

(22) College of Business

2008 - 2009

College of Business 1

Accounting

22ACCT281

Introduction to Financial Accounting

Develops foundational knowledge and skills needed to understand, develop and analyze financial reports. Topics include income statements, cash flows, balance sheets and financial performance. Formerly 22 ACCT 261. BoK: QR. Credit Level: U. Credit Hrs: 5.00

22ACCT281H

Introduction to Financial Accounting

Develops foundational knowledge and skills needed to understand, develop and analyze financial reports. Topics include income statements, cash flows, balance sheets and financial performance. Formerly 22 ACCT 261H. BoK: QR. Credit Level: U. Credit Hrs: 5.00

22ACCT282

Introduction to Managerial Accounting

Develops foundational knowledge and skills needed to apply accounting data in planning and controlling business operations. Topics include costs, cost drivers and allocation, contribution margin and managerial budgeting. Formerly 22 ACCT 262 Prereq: 22ACCT281. BoK: QR. Credit Level: U. Credit Hrs: 5.00

22ACCT282H

Introduction to Managerial Accounting

Develops foundational knowledge and skills needed to apply accounting data in planning and controlling business operations. Topics include costs, cost drivers and allocation, contribution margin and managerial budgeting. Formerly 22 ACCT 262H. Prereq: 22ACCT281H. BoK: QR. Credit Level: U. Credit Hrs: 5.00

22ACCT331

Intermediate Accounting I

Application of generally accepted accounting principles to financial statement preparation with emphasis asset accounts. Prereq: 22ACCT282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT332

Intermediate Accounting II

Application of generally accepted accounting principles to financial statement preparation with emphasis on liability accounts. Prereq: 22ACCT331. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT333

Intermediate Accounting III

Application of generally accepted accounting principles to financial statement preparation with emphasis on Owner's Equity accounts. Prereq: 22ACCT332. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT373

Cost Accounting

Financial accounting for manufacturing and inventories with emphasis on cost of goods sold expense and management decisions involving manufacturing. Prereq: 22ACCT331. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT471

Consolidated Financial Statements

Combination of parent and subsidiary financial accounting statements for US capital markets. Prereq: 22ACCT333. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT472

Introduction to Taxation

Analysis of the implications of taxation for decision making, covering corporate, partnership and individual taxation with a focus on the role of accountants and tax preparers in providing sophisticated tax advice. Prereq: 22ACCT282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

Accounting

22ACCT474

Accounting Information Systems

Internal control analysis to identify operations and information system cycle goals, error and fraud threats to assess risk, estimate exposure and evaluate procedural, organizational and especially information technology solutions. Prereq: 22ACCT331. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT483

Auditing I

Attestation as to fairness of financial statements for owners, creditors and especially publicly traded corporation investors. Prereq: 22ACCT331. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT521

Fraud Examination

Prevention, detection and prosecution of fraud with emphasis on asset misappropriation by employees and managers. Prereq: 22ACCT282. BoK: NA. Credit Level: U, G. Credit Hrs: 4.00

22ACCT522

Strategic Partners in Accounting

This course will help you internalize the core competencies that lead to professional success including: professional presence, personal substance, presentation skills, relationship building, time management and leadership. Prereq: 22ACCT324. BoK: NA. Credit Level: U, G. Credit Hrs: 2.00

22ACCT576

Accounting for Non-Profit Organizations

Fund accounting requirements and procedures for governmental units, charitable and other non-profit organizations Prereq: 22ACCT331. BoK: NA. Credit Level: U, G. Credit Hrs: 4.00

22ACCT583

Auditing II

Audit techniques as they apply to specific balance sheet and related income statement accounts. Management services. Prereq: 22ACCT483. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22ACCT589

Accounting Theory

Reading and research in current accounting literature. Individual student reports. Prereq: 22ACCT324. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22ACCT598

Professional Ethics and Accounting Environment

Ethical obligations promised to the public by the accounting profession and development of reasoning skills for ethical decision making. Prereq: 22ACCT331. BoK: NA. Credit Level: U, G. Credit Hrs: 4.00

22ACCT599

Independent Study

Independent study under the direction of a faculty member BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22ACCT711

Financial Accounting

Prepares the MBA/MS student to read, interpret, and analyze financial statements. Understand financial statement analysis for benchmarking and performance evaluation. Understand how the market reacts to financial reports. Credit Level: G. Credit Hrs: 4.00

22ACCT713

Accounting For Managers

use of accounting data in planning and controlling business operations. The study of activity-based costing, product pricing and cost allocations in decision-making. Prereq: 22ACCT711. Credit Level: G. Credit Hrs: 2.00

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Accounting**22ACCT713****Accounting For Managers**

use of accounting data in planning and controlling business operations. The study of activity-based costing, product pricing and cost allocations in decision-making. Prereq: 22ACCT711. Credit Level: G. Credit Hrs: 2.00

22ACCT781**Individual Study**

Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22ACCT782**Special Topics in Accounting**

In-depth study of special topics in Accounting. Credit Level: G. Credit Hrs: 1.00-4.00

22ACCT821**Managerial Accounting**

Dedicated to an exploration of the discipline of managerial accounting, specifically planning and controlling, non-business decision making, and inventory valuation and income determination. Computer spreadsheets will be used extensively. Prereq: 22ACCT713. Credit Level: G. Credit Hrs: 4.00

22ACCT830**Partnership Taxation**

Income tax consequences of the formation, operation, and termination of a partnership; partnership distributions; sale of a partnership interest; and withdrawal from a partnership. Prereq: 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT831**Corporate Tax I**

Study of federal tax consequences of the formation and operation of a corporation. Includes distribution of cash and property, an introduction to taxation of Subchapter S corporations and tax problems related to the accumulation of income by the corporation. Prereq: 22ACCT472. Credit Level: G. Credit Hrs: 4.00

22ACCT832**Corporate Tax II**

Study of income tax problems related to stock redemptions, partial liquidations, complete liquidations, collapsible corporations, spin-offs, split-ups, and corporate reorganizations. Prereq: 22ACCT831. Credit Level: G. Credit Hrs: 4.00

22ACCT833**Estate and Gift Tax**

Intensive study of federal taxation of estates and transfer of property rights by gift. Determination of the gross estate, taxable estate, taxable gift, and gift tax. Prereq: 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT838**Deferred Compensation and Other Employee Benefits**

Income tax implications for employer and employees arising from qualified and unqualified pension and profit-sharing plans, accident and health plans, medical reimbursement plans, and other employee benefits are analyzed. Prereq: 22ACCT831, 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT840**Research in Taxation**

An in-depth income tax research project, approved and supervised by a member of the graduate faculty, is required. Credit Level: G. Credit Hrs: 4.00

22ACCT841**Taxation of Subchapter S Corporations**

An in-depth study of the Internal Revenue laws affecting the organization, capitalization, taxation, and termination of corporations under Subchapter S. Prereq: 22ACCT831. Credit Level: G. Credit Hrs: 4.00

Accounting**22ACCT842****IRS Practice and Procedure**

An extensive study of the organization of the Internal Revenue Service with emphasis on the practices and procedures available to and used by the Service in its daily dealings with the taxpaying public. Prereq: 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT843**Advanced Individual Income Taxation**

Examines advanced topics in the area of individual federal income taxation including but not limited to: property transactions, minimum tax, investment interest expense limitations, charitable contributions, property settlements, and tax shelters. Prereq: 22ACCT472. Credit Level: G. Credit Hrs: 4.00

22ACCT844**State and Local Taxation**

Examines structure of state and local laws involving property, sales and use, franchise, and corporate income taxes on the firm operating in either a single or multi-jurisdictional environment. Prereq: 22ACCT831, 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT845**Tax Accounting Methods and Procedures**

Examines Subchapter E of the Internal Revenue Code. Includes LIFO inventory valuations, accounting periods, installment sales, cash, accrual, hybrid basis accounting, and changes in accounting methods. Prereq: 22ACCT831, 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT846**Corporate Tax III**

Examines regulations, rulings, and court cases involving all forms of allowable corporate reorganizations under the Internal Revenue Code. Prereq: 22ACCT831, 22ACCT832. Credit Level: G. Credit Hrs: 4.00

22ACCT871**Accounting Theory**

Income, assets, and equities measurement and reporting with emphasis on differences in theory and practice. Prereq: 22ACCT323. Credit Level: G. Credit Hrs: 3.00

22ACCT872**Federal Tax Planning and Research**

Methodology and procedures in tax planning and research; study of corporate and shareholder taxation. Prereq: 22ACCT472. Credit Level: G. Credit Hrs: 4.00

22ACCT873**Auditing**

Principles, standards and procedures involved in the conduct of an audit. Internal control, statistical sampling, objectives, and report presentation. Prereq: 22ACCT323. Credit Level: G. Credit Hrs: 4.00

22ACCT874**Advanced Auditing**

Topics covered include advanced financial audit methodologies, professionalism in public accounting arena, audits of computerized systems and advanced quantitative auditing techniques. Prereq: 22ACCT873. Credit Level: G. Credit Hrs: 4.00

22ACCT875**Consolidated Financial Statements**

Accounting for business combinations and the preparation of consolidated financial statements. Prereq: 22ACCT332. Credit Level: G. Credit Hrs: 4.00

22ACCT876**Accounting for Non-Profit Organizations**

Accounting problems for not-for-profit institutions including the fundamentals of fund accounting for governmental units. Prereq: 22ACCT321. Credit Level: G. Credit Hrs: 3.00

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Accounting**22ACCT877****Auditing Transaction Cycles**

This course covers audit field work procedures for examining the acquisition and payment cycle, the inventory and warehousing cycle, the capital acquisition cycle and cash balances. Procedures for closing the audit are also treated. Prereq: 22ACCT873, 22ACCT874. Credit Level: G. Credit Hrs: 4.00

22ACCT879**Accounting Information Systems**

Analysis of accounting information needs of organizations, alternatives for satisfying these needs, and problems in implementation. Prereq: 22ACCT321. Credit Level: G. Credit Hrs: 3.00

22ACCT882**Strategic Cost Management**

Current topics in the area of management accounting including quantitative and behavioral considerations. Prereq: 22ACCT821. Credit Level: G. Credit Hrs: 4.00

22ACCT887**International Accounting**

Theory and practice-analysis of principles and procedures underlying information systems of international business. Terminology, foreign exchange, government regulations and other problem areas are considered. Prereq: 22ACCT321. Credit Level: G. Credit Hrs: 4.00

22ACCT891**Independent Study**

Independent Study in Accounting Credit Level: G. Credit Hrs: 1.00-6.00

22ACCT899**Independent Study in Taxation**

Special topics for students with interests in topics not covered by regular course offerings. With permission of instructor and department chair. Credit Level: G. Credit Hrs: 1.00-6.00

22ACCT901**Accounting Research Workshop**

Evaluating and critiquing current state of the art accounting research. Working papers presented by visiting speakers and faculty in the weekly research workshops. Credit Level: G. Credit Hrs: 1.00-6.00

22ACCT911**Research Seminar in Accounting**

Literature survey and replication of state of the art accounting research. Credit Level: G. Credit Hrs: 3.00

22ACCT971**Research in Accounting**

Variable credit. Credit Level: G. Credit Hrs: 1.00-15.00

22ACCT991**PhD Dissertation Research**

Variable credit. Credit Level: G. Credit Hrs: 1.00-15.00

Business Administration**22BA140****Pathways to Business**

Examines career goals and pathways enabled by the College of Business. Topics include the resources, opportunities and choices available to pre-business students. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22BA141**Business Pathways FYE 1**

Develops understandings and skills that support an integrated college experience. Part 1 topics provide an extended orientation, exploring and working with university resources. BoK: NA. Credit Level: U. Credit Hrs: 1.00

Business Administration**22BA141H****Business Pathways - FYE 1 Honors**

Develops understandings and skills that support an integrated college experience. Part 1 topics provide an extended orientation, exploring and working with university resources. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA142**Business Pathways FYE 2**

Develops understandings and skills that support an integrated college experience. Part 2 topics focus on College of Business support resources and academic options. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA142H**Business Pathways - FYE 2 Honors**

Develops understandings and skills that support an integrated college experience. Part 2 topics focus on College of Business support resources and academic options. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA143**Business Pathways FYE 3**

Develops understandings and skills that support an integrated college experience. Part 3 is dedicated to exploring business disciplines and professional goal setting. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA143H**Business Pathways - FYE 3 Honors**

Develops understandings and skills that support an integrated college experience. Part 3 is dedicated to exploring business disciplines and professional goal setting. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA152**Management Skills Practicum II**

