoretical and applied perspective. Group project to implement information system with software packages.
Prerequisite: Cumulative 2.500 GPA; minimum grade of C (2.000) in MIS 24053; and MIS 24065; and senior standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement, Writing Intensive Course

MIS 44049 NETWORK MANAGEMENT AND CYBERSECURITY 3 Credit Hours
The course explores technologies and business issues related to computer networking and security, with emphasis on the protocols in modern business networking such as Ethernet and TCP-IP. Topics also include cybersecurity threats and defenses, privacy, cloud and parallel computing, and map-reduce.
Prerequisite: minimum cumulative 2.500 GPA; and MIS 24053 with a minimum grade of C (2.000); and MIS 24065.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44061 OPERATIONS MANAGEMENT AND CONTROL 3 Credit Hours
Introduces the student to the key functions of an operations planning and control system. Operations planning and control systems provide information for the efficient flow of materials, the effective utilization of people and equipment and the proper coordination of internal activities with suppliers and customers.
Prerequisite: Cumulative 2.500 GPA; and MIS 34061.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44062 SUPPLY CHAIN MANAGEMENT 3 Credit Hours
Students learn the basic analytical tools needed to coordinate business operations across the value chain. Course involves hands-on coverage of supply chain management with emphasis on supplier partnering and development, customer relations management, strategic sourcing and pricing, e-business, measuring supply chain performance, mass customization, planning supply and demand coordination in the supply chain.
Prerequisite: minimum 2.500 overall GPA and junior standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44065 STRATEGIES IN PRODUCTION AND OPERATIONS MANAGEMENT (WIC) 3 Credit Hours
Senior project in industrial management. Applies concepts from all prior coursework to the solution of real and simulated operating problems.
Prerequisite: Cumulative 2.500 GPA; and MIS 44064.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44091 SEMINAR IN HUMAN RESOURCE MANAGEMENT 3 Credit Hours
(Repeatable for credit) In-depth readings, discussion projects and presentations in a specialized area of human resource management.
Prerequisite: minimum 2.500 cumulative GPA; and MIS 34180 or BMRT 31006.
Schedule Type: Seminar
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44093 VARIABLE TITLE WORKSHOP IN MANAGEMENT AND INFORMATION SYSTEMS 1-6 Credit Hours
(Repeatable for credit) Variable title workshop courses offered under management and information sciences.
Prerequisite: Cumulative 2.500 GPA.
Schedule Type: Workshop
Contact Hours: 1-6 other
Grade Mode: Satisfactory/Unsatisfactory

MIS 44095 SPECIAL TOPICS IN COMPUTER INFORMATION SYSTEMS 3 Credit Hours
(Repeatable for credit) Offered on a semester basis with different CIS topics and different faculty involved each time the course if offered.
Prerequisite: Overall 2.500 GPA; and junior standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 44096  INDIVIDUAL INVESTIGATION IN MANAGEMENT  3 Credit Hours
(Repeatable for credit) Presents opportunity to undertake research. Approval of topic and agreement to work with student must be secured from faculty member and the chairperson of the department prior to registration.
Prerequisite: Special approval.
Schedule Type: Individual Investigation
Contact Hours: 3 other
Grade Mode: Standard Letter

MIS 44152  PROJECT MANAGEMENT  3 Credit Hours
This course covers the fundamental concepts, procedures and processes related to managing projects from initiation through planning, execution and closing. It also introduces the principles, tools and methods used in project management, and the use of project management software (ProjectLibre) in managing projects. The topics covered in the course can be helpful in preparing for Project Management Professional (PMP) certification.
Prerequisite: Minimum cumulative 2.500 GPA and junior standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44163  GLOBAL BUSINESS MANAGEMENT (WIC)  3 Credit Hours
Provides an overview of contemporary issues and theoretical frameworks in the field of international strategic management using traditional lecture and practical application cases.
Prerequisite: senior standing and minimum 2.50 cumulative GPA; and minimum C (2.00) in ENG 21011, COMM 15000 and MATH 11010.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Writing Intensive Course

MIS 44183  DEVELOPING AND TRAINING HUMAN RESOURCES IN ORGANIZATIONS  3 Credit Hours
Course focus is quality training design, based upon theory and empirical research. Implications for practice and current challenges in employee training and development are also highlighted.
Prerequisite: cumulative 2.500 GPA; and MIS 34180 with a minimum C grade or BMRT 31006 with a minimum C grade.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement

MIS 44185  STAFFING HUMAN RESOURCES  3 Credit Hours
Staffing, development of systems to select, place, promote, and retain employees to enhance organizational effectiveness and maintain legal compliance are core HRM activities in organizations. This course will provide students with an understanding of the technical components of selection, including how to determine which applicant characteristics should be examined, what procedures should be used to gather information, and how that information should be combined to identify qualified job applicants. In addition, this course focuses on promotion and retention of employees.
Prerequisite: a minimum C grade in either MIS 34180 or BMRT 31006; and a minimum 2.500 overall GPA.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44187  INTERNATIONAL EMERGING ENTERPRISES AND MARKETS  3 Credit Hours
This course focuses on strategy and policy development and execution for gaining and sustaining global competitive advantage. Strategic management of entrepreneurial and well-established firms, and operational and financial structures of international firms and markets are discussed.
Prerequisite: MIS 24163 with a minimum C grade; minimum overall 2.500 GPA; sophomore standing; and special approval.
Schedule Type: Lecture
Contact Hours: 9 other
Grade Mode: Standard Letter

MIS 44191  SENIOR RESEARCH SEMINAR IN MANAGEMENT  3 Credit Hours
(Repeatable for credit) Combination of individual or group research and class discussion for superior students. Investigations in administration and organization conducted in accordance with scholarly interests of participants.
Prerequisite: Special approval.
Schedule Type: Seminar
Contact Hours: 3 other
Grade Mode: Standard Letter

MIS 44192  INTERNSHIP IN MANAGEMENT (ELR)  3 Credit Hours
(Repeatable for credit) A supervised field experience requiring a minimum of 145 hours of work at a cooperating organization. Requires regular contact with instructor and preparation of an internship report connecting academic coursework to on the job experiences.
Prerequisite: MIS 24163 with minimum C grade; and minimum 2.500 overall GPA; and special approval.
Schedule Type: Practicum or Internship
Contact Hours: 15 other
Grade Mode: Standard Letter

MIS 44195  ADVANCED TOPICS IN HUMAN RESOURCE MANAGEMENT  3 Credit Hours
(Repeatable for a total of 6 credit hours) Advanced topics course that are offered on a yearly basis. Topics can span the full range of HR functions. This course can also have a practicum format.
Prerequisite: minimum 2.500 cumulative GPA; and MIS 34180 or BMRT 31006.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44284  MANAGEMENT CAPSTONE  3 Credit Hours
This course integrates various management concepts in informing a manager's strategic decision making process. Students use case analyses and class lectures to demonstrate their leadership abilities in different business scenarios. Prerequisites: ACCT 23020 and ACCT 23021; ECON 22060 and ECON 22061; and MKTG 25010; and MIS 24053, MIS 24056, MIS 24163 and MIS 34060; and FIN 26074 and FIN 36053; and minimum 2.500 overall GPA; and senior standing; and General Business (GBUS) major.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 44285 INTEGRATED BUSINESS POLICY AND STRATEGY 3 Credit Hours
Integration of the functional areas of business in the formulation and implementation of policy. Projects and case analyses of business situations provide students with the opportunity to apply analytical and creative problem solving skills.
Prerequisite: ACCT 23020 and ACCT 23021 and ECON 22060 and ECON 22061 and MKTG 25010 and MIS 24053 and MIS 24163 and MIS 24056 and MIS 34060 and FIN 26074 and FIN 36053; and minimum 2.500 overall GPA; and major within the College of Business Administration; and senior standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44292 BUSINESS EXPERIENCE AND INTERNSHIP (ELR) 3 Credit Hours
(Repeatable for credit) Learning by experience by performing activities related to the information systems profession in a cooperating organization.
Prerequisite: minimum 2.500 cumulative GPA; and MIS 24053 with a minimum grade of C (2.000); and MIS 24065.
Schedule Type: Practicum or Internship
Contact Hours: 3 other
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement

MIS 44293 WORKSHOP IN PROFESSIONAL IS CERTIFICATION 3 Credit Hours
Supervised workshop in which students are coached with the objective of passing a commercial certification exam to obtain Microsoft, Cisco, or other vendor’s Information Technology credential.
Prerequisite: minimum cumulative 2.500 GPA; and MIS 24053 with a minimum C (2.000) grade; MIS 24065.
Schedule Type: Workshop
Contact Hours: 3 other
Grade Mode: Standard Letter