Designed to assist students in developing career objectives, a plan for their own business education, and a plan for improving their personal performance levels. Students also develop a framework for analyzing ethical issues in business settings, and for managing a diverse workforce. Prereq: 22BA151. BoK: SE. Credit Level: U. Credit Hrs: 2.00

22BA181**Personal Money Management**

Helps students learn to manage their financial situation when they enter a university. Topics include cash flow and debt management, time value of money, financing education, saving money and basic taxes. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA201**Business Scholars Transition**

This course seeks to help students who have transferred or transitioned into Business Scholars leverage program opportunities. Business Scholars purposefully retains program flexibility and experiential options. Utilizing that flexibility requires substantial understanding of existing opportunities, of one's own strengths, weaknesses and goals, and of effective personal planning. This course focuses on these issues. BoK: NA. Credit Level: U. Credit Hrs: 0.00-1.00

22BA497**Technology Consulting**

Supervised leadership and support experience that involves working with the College of Business Information Technology and/or Distance Learning efforts. No more than six credits from the combination of 22BA497, 22BA498, and 22BA499 may be applied toward the BBA degree. Advanced non-business or free elective credit only. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22BA498**Teaching Assistant**

Supervised leadership and support experience as a College of Business teaching assistant. No more than six credits from the combinations of 22BA497, 22BA498, and 22BA499 may be applied toward the BBA degree. Advanced non-business or free elective credit only. BoK: NA. Credit Level: U. Credit Hrs: 3.00

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Business Administration**22BA498****Teaching Assistant**

Supervised leadership and support experience as a College of Business teaching assistant. No more than six credits from the combinations of 22BA497, 22BA498, and 22BA499 may be applied toward the BBA degree. Advanced non-business or free elective credit only. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22BA499**Peer Advising**

Supervised leadership and support as a peer advisor. No more than six credits from the combination of 22BA497, 22BA498, and 22BA499 may be applied toward the BBA degree. Advanced non-business or free elective credit only. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22BA580**Business Strategy**

The capstone course of undergraduate curriculum. Provides a framework for integrating knowledge from all functional areas. Perspective is that of general management of the enterprise. Prereq: 22FIN380, 22INTB380, 22MGMT380, 22QA380, 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22BA595**Research in Business Administration**

Research on advanced topic in business administration designed and coordinated by members of the class. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22BA711**Communication For Managers**

Focuses on communication in organizations, particularly writing, interpersonal communication, small-group communication, and presentational speaking. Issues considered include coherence, clarity, style, tone, empathy, and other basic elements in communication success. Credit Level: G. Credit Hrs: 2.00

22BA712**MBA Capstone Experience**

The capstone course for MBA students that requires integration of the MBA program coursework in the definition and analysis of, and solution development for, a significant business challenge. To be taken during the final quarter of the MBA program. Prereq: 22MGMT712. Credit Level: G. Credit Hrs: 2.00

22BA713**Communications for Managers II**

This course will offer further opportunities to refine and improve key business communication skills, particularly making presentations in a business context and creating concise, error-free business documents. These two congruent skills sets are almost universally identified as values critical to success in management. The common element across all focus areas of an MBA-oriented career is that -- technical and functional expertise notwithstanding -- communication proficiency is critical to obtaining influence in a competitive environment. Prereq: 22BA711. Credit Level: G. Credit Hrs: 2.00

22BA751**Elective Credit A**

Additional course related study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22BA777**Graduate Career Management**

Career development and job search strategies, self assessment, resume and marketing tool development, enhancement of case and behavioral interviewing skills, with a focus on internships and full-time employment after graduation. Credit Level: G. Credit Hrs: 1.00

22BA781**Individual Study**

Individual Study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

Business Administration**22BA782****Special Topics in Business Administration**

In-depth study of special topics in Business Administration. Credit Level: G. Credit Hrs: 1.00-4.00

22BA791**Global Business Topics**

An intensive study abroad seminar dealing with international management issues. Credit Level: G. Credit Hrs: 1.00-8.00

22BA800**Readings In Business Administration**

Project and research work undertaken by a student with the approval and supervision of a faculty member. Credit Level: G. Credit Hrs: 1.00-3.00

22BA802**Managerial Communications**

Introduces students to the basic concepts of effective oral and written communication and develops strong interpersonal skills. Integration of concepts in presentations in respective areas of business and use of interactive material and exercises will be extensive. Credit Level: G. Credit Hrs: 3.00

22BA870**Competitive Analysis**

This course deals with competition: how to assess it and how to react/anticipate it. As such, the focus is on the environment of, and the strategic options available to, a business unit. Credit Level: G. Credit Hrs: 3.00

22BA890**Strategic Management**

The course focuses on the management of the total enterprise. Emphasis is placed on a student's ability to make decisions in the face of unstructured problems and the integration of knowledge from all functional areas of business. Prereq: 22BA870. Credit Level: G. Credit Hrs: 3.00

22BA895**Special Topics in Business Administration**

In-depth study of selected topics in business administration. Credit Level: G. Credit Hrs: 3.00

22BA990**Introduction to Research and Teaching for Doctoral Students**

Introduces the role of research, writing and teaching in the profession and provides doctoral students with a foundation for success in the academic profession. Credit Level: G. Credit Hrs: 3.00

22BA992**Doctoral Seminar**

1-15 gr cr. Variable cr. Credit Level: G. Credit Hrs: 1.00-15.00

Business Law**22BLAW280****Legal Environment of Business**

Examines the legal and ethical dimensions of managerial decisions. Topics include human resource, consumer protection, antitrust and contract law. Formerly 22 BLAW 271. BoK: SE. Credit Level: U. Credit Hrs: 4.00

22BLAW435**Legal Aspects of Entrepreneurship**

This course will acquaint the student with the various forms of business organizations and ownership so s/he will be able to select the best form for the implementation of business decisions. Prereq: 22BLAW280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22BLAW445**Global Legal Environment**

Provides the business person with a working knowledge of the ground rules for international trade to help compete successfully. This course is a survey of the significant areas of concern to managers making the

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Business Law**22BLAW445****Global Legal Environment**

decision to compete globally. Prereq: 22BLAW280, 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22BLAW455**The Law of Competitive Behavior**

Course examines impact of law at various stages of product development and marketing. Students become acquainted with law protecting product concept, constitutional considerations in advertising and completion, criminal consequences, and ethical concerns in marketing. Prereq: 22BLAW271. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22BLAW599**Independent Study**

Individual study under the direction of a faculty member BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22BLAW711**Business Law for Managers**

Develops an appreciation for the legal and regulatory environment in which the firm operates. Factors within law and regulation that can influence managerial decision making are explored. The role of antitrust, unfair competition, EEO, labor law, and environmental regulations are examined. Credit Level: G. Credit Hrs: 2.00

22BLAW781**Individual Study**

Individual study under the direction of a faculty member Credit Level: G. Credit Hrs: 1.00-4.00

22BLAW850**Legal and Regulatory Environment**

This course is designed to acquaint students with the legal, regulatory, and ethical issues which are frequently encountered by business managers and their organizations. Credit Level: G. Credit Hrs: 3.00

22BLAW851**Corporate Law I**

Examines the areas of commercial law which affect the decisions of accounting professional and financial managers, including the principles of the Uniform Commercial Code. Credit Level: G. Credit Hrs: 4.00

22BLAW852**Corporate Law II**

Familiarize students with the legal structures of business enterprise and the legal issues, particularly as they relate to legal liability of the accountant. Credit Level: G. Credit Hrs: 4.00

22BLAW891**Independent Study**

Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-6.00

Entrepreneurship/Family Business**22ENTR401****Introduction to Innovation**

This introductory course on innovation and entrepreneurship addresses two major topics. 1. The seven knowledge areas of innovation: intellect, domain knowledge, thinking, problem solving, creativity, innovation and execution. 2. The innovation process model is applied to entrepreneurial ideation, conceptualization and opportunity recognition. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR410**Management of Closely Held Businesses**

Introduces students to the unique management issues facing family/privately owned businesses. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

Entrepreneurship/Family Business**22ENTR460****Financial Management in Private Firms**

Introduces students to the unique accounting, financial and information issues of private firms. Topics include sources of capital, financial analysis, business valuation, financial management and firm and owner tax and estate implications. Prereq: 22ACCT282, 22BLAW280, 22IS280, 22QA282, 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR501**Corporate Entrepreneurship**

The focus of the undergraduate course is to encourage students to study the theories, principles, concepts, practices and applications of corporate entrepreneurship in order to prepare them to engage effectively in intrapreneurial actions. Case method and lecture will be used. Prereq: 22ACCT282, 22BLAW280, 22IS280, 22QA282, 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR570**Entrepreneurship**

Evaluation and initial operation of high potential ventures. Case method. Prereq: 22ACCT282, 22BLAW280, 22IS280, 22QA282, 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR593**Special Topics in Family Business/Entrepreneurship**

In depth study of selected topics. Perm of Instructor. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR598**Capstone in Family Business/Entrepreneurship**

Provides direct assistance to small businesses and provides the student an opportunity to aid in the solution of real-world problems. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR599**Guided Study in Family Business/Entrepreneurship**

Individual study under direction of a faculty member. Perm of Instructor. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR705**Entrepreneurship New Venture Creation**

Evaluation and initial operations of high potential ventures. Case method. Credit Level: G. Credit Hrs: 4.00

22ENTR715**Entrepreneurship and E-Business**

This course focuses on e-business design to initiate, support and build entrepreneurial activities. Credit Level: G. Credit Hrs: 4.00

22ENTR725**Global Entrepreneurship**

This course addresses the following topics: trends in international business, the global business environment, formulating and implementing a global strategy, and emerging and contemporary issues in global business as they relate to entrepreneurial activity. Credit Level: G. Credit Hrs: 4.00

22ENTR781**Independent Study in Entrepreneurship**

Student independently pursues small, entrepreneurial and/or family business topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. Perm of Instructor. Credit Level: G. Credit Hrs: 1.00-4.00

22ENTR782**Management of Closely Held and Family Business**

This course emphasis is strategic, aimed at development of a systematic approach for assessing and improving the health of a family/private firm from the perspective of the owner, partner, or CEO. Credit Level: G. Credit Hrs: 4.00

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Finance**22FIN281****Personal Finance**

Principles and procedures in planning and management of personal financial problems. Development of personal finance plans and budgets. The role and use of financial intermediaries, such as credit and savings institutions, in family financing; insurance, real estate and securities investments; estate planning. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22FIN361**Foundations of Finance: Risk and Value**

Provides the student with an understanding of the theoretical underpinnings of finance. The course covers a set of topics focusing on preparing students for financial decision-making. Prereq: 22FIN352. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22FIN380**Business Finance**

This is the core finance course required of business majors. Business Finance acquaints students with the fundamental principles of finance. Two key concepts developed in the course will be the time value of money and the tradeoff between risk and return. You will develop the analytical tools necessary to interpret corporate financial statements in order to value many financial investments. A major emphasis in the class will be on learning how to think systematically about financial valuation and how to apply these insights to a variety of business (e.g. capital budgeting decisions) and personal (e.g. retirement planning, automobile/mortgage loans) financial problems. Prereq: 15MATH227, 22QA281, 22QA282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN401**Corporate Finance**

In this course students will develop the analytical tools necessary for analyzing corporate financing decisions. Central to these decisions is the firm's cost of capital. You will learn how to compute the cost of capital and how to apply it to numerous questions like what is the value of the firm, should the firm raise capital, what is the optimal mix of debt and equity, what should the firm's payout (dividend) policy be, and should the firm lease or buy its assets? Financial modeling (in EXCEL) will be a major emphasis in the course. Prereq: 22FIN380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN402**Raising Capital**

This course covers financial markets, instruments and institutions with the primary focus being on the capital raising and financing activities of firms at different stages in their life cycles. One of the critical activities a company must do well to succeed is the raising of capital. The when, where and how of raising capital is the focus of the course. The perspective will typically be that of a firm wishing to raise capital, though we will also examine financing transactions from the viewpoint of the participating financial intermediary. We analyze financing choices for younger firms, for which there exists little or no security price information and then examine capital raising issues relevant to larger, listed firms. Topics to be covered in this course include the role of financial intermediaries - such as commercial and investment banks - in the capital raising process, the decision to go public, mechanism and pricing of initial public offerings, role of investment banks in IPOs, high-tech firm financing, venture capital, bank debt, private placements, public debt markets, commercial paper and junk bond markets. Prereq: 22FIN401. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22FIN403**Mergers and Acquisitions**

This course uses an analytical framework and real-world applications to introduce the key principles and techniques of successful mergers, acquisitions, divestitures and leverage buyouts. It addresses crucial questions including: Why do mergers that looked great on paper fail in reality? How does one value companies acquiring or being acquired? What is the best negotiation strategy? What does it take to make the "synergy" come to life? How can a merger be funded in such a way as to retain the merged entity's flexibility? When do leveraged buy-outs