MIS 44295 SPECIAL TOPICS IN INFORMATION SYSTEMS 3 Credit Hours
(Repeatable for credit) Learn about the newest advances in Information Systems technology and how they support business activity. The content of the course changes with each presentation.
Prerequisite: minimum cumulative 2.500 GPA; and MIS 24053 with a minimum grade of C (2.000); and MIS 24065.
Schedule Type: Laboratory, Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44392 BUSINESS CONSULTING AND PRACTICUM (ELR) 3 Credit Hours
Provides decision-making tools for solving real-world problems by building synergies in prior knowledge to create a synthesis of real life solutions delivery mechanisms underpinning them to pressing problems of the local and international community. The practicum component includes consulting experience with both for profit and not-for-profit business clients.
Prerequisite: minimum 2.500 cumulative GPA; and senior standing.
Schedule Type: Lecture
Contact Hours: 15 other
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement

MIS 44395 SPECIAL TOPICS IN MANAGEMENT 3 Credit Hours
(Repeatable for credit) Offered on a semester basis with different management topics and different faculty involved each time the course if offered.
Prerequisite: Overall 2.500 GPA; and junior standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44445 GLOBAL HUMAN RESOURCE MANAGEMENT (WIC) 3 Credit Hours
The course examines the impact of internationalization and cross-cultural challenges on organizations, the factors involved in selecting and managing an international workforce, the evaluation of employee relations and employment law, and address issues such as employee training and development, expatriation repatriation, performance management, and compensation issues, all from the perspective of managing an international organization.
Prerequisite: a minimum C grade in either MIS 34180 or BMRT 31006; and a minimum 2.500 overall GPA; and senior standing; and student must be enrolled in the human resource management (HRM) major or minor.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Writing Intensive Course

MIS 44492 BUSINESS EXPERIENCE AND INTERNSHIP IN HUMAN RESOURCE MANAGEMENT (ELR) 3 Credit Hours
(Repeatable for credit) Learning by experience by performing activities related to the Human Resource Management profession in a cooperating organization.
Prerequisite: a minimum C grade in either MIS 34180 or BMRT 31006; and a minimum 2.500 overall GPA; and must be enrolled in the human resource management (HRM) major or minor.
Schedule Type: Practicum or Internship
Contact Hours: 1 lecture, 14 other
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement

MIS 44495 SPECIAL TOPICS IN HUMAN RESOURCE MANAGEMENT 3 Credit Hours
(Repeatable for credit) Offered on a semester basis with different human resource management topics and different faculty involved each time the course if offered.
Prerequisite: Overall 2.500 GPA; and junior standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44499 HUMAN RESOURCE BUSINESS CONSULTING AND PROJECTS 3 Credit Hours
This course bridges between Human Resource Management coursework and the world of HRM practice. The course will provide a variety of learning experiences to help students gain knowledge and practical experience to prepare them to embark on careers in the HRM profession. Upon completion of this course, students should have much to discuss in a job interview and a useful entry on your resumes.
Prerequisite: a minimum C grade in either MIS 34180 or BMRT 31006; and a minimum 2.500 overall GPA; and student must be enrolled in the human resource management minor or major.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 44660  PERFORMANCE MANAGEMENT AND COMPENSATION SYSTEMS  3 Credit Hours
The course provides overview of the performance management process, examines various approaches to performance management, and discusses sources of performance management information. Also considers the nature of the compensation systems and pay system mechanics, as well as methods for recognizing employee contributions through compensation.
Prerequisite: a minimum C grade in either MIS 34180 or BMRT 31006; and a minimum 2.500 overall GPA.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 44763  HUMAN RESOURCE ANALYTICS AND ERP SYSTEMS  3 Credit Hours
The course examines the use of HR data, metrics, analytics, and ERP systems to guide human resource management decision making and support the strategic goals of the organization. We will learn the characteristics of high quality data, introduce common analysis techniques, data interpretation and visualization, and report assessment. Through lecture, readings, and problem solving exercises using enterprise resource planning systems (SAP and Oracle), you will gain the knowledge and skills necessary to assess various human resource management initiatives and formulate solutions to common human-resource-related problems. Upon completion of the course, you will understand how HR analytics and ERP systems help an organization achieve its strategic goals.
Prerequisite: a minimum C grade in either MIS 34180 or BMRT 31006; and minimum 2.500 overall GPA.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64005  ANALYTICS FOR DECISION MAKING  2 Credit Hours
This course uses computer capabilities to analyze and understand a variety of statistical and business analytics techniques and how to apply these techniques to solving business problems.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

MIS 64011  SYSTEMS SIMULATION  3 Credit Hours
Techniques and applications of computer simulation of existing or proposed real-world systems. Use of simulation language, simulations studies, analysis and interpretation of results.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64013  NONPARAMETRIC AND ROBUST STATISTICS  3 Credit Hours
(Cross-listed with MIS 74013) A presentation of statistically sound techniques for those who need to be able to use nonparametric or robust methods to deal with non-normal distributions or outliers (common problems) in their data.
Prerequisite: MIS 64005 or 74005; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64017  MULTIVARIATE STATISTICS  3 Credit Hours
This course is devoted to a study of multivariate statistical methods. Topics include multivariate analysis of variance, canonical correlation, principal component analysis, discriminant analysis, cluster analysis and factor analysis.
Prerequisite: MIS 64023 or 74023; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64018  QUANTITATIVE MANAGEMENT MODELING  3 Credit Hours
A variety of optimization and heuristic modeling techniques are explored. Decision-making environments, model selection, and interpretation are emphasized. Various linear and nonlinear mathematical programming techniques are the primary topic but are supplemented with other optimization and heuristic techniques.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64019  RESEARCH SEMINAR IN SUPPLY CHAIN MANAGEMENT  3 Credit Hours
Research seminar designed primarily for students who seek an in-depth understading of the current research literature in supply chain management and who are interested in doing research in supply chain management. Students study the academic literature with emphasis on the development and use of analytical tools and models to solve supply chain management problems. Specifically, the course will address quantitative modeling to support operational, tactical and strategic decision-making in supply chain management.
Prerequisite: MIS 64015 or 74015; and graduate standing.
Schedule Type: Seminar
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64020  ADVANCED STATISTICAL MODELS  3 Credit Hours
This is a special focus course for which the topics will vary. It will generally include sampling techniques, experimental designs, similar statistical methods, internal and external validity and reliability issues.
Prerequisite: MIS 64023 or 74023; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64023  LINEAR STATISTICAL MODELS AND APPLICATIONS  3 Credit Hours
Models and applications of simple and multiple regression, correlation and analysis of variance.
Prerequisite: MIS 64005 or 74005; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 64026 GLOBAL SUPPLY CHAIN MANAGEMENT AND SUSTAINABLE STRATEGIES 3 Credit Hours
Introduces the knowledge base needed to coordinate business operations across global supply chains. Addresses how to integrate traditional business operations so as to align them in support of inter-firm collaboration required to compete globally. Investigates specific topics relevant to supply chain management and offers a managerial orientation towards supporting global supply chain operations. Immerses students into responsible supply chain practices around the globe with strong emphasis and orientation towards sustainable (green) supply chains. 
Prerequisite: MIS 64041; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64028 GLOBAL SUPPLY CHAIN BUSINESS MODELS 3 Credit Hours
Focus on modeling techniques for supporting decision making in supply chain management. Introduces students to the problems facing a global supply chain manager and the implementation of spreadsheet-based models for solving problems that arise in the operation of a supply chain. Emphasis is placed on model formulation and interpretation in support of decisions to coordinate and improve supply chain operations.
Prerequisite: MIS 64026 or 64036; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64029 SUPPLY CHAIN AND VENDOR MANAGEMENT STRATEGIES 3 Credit Hours
Building global "relationships" are central pillars to effective supply chain management. There are strategic relationships, tactical relationships, transactional relationships, internal relationships, and of course, relationships with the government. As supply chains become global, managers have to consider cultural, regulatory, and communication differences to create and operate within the global village. Students learn how to deal with a rapidly changing landscape and understand how to deal with distributed resources, vendors, and people across cultures and convictions.
Prerequisite: MIS 64026; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64036 BUSINESS ANALYTICS 3 Credit Hours
Overview of business analytics and its appropriate applications in various industries and functional areas. Critical thinking, problem definition, problem solving, effective communication, and leadership are emphasized. Methods such as data visualization and descriptive, predictive, and prescriptive analytics are covered from a broad perspective. This course is applied, hands-on, and case-based. Cases emphasize the communication of quantitative solutions to laypeople and required leadership during decision-making and implementation stages.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64037 ADVANCED DATA MINING AND PREDICTIVE ANALYTICS 3 Credit Hours
This course extends the coverage of data mining and predictive analytics. Topics will focus on the applied use of these techniques in realistic settings. Statistical and machine learning techniques will be covered.
Prerequisite: CS 63015, MIS 64036 and MIS 64082; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64038 ANALYTICS IN PRACTICE 3 Credit Hours
This course focuses on supporting techniques and managerial and professional skills necessary to being an effective business analyst. Other topics include project management, requirements analysis, change management, team dynamics, leadership, ethics, and effective communication between all stakeholders.
Prerequisite: CS 63015, MIS 64036 and MIS 64082; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64041 OPERATIONS, SERVICE AND SUPPLY CHAIN MANAGEMENT 2 Credit Hours
Develops a framework for analysis of operating problems. Uses computer, quantitative and behavioral models to develop operating plans consistent with organizations' competitive (or service) strategy.
Prerequisite: MIS 64005; and graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