Finance**22FIN403****Mergers and Acquisitions**

make sense and how can they be financed? One goal for students is to develop a critical appreciation of key finance criteria in a proposed acquisition, so as to grasp the main strengths and risks of the company's strategic and financial alternatives. Prereq: 22FIN401, 22FIN431. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22FIN404**Real Options**

This is a course in capital budgeting under uncertainty and flexibility. The objective is for each student to develop more advanced capital budgeting skills that will enable you to attack real-world corporate investment decisions in a sophisticated manner. Traditional NPV analysis assumes that corporate investment decisions are "now or never" and that they are irreversible. However, most corporate projects have a great deal of flexibility in their timing, scale, etc. After taking this course, students will be able to identify the optionality in corporate investments; choose the proper model for analysis; handle risk appropriately; and clearly and persuasively present a contingent claims analysis of a corporate investment proposal. Prereq: 22FIN401, 22FIN421. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN405**Cases in Corporate Finance**

The goal of this course is to have students apply the financial theory developed in the core finance courses to analyze and make recommendation concerning corporate financial decisions in the context of case studies of actual businesses. This course covers a wide range of finance topics: financial analysis, estimating funds requirements, working capital management, capital structure policies, financing decisions, estimation of the cost of capital, investment decisions and valuation. In addition, we will be integrating oral communication through class participation, written communication and the application of the PC through written cases, the regulatory and legal environment, international finance issues, and the stressing of ethical issues of businesses. Prereq: 22FIN401, 22FIN431. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22FIN406**Treasury**

This course is for an overview of corporate treasury functions. The goal of the course is to have students know how to do the following types of financial analysis concerning corporate treasury functions: maintain optimal cash positioning; employ working capital strategies and tools; utilize various types of payment systems; monitor and control corporate exposure to financial and operational risks; manage cross-border funds movement; coordinate financial functions and sharing of financial information; delineate appropriate ethical behaviors; recognize corporate governance issues; execute fiduciary responsibilities and build relationships with financial services providers. Prereq: 22FIN401. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22FIN407**International Finance**

International finance, and international business finance in particular, is all about making decisions in the context of international financial environment. This course focuses on developing some of the tools that are necessary for students to be able to frame and solve the basic problems in international financial decision-making. We will confine our study to the topics of international financial environment, exchange rate behavior and its management, and investment/ financing decisions of multi-national corporations (MNCs). By the end of the course you should be comfortable with the assumptions and techniques required for making financial decisions by the MNCs. Prereq: 22FIN380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN408**New Venture Finance**

This course is required for all Entrepreneurship majors. The objective is to provide students with a working knowledge of the accounting and finance tools required by entrepreneurs to understand, evaluate, fund

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Finance**22FIN408****New Venture Finance**

and manage new ventures. The class will examine approaches to financing new and growing ventures that will increase the likelihood of success, while avoiding the pitfalls of those which have failed. Prereq: 22FIN380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN411**Investments**

This course provides a detailed overview of investment management. The goal of the course is to provide students an understanding of the key differences in the various investment vehicles as well as a set of general techniques for characterizing and valuing the risks inherent in these various instruments. The course will consider the analysis of both equity and debt instruments, leaving the price of derivative securities (such as options, futures and securitized instruments to FIN 421 (Derivative Securities and Markets). In addition to providing a theoretical treatment of valuation techniques, FIN 411 also provides the practical skills of financial modeling using spreadsheets, enabling the student to conduct applied analysis useful in their future professional careers. The course will also examine the value of active investment management given empirical evidence on the efficiency of various markets and develop methods for evaluating the performance of investment managers. The course will also discuss tax implications and strategies. Prereq: 22FIN380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN413**Portfolio Management**

This overview of portfolio management presents several views and approaches to investment decision making in today's markets. Portfolio management is the professional management of various securities to meet specified investment goals for the benefit of investors. To accomplish these objectives, we need to learn about pricing models, active and passive management, investment styles and market efficiency. Prereq: 22FIN401, 22FIN411, 22FIN421. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN414**Fixed Income**

The principal objective of this course is to provide a detailed analysis of fixed income securities. By the end of the course students will have a good working knowledge of the analysis of debt investments, including basic characteristics of bonds in alternative sectors, valuation tools, and factors that influence bond yields. Prereq: 22FIN401, 22FIN411, 22FIN421. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN421**Derivatives Markets and Securities**

The principal objective of this course is to provide a detailed examination of option, futures, forwards and swaps. By the end of the course students will have a good knowledge of how these contracts work, how they are traded, how they are used, and how they are priced. A major emphasis in the class will be on learning how to use the binomial model to think systematically about derivative instruments. Prereq: 22FIN380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN431**Financial Information and Valuation**

The course is about the analysis of financial information particularly firms' financial statements for making decisions to invest in businesses. The primary focus is on equity (share) valuation with some attention given to credit analysis and the valuation of debt. The methods of fundamental analysis will be examined in detail & applied in cases and projects involving listed companies. Topics include models of shareholder value, a comparison of accrual accounting and discounted cash flow approaches to valuation, the analysis of profitability, growth and valuation generation in a firm, diagnosing accounting quality, forecasting earnings and cash flow, proforma analysis for strategy and planning, and the determination of price/earnings (P/E) and market-to-book (P/B) ratios. Prereq: 22ACCT281, 22FIN380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

Finance**22FIN431****Financial Information and Valuation**

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22FIN452**Securities Trading**

This course examines the theory and practice of securities trading at exchanges around the world. The goal of the course is to have students understand how trading and the design of markets affects liquidity, informativeness, transparency, volatility and fairness. During the course, students will analyze alternative trading strategies, the cost of trading, innovations in exchanges, and regulatory policy. The course also provides hands-on trading experience using realistic trading simulations. Prereq: 22FIN401. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN453**Financial Institutions**

This course provides a survey of financial institutions. The goal of the course is to characterize the different functions, services and regulatory environments of the various institutions in the financial services industry. The primary focus is on understanding the range of services offered and the typical challenges financial services firms face and how they create value. Prereq: 22FIN401. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN454**Risk Management**

After a brief introduction to the nature of financial institutions, this course focuses on the identification, measurement and management of the risks faced by banks and other financial institutions. The risks identified include interest rate risk, market risk, foreign exchange risk, sovereign risk and liquidity risk. Once the risks are identified, the initial focus is on how to measure them and then on the techniques used to manage them. Prereq: 22FIN401, 22FIN421. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN461**Advanced Corporate Finance**

Develops the analytical framework for making investment, financing, and dividend decisions in the non-financial firm. Prereq: 22FIN361. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22FIN462**Investment Analysis**

Focuses on applying the tools and strategies of investment management in contemporary markets. Prereq: 22FIN361. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22FIN463**Financial Management of Financial Institutions**

Focuses on the financial management of financial institutions operating in a changing environment. Particular stress is given to managing risk. Prereq: 22FIN361. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22FIN465**Treasury Management**

Analysis and efficient management of operating cash flows. Prereq: 22FIN361. BoK: NA. Credit Level: U. Credit Hrs: 3.00

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Finance**22FIN471****Financial Markets and Institutions**

Applications of derivatives to the analysis and management of portfolio risk and return. Prereq: 22FIN352. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22FIN472**Cases in Finance**

Applications of derivatives to the analysis and management of portfolio risk and return. Prereq: 22FIN361. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22FIN591**Problems in Financial Decision Making**

This capstone finance course provides the student with the opportunity to apply knowledge and skills from earlier finance courses. Prereq: 22FIN461. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22FIN593**Special Topics in Finance**

Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN596**Guided Study in Finance**

Individual study under the direction of a faculty member. Prereq: 22FIN380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN701**Investment Professional Ethics**

A survey of essential concepts in micro-economics that influence the financial performance of firms and financial markets. Credit Level: G. Credit Hrs: 2.00

22FIN711**Finance for Managers**

Examines the financial management of the firm including the following topics: risk and return, discounted cash flow techniques, valuation models, cost of capital, analysis of capital expenditures, optimal capital structure, working capital management, and corporate restructuring. Credit Level: G. Credit Hrs: 4.00

22FIN713**Financial Analysis Tools**

The objective of this course is to provide managers facility with the fundamental methods used in financial analysis. These methods will be used extensively in FIN 714 (Financial Management) and throughout the MBA program when financial analysis is required. The set of methods include: time value of money, stock and bond pricing, net present value, risk measurements, risk and return, the capital asset pricing model, and basic capital budgeting. Credit Level: G. Credit Hrs: 2.00

22FIN714**Financial Management**

Using the finance tools developed in FIN 713, this course examines managerial financial decision making, including the following topics: capital budgeting, raising capital, financing policy, capital structure choice, payout policy, the pricing and use of financial options, real options, and selected topics such as mergers and acquisitions, risk management, and bankruptcy. Prereq: 22FIN713. Credit Level: G. Credit Hrs: 4.00

22FIN715**The Global Economic Context of Business**

This course provides future managers with a working knowledge of the major global macroeconomic forces and institutions that affect business. The primary focus of this course is on how managers can optimally respond to these forces. The course focuses on the causes and consequences of changes in the following macroeconomics variables: aggregate demand, employment, labor productivity, interest rates, exchange rates, business cycles, and international flows of goods, services, and capital. Current global economic events will be

Finance**22FIN715****The Global Economic Context of Business**

prominently featured during the course. Credit Level: G. Credit Hrs: 2.00

22FIN725**Financial Economics**

A survey of essential concepts in micro-economics that influence the financial performance of firms and financial markets. Credit Level: G. Credit Hrs: 4.00

22FIN731**Financial Econometrics I**

An in-depth analysis of the empirical foundations of finance. Topics covered include measurement of ex-post returns, estimation of risk and return parameters, probability distributions of asset market returns, empirical asset pricing models, and market efficiency. Credit Level: G. Credit Hrs: 4.00

22FIN732**Financial Econometrics II**

Continuation of Financial Econometrics I. Focuses on application to financial market data. Prereq: 22FIN731. Credit Level: G. Credit Hrs: 2.00

22FIN735**Financial Information and Valuation**

The evaluation and uses of public financial accounting information and the implications of this information for security analysis and valuation. Credit Level: G. Credit Hrs: 4.00

22FIN736**Equity Securities Analysis and Valuation**

Applications of valuation theory and financial accounting information for the analysis and valuation of equity securities. Prereq: 22FIN711, 22FIN735. Credit Level: G. Credit Hrs: 4.00

22FIN737**Fixed Income Securities Analysis and Valuation**

Applications of valuation theory and financial accounting information for the analysis and valuation of fixed income securities. Prereq: 22FIN713. Credit Level: G. Credit Hrs: 4.00

22FIN741**Investments**

An in-depth analysis of equity, fixed income securities, derivatives, and portfolio formation Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN742**Options and Futures**

An in-depth analysis of options, futures, swaps and other derivative securities and their role and uses in investments. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN745**Portfolio Management I**

An in-depth coverage of portfolio theory and performance evaluation. Prereq: 22FIN735, 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN746**Portfolio Management II**

Application of portfolio theory to the construction and management of investment portfolios. Prereq: 22FIN745. Credit Level: G. Credit Hrs: 2.00

22FIN747**Real Estate and Alternative Investments**

A survey of essential topics in real estate and alternative investments and their role in portfolio diversification and portfolio performance. Prereq: 22FIN745. Coreq: 22FIN735, 22FIN711. Credit Level: G. Credit Hrs: 2.00

22FIN751**Money and Capital Markets**

An in-depth analysis of institutions, money markets, bond markets, and

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Finance**22FIN751****Money and Capital Markets**

equity markets that comprise the financial system. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN752**Derivative Markets and Risk Management**

Applications of derivatives to the analysis and management of portfolio risk and return. Prereq: 22FIN711, 22FIN735. Credit Level: G. Credit Hrs: 2.00

22FIN755**International Finance**

An in-depth analysis of the global aspects of financial markets and corporate finance. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN756**International Financial Markets and Institutions**

A survey of essential concepts in international macro finance that influence risk and return in global capital markets. Prereq: 22FIN711, 22FIN735. Credit Level: G. Credit Hrs: 2.00

22FIN761**Advanced Corporate Finance**

An in-depth analysis of corporate governance and ownership structure, executive compensation and corporate performance, and strategic considerations in financial policies. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN762**Advanced Capital Budgeting and Real Options**

An in-depth analysis of capital budgeting decisions. Topics covered include: estimation of the cost-of capital, issues in forecasting and valuing cash flows from projects, and the applications of real options to corporate capital budgeting decisions. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN771**Professional Practice**

Applications of investment theory to investment problems faced by practicing professionals. Prereq: 22FIN745. Coreq: 22FIN735, 22FIN711. Credit Level: G. Credit Hrs: 2.00