MIS 64042 GLOBALIZATION AND TECHNOLOGY STRATEGY 2 Credit Hours
A critical assessment of how the interweaving of various technologies, innovation, and global business strategies are shaping managerial and business decision-making.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

MIS 64047 MANUFACTURING TECHNOLOGY AND STRATEGY 3 Credit Hours
This course provides the student with an introduction to modern techniques in manufacturing and the necessary strategic concepts to implement them. A similar discussion of service industries is also included.
Prerequisite: graduate standing and special approval of instructor.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64050 ESSENTIALS OF BUSINESS MGMT 3 Credit Hours
This is an introductory management course that discusses functional areas of business and their strategic positioning in delivering business solutions.
Prerequisite: Non-College of Business Administration majors; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 64080  EMERGING HARDWARE AND SOFTWARE TECHNOLOGIES  3 Credit Hours
Investigation of selected emerging hardware and software technologies such as parallel processing systems, computer languages and operation systems, artificial intelligence, neural networks and chaos theory.
Prerequisite: graduate standing and special approval of instructor.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64081  DATA COMMUNICATIONS AND NETWORKING IN BUSINESS  3 Credit Hours
An introduction to telecommunications and computer networks. Topics include telecommunications technologies and services communication standards and protocols local area networks and network management.
Prerequisite: graduate standing and special approval of instructor.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64082  DATABASE MANAGEMENT AND DATABASE ANALYTICS  3 Credit Hours
The design, implementation and management of database management systems within organizations are studied from an applied perspective. Additional emphases include data warehousing, structured query language for analytics, and introductions to NoSQL databases and big data analytics.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64083  INFORMATION SECURITY: A MANAGERIAL PERSPECTIVE  3 Credit Hours
Introduction to the information security areas that managers must understand in order to deal with today’s security threat-laden environment. The emphasis is on the important principals and concepts that managers utilize to develop effective security risk management programs.
Prerequisite: Admission to MBA program or admission to MS IAKM program; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64082  INTERNSHIP IN BUSINESS ANALYTICS  3 Credit Hours
(Repeatable for credit) A supervised field experience at a cooperating organization. Requires regular contact with instructor and preparation of an internship report connecting academic coursework to on-the-job experiences.
Prerequisite: graduate standing and special approval.
Schedule Type: Practicum or Internship
Contact Hours: 18 other
Grade Mode: Standard Letter

MIS 64098  CAPSTONE PROJECT IN BUSINESS ANALYTICS  3 Credit Hours
(Repeatable for credit) In this culminating project, students draw on the breadth and depth of the curriculum to address an industry supplied problem individually or in small teams. Projects will explore prescriptive analytics as is appropriate to their design project. Inprogress (IP) mark permissible.
Prerequisite: CS 63015, MIS 64036 and MIS 64082; and special approval; and graduate standing.
Schedule Type: Master’s Project
Contact Hours: 3 other
Grade Mode: Standard Letter-IP

MIS 64108  APPLIED TOPICS IN HUMAN RESOURCE MANAGEMENT  3 Credit Hours
Course provides students an opportunity to learn about human resource management through an application of the material to real-world problems. Topics covered may include but not be limited to job analysis, selection methods, employee training, and performance evaluation.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64118  LEADERSHIP AND ORGANIZATIONAL CHANGE  3 Credit Hours
Course provides students in-depth knowledge of leading organization change. Covers analysis of existing conditions, drivers of change and readiness for change along with methods of change and change implementation.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64185  BUSINESS STRATEGY  3 Credit Hours
Integrative approach to the study of policy formulation and implementation. Formalized planning systems reviewed; case analysis of actual business situations helps student further develop analytical and communication skills.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64263  EMPLOYEE SELECTION AND APPRAISAL  3 Credit Hours
This course will focus primarily on issues associated with the person/job matching process in modern organizations related to the selection and appraisal of employees.
Prerequisite: Graduate standing and MIS 64271.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MIS 64270  ORGANZATIONAL ANALYSIS AND DESIGN  3 Credit Hours
Course provides students an in-depth examination of all of the factors influencing human behavior at work.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 64271  HUMAN RESOURCE MANAGEMENT  2 Credit Hours
This course explores the management of a firm’s human resources from practical and theoretical perspectives of managing people at work. How high performance work practices (HPWPs) help businesses to motivate their employees for strategic competitive advantage is emphasized.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

MIS 64275  STRATEGIC GLOBAL MANAGEMENT  3 Credit Hours
Strategic global management explores micro-level concepts and strategic managerial alternatives within the context of current global business operations in the political, economic and cultural environment facing today's manager.
Prerequisite: Completion of 24 credit hours of graduate courses from the College of Business Administration and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 68051  BUSINESS PROFESSIONAL DEVELOPMENT I  1 Credit Hour
Development of professional business skills for the full-time MBA student to use in both the graduate program and career development.
Prerequisite: Admission to MBA program and special approval.
Schedule Type: Lecture
Contact Hours: 1 lecture
Grade Mode: Satisfactory/Unsatisfactory

MIS 68052  BUSINESS PROFESSIONAL DEVELOPMENT II  1 Credit Hour
Continuation of development of professional business skills for the full-time MBA student primarily focused on building and strengthening the skills needed by a manager for the workplace.
Prerequisite: Graduate standing and special approval.
Schedule Type: Lecture
Contact Hours: 1 lecture
Grade Mode: Satisfactory/Unsatisfactory

MIS 74005  STATISTICS FOR MANAGEMENT I  3 Credit Hours
This course uses computer capabilities to use and understand a variety of statistical techniques and applies these techniques to business problems.
Prerequisite: admission to MBA program; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 74013  NONPARAMETRIC AND ROBUST STATISTICS  3 Credit Hours
(Cross-listed with MIS 64013) A presentation of statistically sound techniques for those who need to be able to use nonparametric or robust methods to deal with non-normal distributions or outliers (common problems) in their data.
Prerequisite: MIS 64005 or 74005; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 74017  MULTIVARIATE STATISTICS  3 Credit Hours
This course is devoted to a study of multivariate statistical methods. Topics include multivariate analysis of variance, canonical correlation, principal component analysis, discriminant analysis, cluster analysis and factor analysis.
Prerequisite: MIS 64023 or 74023; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 74018  QUANTITATIVE MANAGEMENT MODELING  3 Credit Hours
A variety of optimization and heuristic modeling techniques are explored. Decision-making environments, model selection, and interpretation are emphasized. Various linear and nonlinear mathematical programming techniques are the primary topic but are supplemented with other optimization and heuristic techniques.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 74019  RESEARCH SEMINAR IN SUPPLY CHAIN MANAGEMENT  3 Credit Hours
Research seminar designed primarily for students who seek an in-depth understading of the current research literature in supply chain management and who are interested in doing research in supply chain management. Students study the academic literature with emphasis on the development and use of analytical tools and models to solve supply chain management problems. Specifically, the course will address quantitative modeling to support operational, tactical and strategic decision-making in supply chain management.
Prerequisite: MIS 64015 or 74015; and doctoral standing.
Schedule Type: Seminar
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 74020  ADVANCED STATISTICAL MODELS  3 Credit Hours
This is a special focus course for which the topics will vary. It will generally include sampling techniques, experimental designs, similar statistical methods, internal and external validity, and reliability issues.
Prerequisite: MIS 64023 or 74023; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 74023  LINEAR STATISTICAL MODELS AND APPLICATIONS  3 Credit Hours
Models and applications of simple and multiple regression, correlation and analysis of variance.
Prerequisite: MIS 64005 or 74005; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
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<td>MIS 74270</td>
<td>ORGANIZATIONAL ANALYSIS</td>
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<td>MIS 74275</td>
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<td>MIS 74185</td>
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<td>LEADERSHIP AND ORGANIZATIONAL CHANGE</td>
<td>3</td>
<td>Lecture</td>
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</table>

**MIS 74041 OPERATIONS MANAGEMENT**
Develops a framework for analysis of operating problems. Uses computer quantitative and behavioral models to develop operating plans consistent with organizations' competitive (or service) strategy.

**Prerequisite:** MIS 64005 or 74005; and doctoral standing.

**Schedule Type:** Lecture

**Grade Mode:** Standard Letter

**MIS 74042 GLOBALIZATION AND TECHNOLOGY STRATEGY**
Focus is on the strategic issues around how a firm should manage its technology in a global market. Strategic issues include understanding the technological and competitive landscape, innovations, competitive advantages in the high-tech marketplace, outsourcing and information ethics. The core emphasis in an integrated decision-making in the age of globalization.

**Prerequisite:** doctoral standing.

**Schedule Type:** Lecture

**Contact Hours:** 3 lecture

**Grade Mode:** Standard Letter

**MIS 74047 MANUFACTURING TECHNOLOGY AND STRATEGY**
This course provides the student with an introduction to modern techniques in manufacturing and the necessary strategic concepts to implement them. A similar discussion of service industries is also included.

**Prerequisite:** doctoral standing and special approval of instructor.

**Schedule Type:** Lecture

**Contact Hours:** 3 lecture

**Grade Mode:** Standard Letter

**MIS 74080 EMERGING HARDWARE AND SOFTWARE TECHNOLOGIES**
Investigation of selected emerging hardware and software technologies such as parallel processing systems, computer languages and operation systems, artificial intelligence, neural networks and chaos theory.

**Prerequisite:** doctoral standing and special approval of instructor.

**Schedule Type:** Lecture

**Contact Hours:** 3 lecture

**Grade Mode:** Standard Letter

**MIS 74081 DATA COMMUNICATIONS AND NETWORKING IN BUSINESS**
An introduction to telecommunications and computer networks. Topics include telecommunications technologies and services, communication standards and protocols, local area networks and network management.

**Prerequisite:** doctoral standing and special approval of instructor.

**Schedule Type:** Lecture

**Contact Hours:** 3 lecture

**Grade Mode:** Standard Letter

**MIS 74082 DATABASE MANAGEMENT AND DATABASE ANALYTICS**
The design, implementation and management of database management systems within organizations are studied from an applied perspective. Additional emphases include data warehousing, structured query language for analytics, and introductions to NoSQL databases and big data analytics.

**Prerequisite:** doctoral standing.

**Schedule Type:** Lecture

**Contact Hours:** 3 lecture

**Grade Mode:** Standard Letter

**MIS 74160 LEADERSHIP AND ORGANIZATIONAL CHANGE**
Develop understanding of the theories and techniques needed for the successful management of significant organizational change with emphasis on discussion, exercises and case studies.

**Prerequisite:** doctoral standing.

**Schedule Type:** Lecture

**Contact Hours:** 3 lecture

**Grade Mode:** Standard Letter

**MIS 74185 BUSINESS STRATEGY**
Integrative approach to the study of policy formulation and implementation. Formalized planning systems reviewed case analysis of actual business situations helps student further develop analytical and communication skills.

**Prerequisite:** special approval and doctoral standing.

**Schedule Type:** Lecture

**Contact Hours:** 3 lecture

**Grade Mode:** Standard Letter

**MIS 74270 ORGANIZATIONAL ANALYSIS**
Theoretical basis and research findings are discussed, permitting the student to analyze and understand complex work organizations. Data provided prepares the student to analyze, design and solve organizational problems within the work environment.

**Prerequisite:** special approval and doctoral standing.

**Schedule Type:** Lecture

**Contact Hours:** 3 lecture

**Grade Mode:** Standard Letter

**MIS 74275 STRATEGIC GLOBAL MANAGEMENT**
Strategic global management explores micro-level concepts and strategic managerial alternatives within the context of current global business operations in the political, economic and cultural environment facing today's manager.

**Prerequisite:** special approval and doctoral standing.

**Schedule Type:** Lecture

**Contact Hours:** 3 lecture

**Grade Mode:** Standard Letter
MIS 84007  PHILOSOPHY OF SCIENCE AND BUSINESS MODELS  3 Credit Hours
Introductory seminar for understanding the forms and the process of business research. Its major objective is to help seminar participants understand the various philosophies that drive business research in an academic community, and introductory methods of social science research. Additionally, the seminar seeks to develop participant motivation to become a contributor to the organizational sciences communities by examining: 1. The research process, methodologies and strategies. 2. Research Paradigms, Modes and Contexts of Inquiry. 3. The nature of organizational sciences research. 4. The major streams of business research. 5. Understanding ontological choice of constructs and defining epistemic relationships between constructs. 6. Building hypotheses and socio-technical models. 7. Research design, data requirements and collection techniques, ethics and philosophies.  
Prerequisite: doctoral standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MIS 84011  SYSTEMS SIMULATION  3 Credit Hours
Techniques and applications of computer simulation of existing or proposed real-world systems. Use of simulation language, simulation studies, analysis of interpretation and of results.  
Prerequisite: special approval and doctoral standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MIS 84012  SCHEDULING AND PLANNING  3 Credit Hours
Course is a doctoral seminar on scheduling and planning models that are used in operations and production management. The goal is to expose students to a portfolio of scheduling and planning models to stimulate research ideas in scheduling and planning models that will lead to the development of a research program for your doctoral research.  
Prerequisite: doctoral standing in the College of Business Administration.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MIS 84015  STOCHASTIC MODELS  3 Credit Hours
Mathematical modeling of systems involving one or more random variables, and stochastic processes: basic probability theory; Poisson process, Markov chain and Markov process with applications to production, inventory, reliability and queueing systems.  
Prerequisite: doctoral standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MIS 84023  LINEAR STATISTICAL MODELS  3 Credit Hours
Linear statistical models for regression and analysis of variance.  
Prerequisite: doctoral standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MIS 84045  SOCIAL ISSUES IN INFORMATION SYSTEMS  3 Credit Hours
Social issues in information systems arise at the interface between information systems and individuals, groups and society. The course will begin with a broad exposure to current social issues, moving to an examination of specific issues in detail with issues chosen by student interest and instructor consent.  
Prerequisite: doctoral standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MIS 84047  VALUE AND SUPPLY CHAIN MANAGEMENT  3 Credit Hours
This course is a doctoral seminar for students who seek an in-depth understanding of the current research literature in supply chain management. The seminar is designed into three modules. The first module covers the conceptual foundation for understanding value and supply chains from an interdisciplinary perspective. The second module focuses on the basis of supply chain modeling using optimization and simulation. The third module serves to integrate the previous modules with the objective of the student producing a research paper for journal submission.  
Prerequisite: doctoral standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MIS 84080  INNOVATION, ADOPTION, DIFFUSION  3 Credit Hours
Provides students with theoretical foundations of adoption and diffusion of technological innovations in organizations and society. Topics include: determinants of organizational innovation by acquisition; individual- and organizational-level technology adoption; diffusion of technologies through social systems; and the infusion and assimilation of technologies in organizations.  
Prerequisite: doctoral standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MIS 84081  INFORMATION SYSTEMS STRATEGY AND INNOVATION  3 Credit Hours
This course explores the basis of strategy, deployment and competition in high-technology industries. It introduces conceptual frameworks based on cutting-edge research in economics and strategy. The frameworks may seem abstract at first, but we will focus on mastering them will gain an in-depth understanding of how high-technology industries work and how to develop strategies for managing firms in such industries. Students will learn how to develop and apply such frameworks in their research.  
Prerequisite: doctoral standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MIS 84082  DATABASE MANAGEMENT SYSTEMS  3 Credit Hours
In-depth investigation of intelligent database management systems in support of business decision-making. An understanding of relational databases is assumed. Object-orientation and other advanced database concepts will be explored.  
Prerequisite: doctoral standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter
MIS 84108 ACQUIRING HUMAN RESOURCES 3 Credit Hours
Course provides foundation for understanding issues related to the acquisition of human resources in an organization. Students will learn issues related to employment law, job analysis, job design, planning, recruitment, selection.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84112 RESEARCH METHODOLOGY 3 Credit Hours
The objectives of this course are: to formulate a research problem and develop testable research hypotheses; develop research skills by learning the different research methods and techniques; explain information contained in research statistical outputs such as SAS and SPSS enable students to conduct meaningful and high quality research in their specific field of interest.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84261 STRATEGIC DECISION-MAKING AND HUMAN RESOURCE MANAGEMENT 3 Credit Hours
Provides a first graduate-level introduction to the fundamental concepts of HRM/OB and strategic decision-making.
Prerequisite: doctoral standing and special approval.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84262 THEORY OF THE FIRM 3 Credit Hours
Course focuses on developing a deep understanding of modern strategic theory in relation to other allied fields. Students will review fundamental concepts of strategic thinking and theory development and then move to contemporary theoretical issues including transaction-cost economics, the resource-based view, the emerging theories of real options and of dynamic capabilities, strategic optimization and constraint theory, and dealing with uncertainty through scenario-driven planning.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84263 OPTIMIZING HUMAN RESOURCES 3 Credit Hours
Students will learn areas of human resources management that include training and development, performance management, compensation, and retention or turnover.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84266 STATISTICS FOR MANAGEMENT 3 Credit Hours
Survey of the leading writers and research studies in the area of management systems. The course addresses methodologies, major theoretical developments and practical applications.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84267 THEORETICAL AND EMPIRICAL GLOBAL STRATEGY 3 Credit Hours
Focuses on review and integration of the several streams of literature dealing with strategy for, and management of, the product-diversified and/or internationally-diversified firm. Also, in order to complement the emphasis of other doctoral offerings on strategy formulation topics, this seminar places a special emphasis on strategy process, organizational structure, and administrative mechanisms. In particular, it explores the foundations as well as current research on corporate governance, broadly define. This includes (I) the set of mechanisms available to align the interest of top managers to those of shareowners, as well as (II) the mechanisms available to motivate and control middle managers so that their decisions and behaviors are aligned with intended corporate and/or international strategy and goals.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84268 ORGANIZATIONAL BEHAVIOR AND THEORY 3 Credit Hours
An examination of theory and research on individual and group behavior in organizations. Special attention is given to theories of motivation, job satisfaction, goal setting, task design, feedback systems, group dynamics, power and teams.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84269 TECHNOLOGY AND INNOVATION STRATEGY 3 Credit Hours
Covers topics pertaining to innovation management at micro-level (entrepreneurship, corporate entrepreneurship), meso-level (networks), and macro-level (cross-country and within-country comparisons).
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84270 SEMINAR IN MANAGEMENT SYSTEMS 3 Credit Hours
(Repeatable for credit)Intensive investigation of selected topics in organization and strategic management. Student will be expected to undertake research on a topic determined in joint consultation with the instructor.
Prerequisite: doctoral standing and special approval of instructor.
Schedule Type: Seminar
Contact Hours: 3 other
Grade Mode: Standard Letter