22FIN781**Individual Study**

Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22FIN782**Special Topics in Finance**

In-depth study of special topics in Finance. Credit Level: G. Credit Hrs: 1.00-4.00

22FIN895**Special Topics in Finance**

In-depth study of selected topics in finance. Prereq: 22FIN713. Credit Level: G. Credit Hrs: 3.00

22FIN901**Seminar in Financial Theory**

A review of the theoretical and empirical foundations of current financial thought. Credit Level: G. Credit Hrs: 3.00

22FIN902**Current Topics in Corporate Finance**

In-depth study of selected topics in corporate finance. Emphasis on current literature in this area. Credit Level: G. Credit Hrs: 3.00

22FIN903**Financial Institutions and Markets: A Theoretical Perspective**

In-depth study of selected topics in financial institutions. Emphasis on current literature in this area. Prereq: 22FIN901. Credit Level: G. Credit Hrs: 3.00

Finance**22FIN904****Seminar in Investments**

In-depth study of selected topics in investments. Emphasis on current literature in this area. Prereq: 22FIN901. Credit Level: G. Credit Hrs: 3.00

22FIN905**Information and Financial Contracting**

Seminar in the economics of information & financial contracting. Will study equilibria & welfare properties of markets under asymmetric information, contracting in the presence of asymmetric information, bargaining, & auctions. Credit Level: G. Credit Hrs: 3.00

22FIN906**Market Microstructure**

Market microstructure is the study of the process and outcomes of exchanging assets under a specific set of rules. Microstructure theory focuses on how specific trading mechanisms affect the price formation process. Credit Level: G. Credit Hrs: 3.00

22FIN971**Research in Finance**

Variable credit. Credit Level: G. Credit Hrs: 1.00-15.00

22FIN991**PhD Dissertation Research**

Variable credit. Credit Level: G. Credit Hrs: 1.00-15.00

Honors Plus**22HNPL131H****Freshman Honors-PLUS Seminar I**

First of 2 quarter Honors Seminar sequence for Freshmen participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22HNPL132H**Freshman Honors-PLUS Seminar II**

Second of two quarter honors seminar sequence for freshmen participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22HNPL232H**Sophomore Honors-PLUS Seminar**

Honors Seminar for Sophomores participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22HNPL331H**Issues in Demography**

Identification of demographic issues and trends, and analysis of the challenges and opportunities they create for business and society. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22HNPL332H**Pre-Junior Honors-PLUS Seminar**

Honors Seminar for Pre-Juniors participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22HNPL391H**HonorsPLUS Global Business Practicum**

Practicum course for students in the Carl H. Lindner Honors-PLUS program who are studying abroad. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22HNPL431H**Junior Honors-PLUS Seminar**

Honors Seminar for Juniors participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22HNPL432H**Issues in Science & Technology**

Study of cutting edge topics in science and technology, and their past, present and future impact on business and society. BoK: NA. Credit Level: U. Credit Hrs: 3.00

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Honors Plus**22HNPL531H****Senior Honors-PLUS Seminar**

Honors Seminar for Seniors participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22HNPL532H**Issues in Contemporary Business**

Examination of current events and issues affecting business. Guest lecturers, current periodicals and news sources will be used to analyze the relevance and resolution of these issues. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HNPL593H**Honors PLUS - Special Topics**

Special Topics class offered on an intermittent basis for students participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22HNPL599H**Honors PLUS - Independent Study**

Independent study course for students participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

International Business**22INTB214H****Cultural Competency: Understanding the Cultural Gap**

Course will focus on understanding culture and development of skills necessary to work in a global business environment. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22INTB380**Global Business Environment**

Introductory course in international business. Provides an overview of financial, economic, marketing, management, accounting and operations issues related to doing business in a global environment. Also covers trade policy and international institutions involved in global business. Prereq: 22ACCT282, 15ECON101, 15ECON102. BoK: DC. Credit Level: U. Credit Hrs: 4.00

22INTB380H**Global Business Environment - Honors**

Introductory course in international business. Provides an overview of financial, economic, marketing, management, accounting and operations issues related to doing business in a global environment. Also covers trade policy and international institutions involved in global business. Prereq: 22ACCT282, 15ECON101, 15ECON102. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB398**Understanding European Business - Belgium**

Students will develop an understanding of EU business culture and practices through a combination of lectures, discussion, company visits and experiential activities. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB450**International Management**

Development of a global perspective and strategy for the multinational corporation. Impact of foreign environments. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB501**Study Abroad A**

International course at a foreign institution. BoK: NA. Credit Level: U. Credit Hrs: 1.00-4.00

22INTB502**Study Abroad - Linz, Austria: Intensive German**

Study abroad, Linz, Austria: students will enroll in intensive business German courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

International Business**22INTB503****Study Abroad - Linz, Austria: Language & Culture**

Study abroad, Linz, Austria students will enroll in business German/Culture courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

22INTB504**Study Abroad - Linz, Austria I**

Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

22INTB505**Study Abroad Linz, Austria II**

Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

22INTB506**Study Abroad - Linz, Austria III**

Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

22INTB507**Study Abroad - Linz, Austria**

Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

22INTB511**Study Abroad: China**

Students will visit the People's Republic of China and explore economic, political, social and cultural conditions as they apply to doing business in China. Students will attend class sessions that will include lectures by local Chinese experts and foreign business executives. They will visit companies in China and they will visit key cultural sites. Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB512**Study Abroad Chile: Doing Business in Chile**

Students will attend classes at the Universidad del Desarrollo, in Santiago, Chile. The course focuses on building understanding of the Chilean business environment, trade relations with the US and development of an enlarged trade agreement between North and South America. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB513**Study Abroad: Mexico**

Students will attend class sessions in Mexico focused on doing business in Mexico. They will visit local companies and visit historic and cultural sites. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB515**Service Learning Study Abroad: Central America**

Students will work on a service learning project in Central America. The project will involve some business consulting to local business. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB516**Study Abroad Ireland**

Course delivered at University of Cork, Ireland as part of study abroad program. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

22INTB517**Study Abroad Thailand: Doing Business in Thailand**

Students will attend classes in Thailand. The course focuses on building understanding of the Thai business environment and trade relations with the US. Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00

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International Business**22INTB518****Study Abroad France and Spain**

Students will visit Toulouse, France and Barcelona, Spain and explore economic, political, social and cultural conditions as they apply to doing business in France, Spain and the European Union. Students will attend class sessions that will include lectures by local European experts and foreign business executives. They will visit companies in France and Spain and will visit key cultural sites. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB525**International Accounting and Financial Management**

Identify and explain accounting and financial controls necessary to be an effective global manager. Prereq: 22INTB380, 22ACCT282, 22FIN352. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB530**Management of Cultural Differences**

Students will do extensive reading and review of the literature on managing multi-cultural environments. Students will present analyses of cross-cultural management issues; assessments of business practices in other cultures; and development of cross cultural training principles. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB535**Virtual Teams**

This course will focus on cross-cultural communications, teamwork and virtual teams. UC students will work virtually with European students at one of our partner schools in Europe. (No travel is involved.) You will work in team (including UC and European students) using video conference technology, email and Internet/Web camera to do research on teams, teamwork, virtual teams and cross-cultural communication. The course involves assigned readings on teams and teamwork as well as research in particular topical areas. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB571**International Marketing**

Marketing in the global marketplace. Effects of culture on marketing decision making. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB587**International Accounting**

Discusses the unique aspects of accounting for multinational corporations, accounting principles, and financial reporting practices of different countries and the development of international accounting and its standards. Prereq: 22INTB380, 22ACCT282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB593**Special Topics in International Business**

In depth study of selected topics in international business. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB594**Current Issues in International Business**

The purpose of this course is to investigate current issues and controversies in global business. The rising power of China, instability in the Middle East, and north-south economic disparity are just a few of the critical issues in global business today. Through a combination of book chapters, cases and articles in the business press, we will investigate the problems associated with globalization, outsourcing, immigration, political and economic instability, resource scarcity, and cultural differences. This is a project-based seminar/learning community since this is an emerging field. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB599**Guided Study in International Business**

Individual study under the direction of a faculty member. Perm of Instructor. BoK: NA. Credit Level: U. Credit Hrs: 1.00-4.00

International Business**22INTB801****International Study Abroad - Location A**

An intensive course in International Management. Credit Level: G. Credit Hrs: 1.00-8.00

22INTB802**International Business: Study Abroad Linz-Prague**

Students will study the expanding European Union and doing business in Central and Eastern Europe. Course will focus on emergence of market economies, cross-cultural management, and the global impact of EU expansion. Credit Level: G. Credit Hrs: 4.00

22INTB803**Study Abroad Chile: Doing Business in Chile**

Students will attend classes in Santiago, Chile. The course focuses on building understanding of the Chilean business environment, trade relations with the US, and development of an enlarged trade agreement between North and South America. Credit Level: G. Credit Hrs: 4.00

22INTB804**Study Abroad China: Doing Business in China**

Students will attend classes with partner universities at multiple sites in China. Course content focuses on the development of China's market economy, entry into the WTO, and trade relations with the west Credit Level: G. Credit Hrs: 4.00

22INTB805**Study Abroad France: Doing Business in the European Union**

Students will attend classes with partner universities in France and Spain. The course focuses on European culture, business practices and the European Union. Credit Level: G. Credit Hrs: 4.00

22INTB806**Study Abroad Germany: Doing Business in Germany and the European Union**

Students will attend classes with partner universities in Germany. The course focuses on German reunification, European culture, business practices and the European Union. Credit Level: G. Credit Hrs: 4.00

22INTB807**Study Abroad Thailand: Doing Business in Thailand and Southeast Asia**

Students will attend classes in Thailand. The course focuses on developing economies of SE Asia, the influence of Buddhist culture on business, and Thai trade. Credit Level: G. Credit Hrs: 4.00

22INTB891**Independent Study**

Independent study in International Business Credit Level: G. Credit Hrs: 1.00-6.00

Information Systems**22IS280****Computer Problem Solving for Business**

Provides foundational understandings and skills for applying information technology to managerial decision making and problem solving. Topics include information systems such as decision support, enterprise, transaction processing and knowledge management systems. Formerly 22 IS 270. BoK: NA. Credit Level: U. Credit Hrs: 5.00

22IS280H**Computer Problem Solving for Business**

Provide foundational understandings and skills for applying information technology to managerial decision making and problem solving. Topics include information systems such as decision support, enterprise, transaction processing and knowledge management systems. Formerly 22 IS 270. BoK: NA. Credit Level: U. Credit Hrs: 5.00

22IS290**Business Application Development**

This is an introductory course on Web application development, using Microsoft's newest development platform, Visual Studio.Net 2008. This course also covers ASP.Net and VB.Net. Students are expected to

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Information Systems**22IS290****Business Application Development**

develop a simple Web application that incorporates these technologies. The course includes a mandatory lab component where students can practice with the concepts and approaches discussed in the classroom. The objectives of the course are to: introduce students to the basic components of an information system, give students hands-on experience with the development of a simple, dynamic (i.e. data driven) Web-based application, using one of the most popular development platforms in industry (.Net). BoK: NS. Credit Level: U. Credit Hrs: 4.00

22IS320**Business Process Modeling**

One of the most important activities for an information systems professional is analyzing, modeling and documenting business processes. Process models can greatly benefit organizations by helping them to identify opportunities to use information technology to streamline operations and optimize organizational performance. The objectives of this course are to expose students to the importance of business process modeling, the skills required of effective business analysts, the systems development life cycle, specific process modeling techniques such as Data Flow Diagrams and Use Cases, the role of Business Process Management (BPM) at the organizational level, and one or more specific BPM tools (e.g. BlueSpring or Pro Vision). BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS330**Database Design**

Data is increasingly recognized as a vital organizational resource. With the growing use of advanced data management technologies and applications, database systems have been recognized as strategic resources to achieve competitive advantage. The objective of this course is to provide students with a comprehensive introduction to the following managerial and technical issues in database design: concepts of data management and database systems, database design life cycle, conceptual data modeling using entity-relationship models, logical database design using relational data model, normalization of relations, and relational algebra and structure query language (SQL). BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS340**IT Architecture and Networks**

This course is designed to give IS students a strong foundation in systems architecture and the principles of data communications. Specifically, this course will give the student and understanding of the following aspects of data communications: technology - the technology underlying computer systems, data communications, networks and communications software; architecture - the way in which computer components, computer and network hardware, software and network services are interconnected; and applications - how data communications can be used to support organizations' business strategies. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS410**Advanced Application Development**

The objective of this course is to provide students with exposure to application development using Sun's Java language and Java 2 Enterprise Edition development platform. The goals are to give students a firm foundation in the logic of programming, and to expose students to a popular object-oriented language (Java) that is widely used for systems development, particularly for Web-based systems. Prereq: 22IS290. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS420**Advanced Systems Design**

This course is a follow on to IS 320 (Business Process Modeling). The specific objectives of this course are to teach students more advanced techniques in information systems design, including to analyze and document the requirements for an information system using an object-oriented approach and UML (Unified Modeling Language); to construct and document sequence and class diagrams; the basic principles of

Information Systems**22IS420****Advanced Systems Design**

Service-Oriented Architecture (SOA); the technological underpinnings of Web services; and to use Business Process Execution Language to model applications using the SOA paradigm. Prereq: 22IS290, 22IS320. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS450**Information Systems Security**

This course provides a technical overview of information systems security. The objective is to expose students to the technologies used to implement secure information systems at the network, data, and application levels. Topics covered include: cryptography, authentication, authorization, database security, software security, security protocols, and operating systems security. Students will also be exposed to the principles of planning and performing security assessments, risk analysis and penetration testing. Coreq: 22IS340. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS460**Business Intelligence**

Data is a critical resource - the ability to extract meaningful business intelligence from vast amounts of transactional data that most corporations routinely collect is an important key to success in today's competitive landscape. This course will introduce students to two business intelligence technologies: data warehousing and data mining. Specifically, students will learn (a) the differences between data warehouses and OLTP databases; (b) Dimensional Modeling using Star schema; (c) the architecture and infrastructure of data warehousing; and (d) information delivery techniques, including Online Analytic Processing (OLAP) and data mining. Prereq: 22IS330. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS550**Database Design and Integration**

Covers the systems design and implementation of a software system using a programming language and the management of these activities. Topics include: project standards, software quality assurance, structured design; program specifications; selection of a programming language environment; coding; testing; configuration management; user tracking; systems delivery; maintenance; post-implementation review; reverse engineering; and re-engineering. Group project. Prereq: 22IS330, 22IS340, 22IS430. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22IS590**IS Project Management**

The goal of this course is to enable students to learn and apply the processes, tools, techniques, and problem-solving approaches needed to successfully manage information system (IS) projects. Working in teams, students will evaluate a real-life business problem and offer an end-to-end IS solution. Students will manage IS projects through the application of theoretical frameworks, appropriate tools and techniques, and business process and change management concepts as they are presented and discussed in the reading materials and the classroom. They include but are not limited to, project management strategies, life cycle, methodology (e.g. RAD), tools (e.g. MS Project), techniques (e.g. GANT, WBS) and performance metrics. Students will analyze real-life mini-business cases throughout the course which will be used to develop and refine their problem-solving approaches. The course culminates with a presentation of a working prototype for addressing a real-life business problem. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS593**Special Topics in Information Systems**

Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. BoK: NA. Credit Level: U. Credit Hrs: 1.00-4.00

22IS596**Guided Study in Information Systems**

Individual study under the direction of a faculty member. BoK: NA.

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Information Systems**22IS596****Guided Study in Information Systems**

Credit Level: U. Credit Hrs: 1.00-6.00

22IS711**Information and Technology Management**

This course, taught primarily by the case method, examines the environment, objectives, and issues relating to the management of the information systems function in current business entities. Its goal is to prepare managers and future managers to deal with information systems related issues. The focus is on the fundamental management issues associated with identifying, designing, implementing, supporting, and effectively using information systems; the tradeoffs associated with dealing with these issues, and approaches for resolving them. Credit Level: G. Credit Hrs: 4.00

22IS715**Java in the Enterprise**

This course will serve as an introduction to web application development, using Sun's Java 2 Enterprise Edition development platform. In this regard, we will discuss technologies such as basic HTML, style sheets, Dynamic HTML, JSP, JavaBeans, JDBC, Servlets, and Java 2 programming language. It is the goal of this course to provide students with the necessary skills in designing and developing application systems with a focus on Web based application systems. Credit Level: G. Credit Hrs: 4.00

22IS721**Systems Analysis and Modeling**

There is no activity more fundamental to the field of information systems than the analysis, design, and development of systems. This course teaches students how to analyze and document the requirements for a system. It is based primarily on the object oriented approach - students learn how to construct use case diagrams, sequence diagrams, and class diagrams, and document them using UML (Unified Modeling Language). Students prepare a requirements analysis document for a hypothetical case study, using a CASE tool (Rational Rose). The course also covers one prominent structural modeling technique - data flow diagramming. Prereq: 22IS732. Credit Level: G. Credit Hrs: 4.00

22IS724**IS/IT Architecture**

This course introduces students to the basic building blocks of an information system - hardware, software, data and communication channels - and the role each of these plays in an information system. This course is designed as a technical introduction to information systems. The major topics covered include 1) the role and representation of data, 2) hardware architecture, 3) software architecture and 4) data communications. Credit Level: G. Credit Hrs: 4.00

22IS725**Web Systems and Services**

This is an introductory course on the development of web systems and services, using Microsoft's newest development platform, Visual Studio.Net 2008, and covering ASP.Net (using VB.Net). Students will learn to develop dynamic web-based systems, both stand-alone and component-based. They will learn the principles of Service-Oriented Architecture (SOA) and web services, and enabling technologies/standards such as XML, SOAP and WSDL. Students will be expected to develop a simple web application that incorporates these technologies. The course includes a mandatory lab component. Prereq: 22IS721. Credit Level: G. Credit Hrs: 4.00

22IS728**PROCESS INTEGRATION WITH ERP**

This course is designed to teach students about business process integration and to configure a company from the group up using SAP R/3. Students will learn about many of the configuration options when implementing SAP. They will use SAP to create the organizational structure, master data and business rules to support the hypothetical company's operations. They will then use test transactions to insure that

Information Systems**22IS728****PROCESS INTEGRATION WITH ERP**

the processes function as anticipated. Credit Level: G. Credit Hrs: 4.00

22IS732**Data Modeling and Database Design**

The focus of this course is on data modeling and design of database systems. Entity-relationship modeling is used as the vehicle to learn conceptual modeling. Students learn techniques and procedures to map the conceptual model to its logical counterpart. The concept of normalization is stressed in the logical data model. Some exposure to relational algebra is also included. The course includes a mandatory lab component where students implement these concepts using software engineering tools (e.g. ORACLE Designer) and database management software (e.g., ACCESS, ORACLE). Credit Level: G. Credit Hrs: 4.00

22IS736**Network Design and Management**

Businesses today are moving from centralized systems to distributed systems in order to remain competitive in the global economy. This has resulted in a need for a data communications infrastructure that can support distributed systems. Specifically, this course will introduce students to the design, implementation and management of networks and inter-networks. It will examine architectures of computer networks that support distributed applications. In addition, students will be introduced to server software that can be used to implement distributed systems. Prereq: 22IS724. Credit Level: G. Credit Hrs: 4.00

22IS740**Business Intelligence**

The course introduces an emerging data management technology: data warehousing. Data warehouses have been created to integrate data from online production systems so that it can be easily accessed. The specific objectives of this class include: Understand how data warehouses differ from OLTP databases; and from client/server and distributed databases; learn dimensioning modeling using Star schema to build data warehouses; introduce the architecture and infrastructure of data warehousing; learn current applications and trends in data warehousing; and common information delivery techniques for data warehouses. - Prereq: 22IS732. Credit Level: G. Credit Hrs: 4.00

22IS750**Advanced Data Management**

The focus of this course is on database implementation and administration. The topics covered include physical database design, transaction and concurrency control, security, integrity, backup and recovery, database tuning, migration and reengineering, client/server and distributed databases and web/database connectivity. Prereq: 22IS732. Credit Level: G. Credit Hrs: 4.00

22IS751**IT Auditing**

IT Auditing is an examination of the controls within an entity's information technology infrastructure. Its goal is to ensure that the organization's information systems are adequately protected and monitored, meet legal standards, safeguard assets, maintain data integrity, and are operating effectively and efficiently to achieve the organization's goals or objectives. This course will acquaint students with the frameworks, tools and techniques that can be used for such an assessment. Credit Level: G. Credit Hrs: 4.00

22IS755**Information Systems Project Management**

The goal of this course is to enable people to use the processes, tools, techniques, and areas of knowledge needed to successfully manage information system projects. Examples of both successful and failed IS projects will be used to gain a better understanding of the management of IS projects. We will also explore the use of automated tools including various project estimating models, life cycle methodologies (pre-defined tasks and work-breakdown structures), and MS Project. How to manage outsourced IS projects and vendor relationships will also be addressed. Prereq: 22IS721. Credit Level: G. Credit Hrs: 4.00

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Information Systems**22IS755****Information Systems Project Management**

The goal of this course is to enable people to use the processes, tools, techniques, and areas of knowledge needed to successfully manage information system projects. Examples of both successful and failed IS projects will be used to gain a better understanding of the management of IS projects. We will also explore the use of automated tools including various project estimating models, life cycle methodologies (pre-defined tasks and work-breakdown structures), and MS Project. How to manage outsourced IS projects and vendor relationships will also be addressed. Prereq: 22IS721. Credit Level: G. Credit Hrs: 4.00

22IS758**IT Services Management**

This course will discuss critical challenges in the management of the IT function as a service oriented department. Popular frameworks and concepts such as ITIL, CoBIT and SOA will be discussed, along with current issues in IT governance. Credit Level: G. Credit Hrs: 4.00

22IS760**CIO Forum**

This course is an IT management forum in which Chief Information Officers (CIO's) from industry speak and share their views, perspectives, and thoughts on strategic issues and contemporary topics in enterprise IT management. It is a chance for the students to learn from what is actually happening "in the trenches." Students will perform research on specified topics so as to better inform both the in-class debates and executive's decision making on critical strategic issues. In doing so, students can bridge the gap between theory and practice in enterprise IT management. Credit Level: G. Credit Hrs: 4.00

22IS781**Individual Study**

Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22IS782**Special Topics in IS**

In-depth study of special topics in Information Systems Credit Level: G. Credit Hrs: 1.00-4.00

22IS790**Industry Practicum I**

All MS-IS students must fulfill an experience- based learning component by doing (1) a supervised industry project; or (2) at least two quarters of supervised co-op work. The project will be supervised by an IS faculty member. The student must prepare an industry practicum proposal which includes the problem statement and a definition of the scope of the project. The final deliverable should be a solution to the defined problem in the form of an actual implementation or design, depending on the scope of the problem addressed. At the end of the project, the student must submit and present a project report. Students doing a co-op must similarly prepare and present a written report on the project they worked on during the co-op. Perm of Instructor. Credit Level: G. Credit Hrs: 2.00

22IS792**Industry Practicum II**

All MS-IS students must fulfill an experience- based learning component by doing (1) a supervised industry project; or (2) at least two quarters of co-op work. The project will be supervised by an IS faculty member. The student must prepare an industry practicum proposal which includes the problem statement and a definition of the scope of the project. The final deliverable should be a solution to the defined problem in the form of an actual implementation or design, depending on the scope of the problem addressed. At the end of the project, the student must submit and present a project report. Students doing a co-op must similarly prepare and present a written report on the project they worked on during the co-op. Perm of Instructor. Credit Level: G. Credit Hrs: 2.00

Information Systems**22IS794****Industry Practicum III**

All MS-IS students must fulfill an experience- based learning component by doing (1) a supervised industry project; or (2) at least two quarters of supervised co-op work. The project will be supervised by an IS faculty member. The student must prepare an industry practicum proposal which includes the problem statement and a definition of the scope of the project. The final deliverable should be a solution to the defined problem in the form of an actual implementation or design, depending on the scope of the problem addressed. At the end of the project, the student must submit and present a project report. Students doing a co-op must similarly prepare and present a written report on the project they worked on during the co-op. Perm of Instructor. Credit Level: G. Credit Hrs: 2.00

22IS795**Seminar in Information Systems**

This course will cover a current topic in Information Systems. Credit Level: G. Credit Hrs: 2.00-4.00

22IS971**Research in Information Systems**

Var. credit. Credit Level: G. Credit Hrs: 1.00-15.00

22IS991**PhD Dissertation Research**

Var. credit. Credit Level: G. Credit Hrs: 1.00-15.00

Management**22MGMT151****Business Fast Track 1**

Business Fast Track is designed for new, incoming freshmen to the College of Business. As part of their integral first-year experience, this course seeks to develop foundational business skills and mindset. Students build understandings of business organizations, their environments, and their functional units. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22MGMT152**Business Fast Track 2**

Business Fast Track is designed for new, incoming freshmen to the College of Business. As part of their integral first-year experience, this course seeks to develop foundational business skills and mindset. Students build understandings of business organizations, their environments, and their functional units. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22MGMT153**Business Foundations**