MIS 84275 THEORETICAL AND EMPIRICAL GLOBAL STRATEGY 3 Credit Hours
Focuses on review and integration of the several streams of literature dealing with strategy for, and management of, the product-diversified and/or internationally-diversified firm. Also, in order to complement the emphasis of other doctoral offerings on strategy formulation topics, this seminar places a special emphasis on strategy process, organizational structure, and administrative mechanisms. In particular, it explores the foundations as well as current research on corporate governance, broadly define. This includes (I) the set of mechanisms available to align the interest of top managers to those of shareowners, as well as (II) the mechanisms available to motivate and control middle managers so that their decisions and behaviors are aligned with intended corporate and/or international strategy and goals.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84277 ORGANIZATIONAL BEHAVIOR AND THEORY 3 Credit Hours
An examination of theory and research on individual and group behavior in organizations. Special attention is given to theories of motivation, job satisfaction, goal setting, task design, feedback systems, group dynamics, power and teams.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MIS 84279 SEMINAR IN MANAGEMENT SYSTEMS 3 Credit Hours
(Repeatable for credit)Intensive investigation of selected topics in organization and strategic management. Student will be expected to undertake research on a topic determined in joint consultation with the instructor.
Prerequisite: doctoral standing and special approval of instructor.
Schedule Type: Seminar
Contact Hours: 3 other
Grade Mode: Standard Letter
Department of Marketing and Entrepreneurship

Entrepreneurship (ENTR)

ENTR 17001 START-UP ENTREPRENEURS 1 Credit Hour
This course enables students to learn about entrepreneurship directly from firsthand knowledge and experience drawn from a wide variety of successful real-world entrepreneurs. Throughout the course, those who have transformed a simple idea into a sustainable success share their beliefs and behaviors that helped them build a thriving new entity. Students will not receive graduation credit for both ENTR 17001 and ENTR 17002.

Prerequisite: None.
Schedule Type: Lecture
Contact Hours: 1 lecture
Grade Mode: Standard Letter

ENTR 17002 ENTREPRENEURIAL MINDSET 2 Credit Hours
This course engages students in the study of the fundamental aspects of the entrepreneurial mindset. The course enables students to learn about entrepreneurship directly from firsthand knowledge and experience drawn from a wide variety of successful real-world entrepreneurs. The course next guides each student through the process of developing an entrepreneurial mindset. Finally, each student then uses the entrepreneurial mindset to recognize and evaluate opportunities in his or her own life, regardless of the student’s chosen career path. Students will not receive graduation credit for both ENTR 17001 and ENTR 17002.

Prerequisite: None.
Schedule Type: Lecture
Contact Hours: 2 lecture
Grade Mode: Standard Letter

ENTR 27056 INTRODUCTION TO ENTREPRENEURSHIP 3 Credit Hours
The study of the entrepreneurial process from conception to birth of a new venture. This includes attributes of successful entrepreneurs, opportunity recognition, innovation, venture screening, risk assessment, risk tolerance, identification of resources and business planning to learn how to turn opportunities into viable business.

Prerequisite: None.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ENTR 27192 BEGINNING PRACTICUM (ELR) 1-4 Credit Hours
(Repeatable for a maximum of 4 credit hours) This course offers the student a chance to explore the operations within an entrepreneurial venture through a real life consulting project. Students will work on a defined project for a small business or startup. Faculty and staff of the Center for Entrepreneurship and Business Innovation (CEBI) will be responsible for pairing students with projects. The time commitment for this course is approximately 50 hours per credit hour.

Prerequisite: minimum C (2.000) grade in ENTR 27056.
Schedule Type: Practicum or Internship
Contact Hours: 1-4 other
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement

ENTR 27466 SPEAKER SERIES IN ENTREPRENEURSHIP 1 Credit Hour
Explores entrepreneurship based upon the experiences of a broad range of entrepreneurs. During the semester, at least eight entrepreneurs will share their paths in establishing a successful enterprise, including some of the obstacles and missteps they made along the way. This course is also offered in an online format.

Prerequisite: None.
Schedule Type: Lecture
Contact Hours: 1 lecture
Grade Mode: Standard Letter

ENTR 37040 ENTREPRENEURIAL TOOLS 3 Credit Hours
Provides an overview of the analytical, communication, and decision-making skills that students will need to succeed in subsequent coursework and as an entrepreneur. Topics include strategic analysis, financial analysis, case analysis, decision-making, and persuasive communications. Incorporates professional development skills and opportunities.

Prerequisite: Entrepreneurship (ENTR) major or minor; and minimum C grade in ENTR 27056; and minimum cumulative 2.25 GPA.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ENTR 37045 SALES IN THE ENTREPRENEURIAL VENTURE 3 Credit Hours
Selling and the management of the sales force in the entrepreneurial environment. Special focus is given to enhancing students’ selling skills and background in developing an effective sales force for an entrepreneurial organization.

Prerequisite: ENTR 27056; and minimum cumulative GPA of 2.25; and entrepreneurship (ENTR) major or minor.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

ENTR 37065 ENTREPRENEURIAL FINANCE 3 Credit Hours
Students are introduced to the key elements of finances in an entrepreneurial environment. The course is a mix of strategy and operating considerations for early stage businesses. Concepts that are taught include sources of capital, the economic ecosystem, core and adjacency strategies, strategy pivots, customer value creation and switching costs, pricing models, operating costs, cash flow planning, revenue forecasts and financial projections, private and public company analysis, and franchise evaluation. At the end of the course students should be able to think critically about business and make critical strategic evaluations during the course of a business lifecycle.

Prerequisite: ECON 22060 and ENTR 27056; and minimum overall GPA of 2.25; and entrepreneurship (ENTR) major or minor.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
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<tr>
<th>Course Code</th>
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<th>Description</th>
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<th>Grade Mode</th>
<th>Contact Hours</th>
<th>Schedule Type</th>
<th>Attributes</th>
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<tr>
<td>ENTR 37070</td>
<td>SOCIAL ENTREPRENEURSHIP</td>
<td>3</td>
<td>Social entrepreneurs create innovative solutions to solve challenging social and environmental issues affecting the world around them. In this course, students will learn how to lead and manage charities, non-government organizations, social oriented enterprises and not for profit organizations. Students will apply entrepreneurial business and innovative skills to effectively tackle global issues impacting society.</td>
<td>ENTR 27056.</td>
<td>Standard Letter</td>
<td>Lecture</td>
<td>Lecture</td>
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<tr>
<td>ENTR 37075</td>
<td>ENTREPRENEURIAL MARKETING</td>
<td>3</td>
<td>Application of marketing concepts to entrepreneurial situations. Emphasis is given to market segmentation and analysis, product and service positioning and market-oriented firm development.</td>
<td>ENTR 27056; and minimum cumulative GPA of 2.25; and entrepreneurship (ENTR) major or minor.</td>
<td>Lecture</td>
<td>3 lecture</td>
<td>Lecture</td>
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<tr>
<td>ENTR 37080</td>
<td>NEW VENTURE CREATION (WIC)</td>
<td>3</td>
<td>The process of formulating, planning and implementing a new venture. Apply the skills learned in the functional areas toward the goal of starting a business. Exposure to detailed descriptions of “how to” embark on a new venture in a logical manner.</td>
<td>ENTR 27056; and ENTR 37040 with a minimum C grade; and ENTR 37065 or FIN 36053; or entrepreneurship (ENTR) major or minor; and minimum GPA of 2.25; minimum C grade in ENG 21011, COMM 15000 and MATH 11010.</td>
<td>Lecture</td>
<td>3 lecture</td>
<td>Lecture</td>
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<tr>
<td>ENTR 37192</td>
<td>ADVANCED PRACTICUM (ELR)</td>
<td>1-4</td>
<td>This course offers the student a chance to explore and apply their organizational leadership, teamwork, communication, critical thinking and problem solving skills in an entrepreneurial setting by providing a real life consulting experience. In this practicum, students will be responsible for defining and managing their projects, working with clients lined up through the faculty member and the Center for Entrepreneurship and Business Innovation. The time commitment for this course is approximately 50 hours per credit hour</td>
<td>ENTR 27056 and ENTR 37075; and a minimum C (2.000) grade in ENTR 37040; and minimum cumulative GPA of 2.25; and entrepreneurship (ENTR) major or minor.</td>
<td>Standard Letter</td>
<td>1-4 other</td>
<td>Practicum or Internship</td>
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<tr>
<td>ENTR 37195</td>
<td>SPECIAL TOPICS IN ENTREPRENEURSHIP I</td>
<td>1-4</td>
<td>Special topics course offered on an irregular basis; different topics and faculty involved each time the course is offered.</td>
<td>ENTR 27056 and minimum cumulative GPA of 2.25.</td>
<td>Lecture</td>
<td>1-4 lecture</td>
<td>Lecture</td>
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<tr>
<td>ENTR 45096</td>
<td>INDIVIDUAL INVESTIGATION IN ENTREPRENEURSHIP</td>
<td>1-3</td>
<td>(Repeatable for credit) Independent investigation of appropriate problem undertaken by a senior entrepreneurship major.</td>
<td>special approval.</td>
<td>Standard Letter</td>
<td>3 lecture</td>
<td>Lecture</td>
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<tr>
<td>ENTR 47045</td>
<td>ENTREPRENEURIAL LEADERSHIP</td>
<td>3</td>
<td>Application of business start-up and leadership concepts to entrepreneurial situations. Emphasis is given to mentoring and coaching students in ENTR 27065 or ENTR 27075.</td>
<td>ENTR 27075 with a grade of B (3.0) or better; and entrepreneurship (ENTR) major.</td>
<td>Standard Letter</td>
<td>3 lecture</td>
<td>Lecture</td>
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<tr>
<td>ENTR 47047</td>
<td>STRATEGIC DILEMMAS IN ENTREPRENEURSHIP</td>
<td>3</td>
<td>Examines early challenges with strategic consequences faced by the entrepreneur. The topics covered include the timing of entrepreneurial entry, the type of entry (startup vs. franchise vs. acquisition), family business dilemmas, division of roles in a new venture, equity split, hiring dilemmas, investor dilemmas, exit choices and other dilemmas that have long-term consequences for entrepreneurs, their ventures, as well as for co-founders, employees, investors, and potential acquirers. The course heavily relies on case studies as a primary means of dilemma analysis.</td>
<td>a minimum C (2.000) grade in ENTR 27056; junior or senior standing; and entrepreneurship (ENTR) major or minor; and minimum cumulative 2.25 GPA.</td>
<td>Standard Letter</td>
<td>3 lecture</td>
<td>Lecture</td>
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<tr>
<td>ENTR 47048</td>
<td>ENTREPRENEURIAL EXPERIENCE I (ELR)</td>
<td>3</td>
<td>First of a two-course sequence designed to immerse entrepreneurship majors into the dynamics of starting and running a business through the creation of their own venture. Students in this course will utilize a plan they developed in New Venture Creation, ENTR 37080, or create a new business plan. Activities may include identifying market needs, researching financial viability of the business venture to meet that need, marshaling the resources to launch a business, and launching the business.</td>
<td>entrepreneurship (ENTR) major; and minimum cumulative 2.250 GPA; and minimum C grade in ENG 21011, ENTR 37080, COMM 15000 and MATH 11010.</td>
<td>Standard Letter</td>
<td>3 lecture</td>
<td>Laboratory</td>
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**Experiential Learning Requirement**

**Writing Intensive Course**
ENTR 47049  ENTREPRENEURIAL EXPERIENCE II  3 Credit Hours
Second of a two-course sequence designed to immerse entrepreneurship majors into the dynamics of starting and running a business through the creation of their own venture. Activities include growing the business started during Entrepreneurial Experience I, meeting all operational requirements of the business, evaluating the business, and determining whether to continue the business or shut it down upon completion of the course.
Prerequisite: ENTR 47048; and entrepreneurship (ENTR) major and minor; and minimum cumulative 2.25 GPA.
Schedule Type: Laboratory
Contact Hours: 3 lab
Grade Mode: Standard Letter

ENTR 47091  SEMINAR IN ENTREPRENEURSHIP  3 Credit Hours
(Repeatable for credit) Current topics in entrepreneurship. Entrepreneurship majors will not receive credit for this course. Not open to entrepreneurship (ENTR) majors.
Prerequisite: ENTR 27056; student in the College of Business Administration; and junior or senior standing.
Schedule Type: Seminar
Contact Hours: 3 other
Grade Mode: Standard Letter

ENTR 47187  INTERNATIONAL EXPERIENCE IN ENTREPRENEURSHIP  3 Credit Hours
The student will gain firsthand exposure to international businesses and organizations generally relating to business, and specifically relating to entrepreneurship. The course includes pre-trip orientation sessions, visits to international businesses and organizations, and opportunities for cultural activities.
Prerequisite: ENTR 27056; a Entrepreneurship (ENTR) major or minor; and special approval.
Schedule Type: Field Experience
Contact Hours: 9 other
Grade Mode: Standard Letter

ENTR 47195  SPECIAL TOPICS IN ENTREPRENEURSHIP II  1-4 Credit Hours
(Repeatable for credit) Special topics course offered on an irregular basis; different topics and faculty involved each time the course is offered.
Prerequisite: ENTR 27056; and minimum cumulative GPA of 2.25.
Schedule Type: Lecture
Contact Hours: 1-4 lecture
Grade Mode: Standard Letter

ENTR 47292  ENTREPRENEURIAL INTERNSHIP (ELR)  3 Credit Hours
Preparation of research report concurrent with on-the-job experience with cooperating business or other organization.
Prerequisite: minimum cumulative GPA of 2.250; and entrepreneurship (ENTR) major; and special approval.
Schedule Type: Practicum or Internship
Contact Hours: 9 other
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement

ENTR 65051  TECHNOLOGY COMMERCIALIZATION  3 Credit Hours
This course is designed to teach students how to evaluate opportunities for technology commercialization and how to apply the steps required in order to take a technological innovation to the marketplace.
Prerequisite: graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

Managerial Marketing (MMTG)

MMTG 35011  MARKETING TOOLS (WIC)  3 Credit Hours
Provides an overview of the analytical, communication, and decision-making skills that students will need to succeed in subsequent coursework and as a marketing professional. Topics include strategic analysis, financial analysis, case analysis, marketing decision-making, and persuasive communications.
Prerequisite: Minimum C (2.00) in ENG 21011, COMM 15000, MATH 11010; MIS 24053 or COMT 11000; MKTG 25010 or BMRT 21050 with minimum C; minimum cumulative 2.500 GPA; and Managerial Marketing (MMTG) major.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Writing Intensive Course

MMTG 35021  RESEARCH FOR MARKETING DECISIONS  3 Credit Hours
Focuses on the effective collection, organization, evaluation, and use of data to make marketing decisions. Emphasis on methods for collecting, analyzing, interpreting, and communicating data in the context of marketing decision-making.
Prerequisite: a minimum C grade in MMTG 35011; and minimum cumulative 2.500 GPA; and a managerial marketing (MMTG) major.
Pre/corequisite: MIS 24056.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MMTG 35023  CUSTOMER ANALYSIS  3 Credit Hours
Focuses on the methods marketers use to analyze and understand their customers. Incorporates market segmentation and targeting, understanding consumer and buyer decision-making, and customer relationship management. Students will complete a segmentation plan for a client firm.
Prerequisite: MMTG 35021 and MMTG 45030; and minimum cumulative GPA of 2.500; a managerial marketing (MMTG) major.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MMTG 35024  MARKETING TOOLS LABORATORY  1 Credit Hour
Extended practice and use of software to enhance financial analysis and communication skills. Emphasizes the use of Microsoft Office software to enhance marketing decision-making and persuasive presentation skills. Incorporates professional development skills and opportunities. Should be taken concurrently with the Marketing Tools (MMTG 35011) course.
Prerequisite: ENG 21011, COMM 15000, MATH 11010; and MIS 24053 or COMT 11000; and MKTG 25010 or BMRT 21050 with minimum C (2.00); minimum cumulative GPA of 2.500; and Managerial Marketing (MMTG) major.
Schedule Type: Laboratory
Contact Hours: 2 lab
Grade Mode: Standard Letter
MMTG 35025  MARKETING COMMUNICATIONS LABORATORY 1 Credit Hour
Extended practice and use of software to enhance marketing communications skills. Emphasizes the use of software to develop and execute specific marketing communications tools. Incorporates traditional and contemporary communications tools with a focus on tools that are typically created in-house by marketers.
Prerequisite: ENG 21011, COMM 15000 and MATH 11010; and MIS 24053 or COMT 11000; and a minimum C grade in either MMTG 25010 or BMRT 21050; and minimum cumulative GPA of 2.500; and managerial marketing (MMTG) major.
Schedule Type: Laboratory
Contact Hours: 2 lab
Grade Mode: Standard Letter