This course seeks to build foundational understandings of business. It is designed for students transferring/transitioning into the College of Business or exploring links between business and non-business specializations. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MGMT171**Managerial Communication**

This course will challenge students to develop professional communication skills. More specifically, the course emphasizes effective presentations and writing in business contexts. Students will practice related techniques through varied individual and group applications that leverage language, visuals and technology. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22MGMT380**Management**

Students will learn and apply principles of organizational behavior in work settings. Problems & issues facing managers will be examined using behavioral theories and concepts. BoK: DC. Credit Level: U. Credit Hrs: 4.00

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Management**22MGMT380H****Management - Honors**

Students will learn and apply principles of organizational behavior in work settings. Problems and issues facing managers will be examined using behavioral theories and concepts. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MGMT393H**Personal Development and Leadership**

This course is designed to help students explore leadership characteristics and learn related skills. Each class session examines a leadership issue from personal and interpersonal levels. This format rests on the fundamental premise: effective leadership demands that leaders develop deeper understanding of themselves and those they lead. Numerous leadership topics are covered, building a comprehensive model of human attitudes, behaviors and interactions that accentuates the complexities and challenges of leadership. BoK: SS., SE. Credit Level: U. Credit Hrs: 3.00

22MGMT401**Leadership and Personal Development**

Course designed to assist students to both explore concepts of leadership as well as to assess and develop their own skills. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MGMT410**Managerial Effectiveness**

This course covers the second half of the field of organizational behavior and focuses on group and social processes in organizations. Topics such as teams, decision making, ethics, leadership, power, and conflict are explored in a method that interweaves theory, research, and experiential learning. Prereq: 22MGMT405. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22MGMT411**Interpersonal Processes and Teams**

Course designed to provide students with greater understanding of teams and interpersonal processes in the work setting. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MGMT485**Human Resource Management**

This course provides an introduction to basic human resource management functions that drive and support the changing world of work. Topics include recruitment, selection, compensation, training, performance management and strategic HRM. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MGMT593**Special Topics in Management**

Specialized course taught on an experimental basis. Topic and syllabus available in Management Office when offered. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 1.00-4.00

22MGMT596**Managing in a Competitive Environment: A Capstone Experience**

Prepares students through an integrative capstone experience using a field case study or business simulation. Prereq: 22FIN352, 22QA375, 22MKTG377, 22OM385, 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22MGMT599**Independent Study**

Prereq.: Perm. of instr. Perm of Instructor. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22MGMT712**Corporate Strategy**

Focuses on both the analytical and structural framework for competitive analysis, as well as the formulation of policy and strategic decisions for the business corporation. This course focuses on the management of the total enterprise. All the basic functional areas are addressed in an integrative manner in terms of the relevance to the entire enterprise. The course emphasizes the ability to make decisions in the face of

Management**22MGMT712****Corporate Strategy**

unstructured problems. Credit Level: G. Credit Hrs: 4.00

22MGMT714**Leadership & Organizations**

Course introduces central concepts, processes, frameworks and practices to assist the student in understanding what it means to both manage others and 'be managers'. Credit Level: G. Credit Hrs: 4.00

22MGMT715**Corporate Responsibility and Business Ethics**

Explores the ethical dimensions and implications of business organizations and practices. Credit Level: G. Credit Hrs: 2.00

22MGMT717**International Business: Managing Across Cultures**

This course increases students' ability to recognize cultural and national differences that impact management; deepens appreciation and understanding of these differences and, enhances work effectively with people from different cultures. Credit Level: G. Credit Hrs: 2.00

22MGMT731**Strategic Alliances: Gaining Competitive Advantage Through Collaborative Enterprise**

Examines the role of strategic alliances and the creation of value including elements of coordination, cooperation and conflict. Prereq: 22MGMT712. Credit Level: G. Credit Hrs: 1.00-4.00

22MGMT732**Strategic Human Resource Management**

Focus is on strategic issues and policy choices related to human resource management, as opposed to personnel management techniques. Prereq: 22MGMT712. Credit Level: G. Credit Hrs: 1.00-4.00

22MGMT733**Organizational Culture**

Explores the concept of organizational culture and its relationship to performance. Prereq: 22MGMT711, 22MGMT712. Credit Level: G. Credit Hrs: 1.00-4.00

22MGMT734**Seminar in Global Management**

Examines threats and opportunities in the global market place. Prereq: 22MGMT712. Credit Level: G. Credit Hrs: 1.00-4.00

22MGMT735**Management and Innovation**

A seminar examining the process and management of innovation, from both theoretical and practical, and short- and long-term perspectives. Relevant for individuals in companies or industries that explicitly conduct R&D, develop new products or services, or experience rapid changes in environment or business practices. Credit Level: G. Credit Hrs: 4.00

22MGMT773**Human Resource Management**

Central personnel concepts, functions, processes, and issues in work organizations. Some case analysis. . Credit Level: G. Credit Hrs: 4.00

22MGMT778**Seminar in International Management**

Examines how the management process is affected by international interdependence and helps develop global perspective for organizational decision makers. Credit Level: G. Credit Hrs: 4.00

22MGMT781**Individual Study**

Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22MGMT782**Special Topics in Management**

In-depth study of special topics in management. Prereq: 22MGMT805. Credit Level: G. Credit Hrs: 1.00-4.00

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Management**22MGMT782****Special Topics in Management**

In-depth study of special topics in management. Prereq: 22MGMT805.
Credit Level: G. Credit Hrs: 1.00-4.00

22MGMT784**Management of Organizational Change**

This course examines several key challenges associated with organizational change processes, and develops the necessary skills associated with effectively planning and implementing change in organizations. Credit Level: G. Credit Hrs: 4.00

22MGMT785**Leadership**

Addresses theories of leadership focusing on acquiring the ability to lead, power, and the effective exercise of leadership in a managerial position. Credit Level: G. Credit Hrs: 4.00

22MGMT789**International Competitiveness**

This course builds upon the analytical foundations developed in the MBA course, Competitive Analysis (22BA870). It draws upon the academic disciplines of organizational theory, international business and strategic management. Credit Level: G. Credit Hrs: 4.00

22MGMT826**Organizational Research Design and Methodology**

Focuses on the process of empirical research in organizations: strategies, processes, designs and techniques for conducting research. Open to PhD students only. Credit Level: G. Credit Hrs: 3.00

22MGMT895**Special Topics in Management**

This course engages students with in-depth study of specific contemporary topics in the field of management. Different topic offered each time. Credit Level: G. Credit Hrs: 3.00

22MGMT899**Research in Management**

Development of independent research topic with individual faculty. Perm of Instructor. Credit Level: G. Credit Hrs: 1.00-15.00

22MGMT911**PhD Seminar in Organizational Behavior**

Advanced topics course in organizational behavior, focusing on the individual and small-group perspectives. Addresses factors influencing functional and dysfunctional behavior in organizations. Grounding in the basics is assumed. Recent research contributions are emphasized. Credit Level: G. Credit Hrs: 4.00

22MGMT922**PhD Seminar in Organization Theory**

Survey of the major theoretical topics and perspectives in Organization Theory, including issues of organizational effectiveness and organizational life cycles. Evaluates the contributions to organization theory of such perspectives as structural contingency theory, resource dependence, and population ecology. Credit Level: G. Credit Hrs: 4.00

22MGMT933**PhD Seminar in Strategic Management**

Basic grounding in the field of strategic management, from the academic perspective. Covers history and paradigmatic development. Highlights contributions to strategic management of such related perspectives as industrial organization economics and administrative behavior. Credit Level: G. Credit Hrs: 4.00

22MGMT942**Information Technology Seminar**

A doctoral-level seminar designed to expose doctoral candidates to various strategies and techniques for using information technology in their academic careers. Credit Level: G. Credit Hrs: 1.00

Management**22MGMT943****Research Techniques Seminar**

A doctoral level seminar designed to expose doctoral candidates to the requirements, strategies, and techniques necessary to successfully publish research in scholarly journals Credit Level: G. Credit Hrs: 1.00

22MGMT945**Special Topics for Doctoral Students**

Topics of special interest to doctoral students of management. Credit Level: G. Credit Hrs: 1.00-3.00

22MGMT971**Research in Management, PhD**

Research credits for pre-candidacy doctoral students. Credit Level: G. Credit Hrs: 1.00-15.00

22MGMT981**MBA Thesis Research**

Variable Cr. Credit Level: G. Credit Hrs: 1.00-6.00

22MGMT991**PhD Dissertation Research**

Variable cr. Credit Level: G. Credit Hrs: 1.00-15.00

Marketing**22MKTG280****Principles of Marketing Management**

Provides an overview of the managerial areas within the marketing function. Topics include pricing, distribution, promotion and product planning. Formerly 22 MKTG 377. Prereq: 15ECON101. BoK: NA. Credit Level: U. Credit Hrs: 5.00

22MKTG280H**Principles of Marketing Management**

Provides an overview of the managerial areas within the marketing function. Topics include pricing, distribution, promotion and product planning. Formerly 22 MKTG 377H. Prereq: 15ECON101. BoK: NA. Credit Level: U. Credit Hrs: 5.00

22MKTG480**Marketing Research**

Methods of gathering, analyzing and reporting of information used to solve marketing management problems. Prereq: 22MKTG280, 22QA282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG485**Buyer Behavior**

Provides a basic understanding of the psychological, sociological, anthropological and economic processes affecting consumer choices and examines the implications of these factors for marketing. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG490**Decision Making in Marketing**

Topics include consumer and managerial decision making processes, individual and group decision making, techniques marketers use to shape decisions, and the ethical content in many marketing decisions. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG500**Direct Marketing**

Direct Marketing is a form of marketing that seeks a measurable customer response (purchase, inquiry, donation) from any location. Pivoting on precise targeting and database segmentation, this most highly accountable form of marketing includes telemarketing, catalog merchandising, and direct response advertising. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG510**Services Marketing**

Understanding the distinctive characteristics of services, the implication of these distinctions for marketing, the role of service quality as a determinant of customer satisfaction, and the measurement of these

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Marketing**22MKTG510****Services Marketing**

phenomena. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG520**Sports Marketing**

Understand the sports consumer and marketing mix decisions as they relate to sports and sports properties. Develop evaluation and control measures to determine the effectiveness of the strategic plan. Examine additional areas of interest in sports marketing including sponsorship, the role of technology and fan development. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG572**Business-to-Business Marketing**

Discusses the marketing of goods and services to businesses, governments, institutions and nonprofit organizations for use in producing consumer goods and services. Focus is given to the special character of the business market and the interfacing between the buyer's and the seller's organization. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG573**E-Marketing**

Examines the Internet and related technologies as they are used for the marketing, selling and the distribution of goods and services. Develop an understanding of the opportunities and limitations of the Internet (and other information technologies) for marketing and how these technologies influence marketing strategy. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG574**Product Management**

The product and brand management decisions that must be made to build and manage brand equity. The tactical elements involved in managing and developing a brand. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG575**Retailing**

This course introduces students to retailing from a theoretical and managerial perspective. Major topics covered include consumer behavior, research, store location, service retailing, retail institutions, franchising, operations management, human resources management, merchandising management and retailing in a dynamic environment. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG576**Sales Management**

Covers the administration and analysis of policies, personnel, territories and costs. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG577**Advertising**

Essentials of advertising and advertising strategy. Trains students to think about advertising problems from the perspective of the managers responsible for solving the problems. Topics include setting objectives, copy and message strategy, media selection, budget decision and audience targeting. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG580**Professional Selling**

Presents the role of professional selling within the context of the marketing and promotional mix of the firm. Guides students in their understanding of the principles of professional selling. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG585**Marketing Strategy**

Frameworks and tools to solve strategic-level marketing problems. Emphasis on qualitative and quantitative analysis, integrative

Marketing**22MKTG585****Marketing Strategy**

marketing, decision-making, and strategy formulation. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG593**Special Topics in Marketing**

Provides in-depth study of selected topics in marketing. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. Topics could include Marketing Ethics, Pricing, Social Influence Strategies, and Services Marketing. Prereq: 22MKTG410. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00

22MKTG594**Current Topics in Marketing**

Provides in-depth study of current topics in Marketing. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. Topics could include marketing regulation, new media or other issues of current relevance. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00

22MKTG595**Product Design Studio**

Students work in multi-disciplinary teams to complete new product design field projects. Represented disciplines may include Design, Business, Engineering and others. Assignments vary depending on the client needs. Perm of Department. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00

22MKTG597**Field Project in Marketing**

Student teams working on real marketing problems supplied by various client organizations. Perm of Instructor. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00