MMTG 35026  MARKETING RESEARCH LABORATORY 1 Credit Hour
Extended practice and use of software to enhance data analysis and communication skills. Emphasizes the collection and analysis of research data for marketing decision-making. Incorporates the use of data analysis software. Should be taken concurrently with the Research for Marketing Decisions (MMTG 35021) course.
Prerequisite: a minimum C (2.000) grade in MMTG 35011; and minimum cumulative GPA of 2.500; and managerial marketing (MMTG) major.
Schedule Type: Laboratory
Contact Hours: 2 lab
Grade Mode: Standard Letter

MMTG 45020  COMPETITIVE MARKET ANALYSIS 3 Credit Hours
Focuses on establishing and maintaining a competitive market position through product and pricing strategies driven by industry and competitive analysis. Students will participate in a marketing simulation where they will make marketing decisions and strive to compete effectively.
Prerequisite: MMTG 35021 and MMTG 45030; and minimum overall GPA of 2.500; and managerial marketing (MMTG) major.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MMTG 45026  MARKETING COMMUNICATIONS LABORATORY 1 Credit Hour
Extended practice and use of software to enhance marketing communications skills. Emphasizes the use of software to develop and execute specific marketing communications tools. Incorporates traditional and contemporary communications tools with a focus on tools that are typically created in-house by marketers.
Prerequisite: ENG 21011, COMM 15000 and MATH 11010; and MIS 24053 or COMT 11000; and a minimum C grade in either MKTG 25010 or BMRT 21050; and minimum cumulative GPA of 2.500; and managerial marketing (MMTG) major.
Schedule Type: Laboratory
Contact Hours: 2 lab
Grade Mode: Standard Letter

MMTG 45030  SALES AND SALES MANAGEMENT 3 Credit Hours
Focuses on the fundamentals of selling and sales management with emphasis on persuasive communication and understanding others' perspectives to reach a "win-win" outcome. Incorporates sales management strategies and the planning and leadership skills of a sales manager. Students will engage in one-on-one role playing and simulated selling scenarios.
Prerequisite: a minimum C grade in MMTG 35011; and minimum cumulative GPA of 2.500; and managerial marketing (MMTG) major.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MMTG 45039  PROMOTION MANAGEMENT 3 Credit Hours
Focuses on the use of promotional tools to communicate marketing strategies to customers. Emphasis on both traditional and contemporary promotional tools, including new technologies in marketing communications. Considers the selection, planning, and implementation of promotional tools. Students will complete a communications plan for a client firm.
Prerequisite: MMTG 45020 and 45030; and minimum cumulative GPA of 2.500; and managerial marketing (MMTG) major.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MMTG 45040  INTEGRATED MARKETING STRATEGY (ELR) 3 Credit Hours
Capstone course for managerial marketing majors. Emphasis is on the integration of marketing concepts, methods, and skills from prior coursework to make sound marketing decisions. Students will complete a marketing plan for a client firm.
Prerequisite: MMTG 45020 and MMTG 45030; and minimum cumulative GPA of 2.500; and managerial marketing (MMTG) major.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: Experiential Learning Requirement

MMTG 45195  SPECIAL TOPICS IN MANAGERIAL MARKETING 1-4 Credit Hours
Special Topics in Managerial Marketing permits the exploration of topics not covered, or are not covered in as much depth, in scheduled courses. Hours of credit depend on scope of project.
Prerequisite: special approval; and minimum cumulative 2.500 GPA.
Schedule Type: Lecture
Contact Hours: 1-4 lecture
Grade Mode: Standard Letter

Marketing (MMTG)

MKTG 25010  PRINCIPLES OF MARKETING 3 Credit Hours
( Equivalent to BMRT 21050) An overview of the processes, activities, and problems associated with the conception, planning, and execution of the pricing, promotion, and distribution of ideas, goods and services to create exchange values in the market. Offered both as an in-class and online course.
Prerequisite: ECON 22060.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter
Attributes: TAG Business
MKTG 35030  MARKETING APPLICATIONS  3 Credit Hours
Students learn and apply strategic and financial analysis skills to make real-world marketing decisions. Emphasis on marketing planning and core strategic decisions in marketing, including segmentation, targeting and positioning.  
Prerequisite: MKTG 25010 must be completed with a minimum C (2.000) grade; and minimum cumulative GPA of 2.500; and marketing (MKTG) major.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MKTG 35035  CONSUMER BEHAVIOR  3 Credit Hours
Focus is on the decision-making processes of the individual consumer and the psychological, sociological, cultural and economic factors that influence those choices. Understanding why consumers behave in the way that they do is the heart of the study of consumer behavior and informs the formulation of marketing strategy. Periodically offered as an online course.  
Prerequisite: MKTG 25010.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MKTG 35050  MARKETING RESEARCH  3 Credit Hours
Focus is on the collection and analysis of new marketing data, both for exploratory and for decision-making purposes. Students work individually and in teams developing and communicating responses to managerial questions.  
Prerequisite: MKTG 25010 and MIS 24056; and minimum cumulative GPA of 2.500; and marketing (MKTG) major.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MKTG 35056  SOCIAL MEDIA MARKETING  3 Credit Hours
Explore the various opportunities and risks that social media marketing holds for firms. During the course students will learn about topics such as social media’s effect on marketing, creating and managing brand presences on social media, creating and marketing a branded viral video, identifying online influencers, analyzing.  
Prerequisite: MKTG 25010; minimum GPA 2.500 and junior standing.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MKTG 45045  ADVERTISING AND PROMOTION MANAGEMENT  3 Credit Hours
Increases students’ understanding of advertising concepts as well as structure and functions of different “players” within the industry. Integrates marketing and advertising theory with application in advertising decision-making. Periodically offered as an online course. Not open to Managerial Marketing (MMTG) majors.  
Prerequisite: MKTG 25010 or BMRT 21050.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MKTG 45046  PERSONAL SELLING  3 Credit Hours
Introduces students to effective communication, successful selling and persuasion techniques, building customer relationships, ethics, the buying and selling process, and developing professional sales calls.  
Prerequisite: MKTG 25010 or BMRT 21050 or MKTG 35035; not open to Managerial Marketing (MMTG) majors.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MKTG 45047  ADVANCED PROFESSIONAL SELLING  3 Credit Hours
Builds on the foundation established in Personal Selling and Sales Management (MKTG 45046) by applying sales concepts, participating in live sales calls with Business Partner Company Sales Reps, spending highly focused time in role plays with immediate feedback from the instructors, interacting with guest speakers who are experts in sales, and studying advanced sales and persuasion techniques. Experiential course that requires some flexibility with scheduling for the shadow experiences.  
Prerequisite: MKTG 45046 or MMTG 45030 or ENTR 37045; and a minimum overall GPA of 2.500.  
Schedule Type: Laboratory, Lecture, Combined Lecture and Lab  
Contact Hours: 2 lecture, 2 lab  
Grade Mode: Standard Letter

MKTG 45050  INTERNATIONAL MARKETING  3 Credit Hours
Examination of international marketing in terms of global markets and trade. Emphasizes differences among markets caused by geography, politics, economics, culture, commercial policy and trade practices. Periodically offered as an online course.  
Prerequisite: MKTG 25010 or BMRT 21050 or MKTG 35035.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter

MKTG 45060  SERVICES MARKETING  3 Credit Hours
Provides an integrated understanding of what is required to develop and market a successful service to a chosen target market. Positioning of a service product can be achieved through the “4 Ps” tactics originally used for goods marketing in addition to three new Ps” for services, which include design of the delivery process, recruitment and training of people, and developing appropriate physical evidence. Readings, lectures, tests, and experiential activities are used to develop and assess learning.  
Prerequisite: MKTG 25010 and minimum cumulative GPA of 2.500.  
Schedule Type: Lecture  
Contact Hours: 3 lecture  
Grade Mode: Standard Letter
**MKTG 45084**  MARKETING POLICIES AND STRATEGIES (ELR) (WIC)  
**3 Credit Hours**  
Capstone course for marketing majors. Course deals with marketing policies and strategies with emphasis on managerial decision-making case approach.  
**Prerequisite:** minimum cumulative 2.500 GPA; and MKTG 35030 with a minimum C (2.000) grade; and marketing (MKTG) major; and senior standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 3 lecture  
**Grade Mode:** Standard Letter  
**Attributes:** Experiential Learning Requirement, Writing Intensive Course  

**MKTG 45091**  MARKETING SEMINAR  
**1-4 Credit Hours**  
(Repeatable for credit)Current topics in marketing. Certain sections of this variable topic seminar may require instructor special approval or have further prerequisites. See current schedule of classes.  
**Prerequisite:** MKTG 25010 or BMRT 21050 or MKTG 35035; and minimum cumulative GPA of 2.500.  
**Schedule Type:** Seminar  
**Contact Hours:** 1-4 other  
**Grade Mode:** Standard Letter  

**MKTG 45095**  SPECIAL TOPICS IN MARKETING  
**1-4 Credit Hours**  
(Repeatable for credit)Special Topics in Marketing permits the exploration of topics that are not covered, or not covered in as much depth, in scheduled courses. Credit hours depend on the scope of the project.  
**Prerequisite:** minimum cumulative 2.500 GPA and special approval.  
**Schedule Type:** Lecture  
**Contact Hours:** 1-4 lecture  
**Grade Mode:** Standard Letter  