22MKTG599**Independent Study**

Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00

22MKTG710**Marketing Planning**

Students will examine the marketing planning process, develop an awareness of major marketing problems that organization face, and cultivate proficiency through development of a marketing plan. Perm of Instructor. Credit Level: G. Credit Hrs: 4.00

22MKTG711**Marketing for Managers**

Provides students with a thorough appreciation for the benefits and pitfalls of executing a customer orientation. Market segmentation is introduced as a process for opportunity analysis and prioritization in organizations. Critical factors in the management of mature products and the introduction of new products and services are considered. Major emphasis is given to those practices and procedures that yield long-term relationships with one's customers. Credit Level: G. Credit Hrs: 4.00

22MKTG712**Marketing Research for Managers**

Explores the role of marketing research in marketing management. Students do hands-on tasks to perfect their understanding of methods for collecting, analyzing, and summarizing data pertinent to solving marketing problems. Effective oral and written communication of research results is stressed. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG713**Qualitative Marketing Research**

Covers qualitative marketing research methods (e.g. focus groups, depth interviews) and response interpretation. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

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Marketing**22MKTG713****Qualitative Marketing Research**

Covers qualitative marketing research methods (e.g. focus groups, depth interviews) and response interpretation. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG715**Consumer and Institutional Purchasing Behavior**

Emphasizes behavioral science concepts in an application-oriented environment as they relate to the process of consumption. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG720**Product Development and Management**

Discusses product mix, development and strategy; product-market integration, acquisitions and mergers. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG722**Business-to-Business Marketing for Managers**

Covers analysis, planning, and strategy for marketing to business customers. Prereq: 22MKTG710, 22MKTG711, 22MKTG800. Credit Level: G. Credit Hrs: 4.00

22MKTG723**Pricing**

Demand estimation, pricing models, and pricing strategy. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG724**Services Marketing**

Marketing problems and strategies specific to services organizations. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG725**Advertising and Promotions**

Provides an overview of the components of an integrated marketing communications plan. Topics include setting objectives, message strategy, media strategy, and measuring effectiveness. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG726**Applied Social Influence Strategies**

Principles of social influence and their applications in marketing. Prereq: 22MKTG711, 22MKTG710. Credit Level: G. Credit Hrs: 2.00

22MKTG727**E-Marketing for Managers**

Introduces the Internet, the World Wide Web and related technologies as they are used for the marketing, selling, and distribution of goods and services. Students develop an understanding of opportunities and limitations and how to use these technologies to improve marketing practice. The course makes use of lectures, readings, cases, guest speakers, and student projects. Prereq: 22MKTG800, 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG728**Marketing Ethics**

Acquire and refine analytical and managerial decision-making skills through the application of ethical principles. Develop an understanding of the subjective biases to which individual human judgments and group decisions are prone. Prereq: 22MKTG711, 22MKTG710. Credit Level: G. Credit Hrs: 2.00

22MKTG729**Direct Marketing**

Principles of direct marketing (precise targeting, segmentation and promotion) and their application. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG731**International Marketing for Managers**

Provides the fundamentals of sales management and integrates related topics such as database marketing, customer retention, relationship marketing and the impact of the Internet. Prereq: 22MKTG711,

Marketing**22MKTG731****International Marketing for Managers**

22MKTG710. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG732**Management of the Sales Function**

Discusses marketing opportunities abroad and development of appropriate marketing structure and process. Prereq: 22MKTG711, 22MKTG710. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG733**Retailing**

Analyze the retailing process, the environment in which it operates and the functions that are performed. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG735**Marketing Strategy for Managers**

Familiarizes student with concepts of market analysis and planning of direct practical relevance to the decision-making process. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG740**Contemporary Issues in Marketing**

Deals with different topics each quarter. May be taken more than once; see department for current topics. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG781**Individual Study**

Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG782**Special Topics in Marketing**

Provides in-depth study of selected topics in marketing. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. Topics could include Marketing Ethics, Pricing, Social Influence Strategies, Direct Marketing and Services Marketing. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG791**Master of Science In Marketing Capstone I**

Capstone Field Project for MS Marketing degree. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG792**Master of Science in marketing Capstone II**

Capstone Field Project for MS Marketing degree. Prereq: 22MKTG791. Credit Level: G. Credit Hrs: 4.00

22MKTG795**Product Design Studio**

Students work in multi-disciplinary teams to complete new product design field projects. Represented disciplines may include Business, Design, Engineering and others. Assignments vary depending on client needs. Perm of Instructor. Credit Level: G. Credit Hrs: 1.00-8.00

22MKTG797**Field Project in Marketing**

Student teams working on real marketing problems supplied by various client organizations. Perm of Instructor. Credit Level: G. Credit Hrs: 1.00-8.00

22MKTG841**Contemporary Issues & Tools Session I**

Provides advanced coverage of current issues, developing fields of marketing practice, and special tools in marketing. Topics vary. Prereq: 22MKTG800, 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-6.00

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Marketing**22MKTG842****Contemporary Issues & Tools Session II**

Provides advanced coverage of current issues, developing fields of marketing practice, and special decision tools in marketing. Topics vary. Prereq: 22MKTG800, 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG843**Contemporary Issues & Tools Session III**

Provides advanced coverage of current issues, developing fields of marketing practice, and special decision tools in marketing. Topics vary. Prereq: 22MKTG711, 22MKTG710, 22MKTG800. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG844**Contemporary Issues & Tools Session IV**

Provides advanced coverage of current issues, developing fields of marketing practice, and special decision tools in marketing. Topics vary. Prereq: 22MKTG800, 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG879**Marketing Models**

Offers a treatment of marketing problems emphasizing a quantitative approach. Credit Level: G. Credit Hrs: 3.00

22MKTG887**Advanced Measurement and Analysis Methods**

Covers applications of psychometric measurement theory to business research situations. Topics include validity, reliability, factor analysis and structural equations modeling. Designed to teach students how to conduct academic research. Credit Level: G. Credit Hrs: 3.00

22MKTG889**Pro Seminar in Marketing**

Presentations of individual faculty research at the PhD level. Credit Level: G. Credit Hrs: 3.00

22MKTG891**Independent Study in Marketing**

Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG895**Special Topics in Marketing**

Provides in-depth study of selected topics in marketing. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. Topics could include Marketing Ethics, Pricing, Social Influence Strategies, Direct Marketing and Services Marketing. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG898**Behavioral Seminar in Marketing**

Offers an analysis of theories and current research in the field. Credit Level: G. Credit Hrs: 3.00

22MKTG971**Research in Marketing**

Development of independent research topic with individual faculty. Credit Level: G. Credit Hrs: 1.00-15.00

22MKTG981**MS/MBA Thesis Research**

Variable cr. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG991**PhD Dissertation Research**

Variable cr. Credit Level: G. Credit Hrs: 1.00-15.00

Operations ManagementOperations Management**22OM380****Operations Management**

Survey of the operations function in industrial, service and public organizations. Includes forecasting, line balancing, aggregate scheduling, layout, inventory planning, work measurement, quality control, quality improvement, MRP. Prereq: 22QA281, 22QA282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM475**Quality Management**

The role of total quality in modern business. The course focuses on both technical and statistical methodology and managerial practices to achieve high quality and organizational performance. Prereq: 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM476**Operations Planning and Scheduling**

Introduces the student to planning and control as practiced in state-of-the-arts firms. The principles of inventory and capacity are covered. Prereq: 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM480**Project Management and New Product Development**

Explores the issues of Project organization, budgeting, control, leadership, risk management, new product development and conflict resolution throughout the life cycles of a project. Students will consider resource allocation and scheduling using PERT/CPM and Project Mgt. software and are introduced to PMI's PMBOK. Prereq: 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM481**Supply Chain Management**

Supply chain management deals with the flow of goods and information through a production or distribution network to ensure that the right products are delivered to the right place in the right quantity at the right time to meet customer expectations. The course covers both strategic and operational aspects of managing a supply chain. Possible topics include network design, logistics, inventory management, coordination and contracting. Prereq: 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM488**Service Sector Operations**

An introduction to managing service businesses, primarily from an operational perspective. Topics include capacity and demand management, the use of queuing concepts, facility location and layout, designing processes and systems for good customer experience, aligning the front and back office, managing customer service operations, and methods for designing innovative new services. Prereq: 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM490**Forecasting and Risk Management**

A survey of analytical techniques used to assist in managing under uncertainty. Topics include time series and other forecasting techniques, as well as Monte Carlo simulation to assess the risk associated with managerial decisions. Prereq: 22QA380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM585**Operations Policy and Strategy**

Case treatment of operations strategy and policy at the executive level. As the capstone, integrative course, emphasis is placed on synthesis, as well as analysis, and oral and written communication. Prereq: 22OM475, 22OM476. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM593**Hot Topics in Operations Management**

Contemporary OM topics will be discussed in this irregularly scheduled seminar-style course. BoK: NA. Credit Level: U. Credit Hrs: 4.00

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Operations Management**22OM594****Readings In Operations Management**

Advanced studies in selected issues. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22OM595**Research In Operations Management**

Structured research in OM. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22OM596**Guided Study in Operations Management**

Individual study under the direction of a faculty member. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22OM711**Management of Operations**

Introduces basic operations principles through case studies and explores major operations problems. Areas of concentration are decisions and activities involving process design, the use and control of resources, scheduling and quality management. Prereq: 22QA711, 22QA712, 22QA713. Credit Level: G. Credit Hrs: 4.00

22OM744**International Operations Strategy**

This integrative course emphasizes case analysis and state of the art discussion of operations management challenges. The course particularly focuses on new methods, principles, techniques and technologies that leverage the operations function for competitive advantage. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM761**Project Management**

Explores the fundamental and advanced concepts in project management including project initiation, justification, design, planning, budgeting and control. It pays detailed attention to conflicts and conflict resolution, and scheduling and control using PERT/CPM and project management software. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM762**Managing Service Operations**

Examines the problems facing managers in various service industries and provides strategic, managerial, and operational tools and techniques for improving how service firms operate. The course employs a combination of conceptual, analytical, case study, and field study approaches to investigate contemporary service operations issues. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM771**Managing for Quality and High Performance**

Provides students with knowledge of several advanced topics in total quality management (TQM), as well as experience in applying TQM tools and principles in organizations. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM772**Six Sigma & Process Improvement**

This course focuses on fundamental concepts and methods of statistical thinking and process improvement in manufacturing and service organizations. Prereq: 22OM711, 22QA712. Credit Level: G. Credit Hrs: 2.00

22OM781**Individual Study**

Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22OM782**Special Topics in Operations Management**

In-depth study of special topics in Operations Management. Credit Level: G. Credit Hrs: 1.00-4.00

Operations Management**22OM783****Supply Chain Strategy and Analysis**

Presents an overview of issues relating to the design and operation of supply chains. Information is presented as a mix of technical models and applied case studies. Topics in inventory, transportation, and supply chain collaboration are covered. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM784**Supply Chain Models**

Focuses on technical models and techniques used to design and evaluate the performance of supply chains. Models include logistical network design and multiechelon inventory theory. Prereq: 22OM711, 22QA712. Credit Level: G. Credit Hrs: 2.00

22OM785**Enterprise Resource Planning**

This course focuses on the methodologies and practices of ERP as a complete enterprise wide business solution. An ERP system consists of software support modules such as: marketing and sales; field service; product design and development; production and inventory control; procurement; distribution; industrial facilities management; process design and development; manufacturing; quality; human resources; finance and accounting; and information services. In this course we will focus on the Production Planning (PP) and Materials Management (MM) modules of an ERP system, with peripheral attention to other business functions. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM786**Forecasting and Time Series Analysis**

Univariate Box-Jenkins time series modeling for stationary and nonstationary processes. Forecasting seasonal and nonseasonal time series. Special forecasting techniques such as transfer function modeling, and intervention analysis. Prereq: 22QA721. Credit Level: G. Credit Hrs: 4.00

22OM895**Special Topics in Operations Management**

Varying subjects of topical interest in operations. Credit Level: G. Credit Hrs: 1.00-4.00

22OM899**Research in Operations Management**

Perm. of instr. Credit Level: G. Credit Hrs: 1.00-15.00

22OM971**Research in Operations Management**

For PhD students only. Credit Level: G. Credit Hrs: 1.00-15.00

22OM981**MBA Thesis Research**

Var. credit. Credit Level: G. Credit Hrs: 1.00-15.00

22OM991**PhD Dissertation Research**

Var. cr. Credit Level: G. Credit Hrs: 1.00-15.00

Professional Development**22PD502****Professional Development II: Business Career Planning and Placement**

Self-assessment, resume writing, career exploration, and interviewing. BoK: NA. Credit Level: U. Credit Hrs: 1.00

Product Information and Supply Management**22PRSM410****Product Information and Supply Management I**