**MKTG 45096**  INDIVIDUAL INVESTIGATION IN MARKETING  
**1-3 Credit Hours**  
(Repeatable for credit)Independent investigation of appropriate problem undertaken by a senior marketing major.  
**Prerequisite:** special approval.  
**Schedule Type:** Individual Investigation  
**Contact Hours:** 1-6 other  
**Grade Mode:** Standard Letter  

**MKTG 45187**  INTERNATIONAL EXPERIENCE IN MARKETING  
**3 Credit Hours**  
The student will gain firsthand exposure to international businesses and organizations generally relating to business and specifically relating to marketing. The course includes pre-trip orientation sessions, visits to international businesses and organizations, and opportunities for cultural activities.  
**Prerequisite:** MKTG 25010; and must be a Marketing (MKTG), Managerial Marketing (MMTG), or Entrepreneurship (ENTR) major; and special approval.  
**Schedule Type:** Field Experience  
**Contact Hours:** 9 other  
**Grade Mode:** Standard Letter  

**MKTG 45192**  SALES INTERNSHIP (ELR)  
**3 Credit Hours**  
Supervised practical experience in sales with a business. An internship application and faculty approval are needed prior to registration for this course.  
**Prerequisite:** MKTG 45046 or MMTG 45030 or ENTR 37045; and special approval.  
**Schedule Type:** Practicum or Internship  
**Contact Hours:** 9 other  
**Grade Mode:** Standard Letter  
**Attributes:** Experiential Learning Requirement  

**MKTG 45292**  MARKETING INTERNSHIP (ELR)  
**3 Credit Hours**  
Preparation of research report concurrent with on-the-job experience with cooperating business or other organization.  
**Prerequisite:** MKTG 25010 or BMRT 21050 or MKTG 35035; and special approval.  
**Schedule Type:** Individual Investigation, Practicum or Internship  
**Contact Hours:** 9 other  
**Grade Mode:** Standard Letter  
**Attributes:** Experiential Learning Requirement  

**MKTG 65050**  MODERN ENTREPRENEURIAL MANAGEMENT  
**3 Credit Hours**  
Analysis and application of the key elements of both entrepreneurship (new business starts) and entrepreneurship in existing companies.  
**Prerequisite:** Completion of 24 credit hours of business administration (BAD) courses and graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 3 lecture  
**Grade Mode:** Standard Letter  

**MKTG 65051**  MARKETING MANAGEMENT  
**2 Credit Hours**  
Analysis of marketing management at a level appropriate to students with limited background in the subject. The course will include lectures, and will integrate a major experiential component (e.g., a marketing simulation, a client-based project, etc.). Services, global marketing, and legal and ethical issues will be integrated across topic areas.  
**Prerequisite:** graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 2 lecture  
**Grade Mode:** Standard Letter  

**MKTG 65053**  PROMOTION MANAGEMENT  
**3 Credit Hours**  
(Slashed with MKTG 75053) All elements of the promotional mix—advertising, sales, promotion, publicity, public relations and personal selling—will be considered as part of an integrated communications strategy. Primary emphasis will be placed on advertising. A comprehensive set of analytical frameworks will be developed covering a range of topics from the firm’s marketing strategy to the message strategy embodied in a single advertisement. These analytic frameworks will be applied to a series of case studies throughout the course.  
**Prerequisite:** MKTG 65051 and graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 3 lecture  
**Grade Mode:** Standard Letter  

**MKTG 65054**  INTERNATIONAL MARKETING  
**3 Credit Hours**  
This course focuses on the types of marketing decisions facing the international marketing manager or vice president in the multinational firm.  
**Prerequisite:** MKTG 65051 and graduate standing.  
**Schedule Type:** Lecture  
**Contact Hours:** 3 lecture  
**Grade Mode:** Standard Letter
MKTG 65057  MARKETING RESEARCH  3 Credit Hours  
(Slashed with MKTG 75057) Examination of the research process as applied to decision making. Course focuses on steps in problem formulation the research process application of techniques and basis data analysis using SPSS-PC.
Prerequisite: MKTG 65051; graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 65060  MARKETING STRATEGY AND PLANNING  3 Credit Hours  
Focuses on integration of marketing planning into the strategic planning process. Deals mostly with marketing strategy at the level of senior management rather than operations.
Prerequisite: MKTG 65051; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 65054  BUYER BEHAVIOR  3 Credit Hours  
An analysis of the concepts of buyer/consumer behavior, focusing on the behavioral sciences theories underlying marketing models and their application to marketing strategies.
Prerequisite: BAD 65051 or 75051; and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 65184  INTERNATIONAL BUSINESS  3 Credit Hours  
Prerequisite: ECON 62021 and graduate standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 75050  MODERN ENTREPRENEURIAL MANAGMENT  3 Credit Hours  
Analysis and application of the key elements of both entrepreneurship (new business starts) and entrepreneurship in existing companies.
Prerequisite: special approval and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 75051  MARKETING MANAGEMENT  3 Credit Hours  
Analysis of marketing management at a level appropriate to students with limited background in the subject. Course encompasses lecture discussion problems and cases.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 75053  PROMOTION MANAGEMENT  3 Credit Hours  
(Slashed with MKTG 65053) All elements of the promotional mix-advertising, sales, promotion, publicity, public relations and personal selling will be considered as part of an integrated communications strategy. Primary emphasis will be placed on advertising. A comprehensive set of analytical frameworks will be developed covering a range of topics from the firm's marketing strategy to the message strategy embodied in a single advertisement. These analytic frameworks will be applied to a series of case studies throughout the course.
Prerequisite: MKTG 65051 or 75051; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 75057  MARKETING RESEARCH  3 Credit Hours  
(Slashed with MKTG 65057) Examination of the research process as applied to decision making. Course focuses on steps in problem formulation, the research process, application of techniques, and basis data analysis using SPSS-PC.
Prerequisite: MKTG 65051 or 75051; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 75054  BUYER BEHAVIOR  3 Credit Hours  
An analysis of the concepts of buyer/consumer behavior, focusing on the behavioral sciences theories underlying marketing models and their application to marketing strategies.
Prerequisite: MKTG 65051 or 75051; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 75184  INTERNATIONAL BUSINESS  3 Credit Hours  
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 85054  INTERNATIONAL MARKETING  3 Credit Hours  
This course focuses on the types of marketing decisions facing the international marketing manager or vice president in the multinational firm.
Prerequisite: MKTG 65051 or 75051; and MKTG 65184 or 75184; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 85057  RESEARCH DESIGN  3 Credit Hours  
Focuses on the construction of a conceptual framework; the design of an experiment sampling plan data collection methods and the application of statistical techniques.
Prerequisite: doctoral standing.
Schedule Type: Seminar
Contact Hours: 3 lecture
Grade Mode: Standard Letter
MKTG 85060  MARKETING STRATEGY AND PLANNING  3 Credit
Hours
Focuses on integration of marketing planning into the strategic planning
process. Deals mostly with marketing strategy at the level of senior
management rather than operations.
Prerequisite: MKTG 65051 or 75051; and doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter

MKTG 85063  ANALYTICAL METHODS IN MARKETING RESEARCH  3
Credit Hours
Application of multivariate statistical techniques in marketing research.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter-IP

MKTG 85064  BUYER BEHAVIOR  3 Credit Hours
An analysis of extant and emerging theories, models and concepts of
buyer consumer behavior and their development and testing.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter-IP

MKTG 85066  MARKETING THEORY  3 Credit Hours
The central objective of the course is to develop the doctoral student’s
background in marketing theory, theory construction and the creation of
marketing knowledge.
Prerequisite: doctoral standing.
Schedule Type: Lecture
Contact Hours: 3 lecture
Grade Mode: Standard Letter-IP

MKTG 85091  ADVANCED INTERNATIONAL MARKETING SEMINAR  3
Credit Hours
(Repeatable for credit) Covers the theoretical research development of the
field of international marketing.
Prerequisite: doctoral standing.
Schedule Type: Seminar
Contact Hours: 3 other
Grade Mode: Standard Letter-IP

MKTG 85097  SEMINAR IN MARKETING AND ENTREPRENEURSHIP
3 Credit Hours
(Repeatable for a maximum of 6 credit hours) This course is designed
to provide doctoral students with a broad exposure to a current and
substantive topic area in either marketing or entrepreneurship. This
course will expose students to classic and new ideas, help them critically
analyze these ideas, and provide them with the opportunity to relate
these ideas to their own research interests.
Prerequisite: doctoral standing.
Schedule Type: Colloquium
Contact Hours: 3 other
Grade Mode: Standard Letter

MKTG 85098  RESEARCH IN MARKETING  3 Credit Hours
(Repeatable for credit) Designed to assist students in developing
dissertation topics or to provide an opportunity to study material or topic
not covered elsewhere in the program.
Prerequisite: doctoral standing.
Schedule Type: Research
Contact Hours: 3 other
Grade Mode: Standard Letter