Exposes the complex exchange systems that comprise the network of organizations and activities which add value to products. Students will develop a global system perspective as designers, leaders and custodians of the network. Prereq: 22FIN352, 22QA375, 22MKTG377,

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Product Information and Supply Management**22PRSM410****Product Information and Supply Management I**

22OM385, 15ECON271. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22PRSM593**Special Topics in Product Information and Supply Management**

Provides in-depth study of selected topics. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22PRSM598**Product Information and Supply Management II**

Provides a case-based managerial course with a focus on integrating the marketing efforts of vertical players whose assumed common objective is to maximize cost-efficiencies and deliver net value to their customers, using collaborative designs. Field projects are used to apply skills and acquire experiential learning. Prereq: 22PRSM410. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22PRSM599**Guided Study in Product Information and Supply Management**

Individual study under direction of a faculty member. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

Quantitative Analysis**22QA251****Mathematical Statistics I**

Foundations of probability, discrete and continuous random variables, special probability distributions. Prereq: 15MATH253, 32IT141. BoK: QR. Credit Level: U. Credit Hrs: 3.00

22QA252**Mathematical Statistics II**

Second course in sequence with Mathematical Stat I. Prereq: 22QA251. BoK: QR. Credit Level: U. Credit Hrs: 3.00

22QA281**Business Statistics I**

Develops fundamental knowledge and skills for applying statistics in business decision making. Part I topics include descriptive statistics, probability and sampling distribution. Formerly 22 QA 241. BoK: QR. Credit Level: U. Credit Hrs: 4.00

22QA281H**Business Statistics I**

Develops fundamental knowledge and skills for applying statistics to business decision making. Part I topics include descriptive statistics, probability and sampling distribution. Formerly 22 QA 241H BoK: QR. Credit Level: U. Credit Hrs: 4.00

22QA282**Business Statistics II**

Develops fundamental knowledge and skills for applying statistics in business decision making. Part II topics include hypothesis testing, simple and multiple regression and experimental design. Formerly 22 QA 242. Prereq: 22QA281. BoK: QR. Credit Level: U. Credit Hrs: 4.00

22QA282H**Business Statistics II**

Develops fundamental knowledge and skills for applying statistics in business decision making. Part II topics include hypothesis testing, simple and multiple regression and experimental design. Formerly 22 QA 242H. Prereq: 22QA281H. BoK: QR. Credit Level: U. Credit Hrs: 4.00

22QA345**Mathematical Statistics III**

Third course in sequence with Mathematical Stat I, II. Prereq: 22QA252. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22QA380**Business Analytics**

Analytical approaches to decision making. Topics include optimization, simulation models and other analytical techniques, such as PERT/CPM, decision analysis and waiting line models. Prereq: 22QA281, 22QA282.

Quantitative Analysis**22QA380****Business Analytics**

BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA380H**Business Analytics - Honors**

Analytical approached to decision making. Topics include optimization, simulation models and other analytical techniques, such as PERT/CPM, decision analysis and waiting line models. Prereq: 22QA282H, 22QA281H. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA490**Forecasting and Risk Analysis**

This course covers the basic concepts and approaches to forecasting and risk analysis in business, including regression, exponential smoothing, ARIMA models and Monte Carlo simulation. Prereq: 22QA380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA550**Optimization Modeling**

Model formulation, graphical analysis, computer colution and application for linear, nonlinear, continuous, integer, deterministic, and probabilistic mathematical optimization models. Required projects in modeling and solving applications. Prereq: 22QA380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA571**Simulation Modeling**

Building simulation models of complex dynamic, stochastic, discrete-event systems using high level simulation software. Topics include modeling, input, and output analysis and managing simulation projects. Prereq: 22QA242. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA585**Applications Development Using VBA**

This course covers the use of visual basic for application for the development of applications_of management science models for planning and decision support in a spreadsheet environment. Prereq: 22QA380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA596**Guided Study In Quantitative Analysis**

Project and research work undertaken by a student with the approval and supervision of a faculty member. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22QA701**Business Statistics**

Introduction to statistical and probabilistic analysis with focus on practical decisions and risk using quantitative models & Microsoft Excel. Topics include descriptive and graphical statistical methods, sampling and sampling distributions, estimation and hypothesis testing. This course assumes prior knowledge of Excel. This course is the first in a required series of core quantitative analysis courses in the full-time MBA curriculum. The subsequent courses are QA 702 and QA 703. Credit Level: G. Credit Hrs: 2.00

22QA702**Decision Models for Managers**

This course is the second in a reuired sequence of core quantitative analysis in the full-time MBA curriculum that provides an introduction to statistical and probabilistic analysis with a focus on practical decisions and risk analysis using quantitative models and Microsoft Excel. The topics covered in this course and QA 701 include descriptive and graphical statistical methods, sampling and sampling distribution, estimation, hypothesis testing, analysis of variance, regression, decision modeling and simulation. This course assumes prior basic knowledge of Excel. The third required course in this sequence in QA 703. Prereq: 22QA701. Credit Level: G. Credit Hrs: 2.00

22QA703**Optimization Models for Managers**

Overview of linear, integer and nonlinear optimization models in

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Quantitative Analysis**22QA703****Optimization Models for Managers**

business, focusing on modeling, solution and interpretation of results. Substantial use of spreadsheet modeling and analysis. This course is the third in a required sequence of core quantitative analysis courses in the full-time MBA curriculum that provide an introduction to statistical and probabilistic analysis with a focus on practical decisions and risk analysis using quantitative models and Microsoft Excel. The first two courses in the sequence are QA 701 and QA 702. Prereq: 22QA701, 22QA702. Credit Level: G. Credit Hrs: 2.00

22QA711**Statistics and Decision Models for Managers**

Introduction to statistical and probabilistic analysis with focus on practical decisions and risk using quantitative models and Microsoft Excel. Topics include descriptive and graphical statistical methods, sampling and sampling distributions, estimation, hypothesis testing, analysis of variance, regression, decision modeling, and simulation. Assumes prior basic knowledge of Excel. Credit Level: G. Credit Hrs: 4.00

22QA712**Optimization Models for Managers**

Overview of linear, integer, and nonlinear optimization models in business, focusing on modeling, solution, and interpretation of results. Substantial use of spreadsheet modeling and analysis. Prereq: 22QA711. Credit Level: G. Credit Hrs: 2.00

22QA721**Methods of Statistics**

A survey of statistical methodologies useful for research in a variety of disciplines. Estimation, significance testing, regression, ANOVA and computer applications. Credit Level: G. Credit Hrs: 4.00

22QA722**Regression Analysis**

Estimation and inference making using regression models; method of least squares, formal methods of inference, model diagnostics based on analysis of residuals, use of dummy variables, variable selection and model building, Introduction to logistic models. Prereq: 22QA721. Credit Level: G. Credit Hrs: 4.00

22QA723**Sample Survey**

Statistical aspects of sample survey. Survey designs; simple random, stratified, cluster, multi-stage, and probability proportional to size sampling. Estimation methods for means, totals, ratios, and proportions. Planning and implementing surveys. Prereq: 22QA721. Credit Level: G. Credit Hrs: 4.00

22QA724**Multivariate Methods**

Multivariate normal distribution, its parameters and model diagnostics. Statistical analyses involving multivariate means, covariance and correlation matrices; Special multivariate techniques; principle components, canonical, discriminant, and factor analyses. Prereq: 22QA722, 22QA731. Credit Level: G. Credit Hrs: 4.00

22QA725**Forecasting and Time Series Analysis**

Univariate Box-Jenkins time series modeling for stationary and nonstationary processes. Forecasting seasonal and nonseasonal time series. Special forecasting techniques such as transfer function modeling, and intervention analysis. Prereq: 22QA721. Credit Level: G. Credit Hrs: 4.00

22QA726**Design of Experiments**

Basic concepts of experimental design. Linear statistical models; analysis of variance and estimation for completely randomized and various blocked designs; analysis of covariance; analysis of unbalanced data; random and mixed models; repeated measures, split-plot, and nested designs. Prereq: 22QA722. Credit Level: G. Credit Hrs: 4.00

Quantitative Analysis**22QA727****Data Mining**

Hands-on data analysis experiences on real world data with varying topics from year to year using major statistical software, such as SAS and Splus. Case studies involving data management and model fitting; model interpretation and diagnostics. Model approaches including exploratory data analysis; linear models; generalized linear models; classification and regression trees; kernel, splines, and additive models. Prereq: 22QA722. Credit Level: G. Credit Hrs: 4.00

22QA731**Probability**

A solid conceptual foundation for students who require a moderately rigorous treatment of probability. Random variables, stochastic independence, probability distributions, moments, functions of random variables, asymptotic statistics. Credit Level: G. Credit Hrs: 4.00

22QA732**Fundamentals of Statistical Inference**

Foundations in statistical estimation and hypothesis testing from frequentist and Bayesian perspectives; sufficiency, efficiency, minimum variance unbiased estimation, maximum likelihood estimation, likelihood ratio testing. Prereq: 22QA731. Credit Level: G. Credit Hrs: 4.00

22QA733**Statistical Decision Theory and Bayesian Analysis**

Elements of the basic decision theoretic paradigm from the Bayesian and frequentist view point. Introduction to game theory, utility theory, and subjective probability. Bayesian statistical methods. Prereq: 22QA731, 22QA732. Credit Level: G. Credit Hrs: 4.00

22QA750**Optimization Modeling**

Model formulation, graphical analysis, computer solution and application, for linear, nonlinear, continuous, integer, deterministic, and probabilistic mathematical optimization models. Required projects in modeling and solving applications. Prereq: 22QA712. Credit Level: G. Credit Hrs: 4.00

22QA751**Optimization Analysis**

Solution techniques and analyses for linear, non-linear, network and integer optimization models including: optimization criteria, simplex routines, duality, sensitivity; Lagrangian duality, gradient, and penalty methods for constrained and unconstrained nonlinear models; and branch-and-bound and cutting plane methods for integer models. Prereq: 22QA750. Credit Level: G. Credit Hrs: 4.00

22QA752**Advanced Topics in Optimization**

Solution techniques and analyses for linear, non-linear, network and integer optimization models including: optimization criteria, simplex routines, duality, sensitivity; Lagrangian duality, gradient, and penalty methods for constrained and unconstrained nonlinear models; and branch-and-bound and cutting plane methods for integer models. Prereq: 22QA751. Credit Level: G. Credit Hrs: 4.00

22QA760**Stochastic Modeling**

Formulation and analysis of discrete and continuous Markov chains, Poisson process, and birth-death processes. Application in queuing, inventory, and reliability. Required project in modeling and solving applications. Prereq: 15MATH264, 22QA731. Credit Level: G. Credit Hrs: 4.00

22QA761**Advanced Topics in Stochastic Modeling**

Construction and application of stochastic models including Markov processes, birth and death processes, branching and queuing processes; Poisson process, Gaussian process, Brownian motion; introduction to stochastic calculus. Prereq: 22QA760. Credit Level: G. Credit Hrs: 4.00

H=University Honors course.

BoK (Breadth of Knowledge) Coding. DC: Diversity & Culture. EC: English composition. FA: Fine Arts. HP: Historical Perspectives. HU: Humanities. LT: Literature. NS: Natural Sciences. QR: Quantitative Reasoning. SE: Social & Ethical Issues. SS: Social Sciences.

Quantitative Analysis**22QA770****Risk Modeling**

Static simulation models using Monte Carlo simulation to assess risk with applications in the functional areas of business. Prereq: 22QA712. Credit Level: G. Credit Hrs: 2.00

22QA771**Simulation Modeling**

Building simulation models of complex dynamic, stochastic, discrete-event systems using high level simulation software. Topics include modeling, input and output analysis and managing simulation projects. Prereq: 22QA711. Credit Level: G. Credit Hrs: 4.00

22QA772**Simulation Analysis**

Probabilistic and statistical underpinnings of simulation modeling. Topics include random number generators, generating random variates and processes, design and analysis of simulation experiments, variance reduction techniques, gradient estimation and simulation optimization. Prereq: 22QA771. Credit Level: G. Credit Hrs: 4.00

22QA781**Individual Study**

Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22QA782**Special Topics in QA**

In-depth study of special topics in Quantitative Analysis. Credit Level: G. Credit Hrs: 1.00-4.00

22QA785**Applications Development Using VBA**

The use of visual basic for applications for the development of applications of management science models for planning and decision support in a spreadsheet environment. Prereq: 22QA750. Credit Level: G. Credit Hrs: 4.00

22QA786**Case Studies in Management Science**

Cases and applications of group-oriented operations research for real-world management applications. Prereq: 22QA750. Credit Level: G. Credit Hrs: 4.00

22QA895**Seminar in Quantitative Analysis**

Recent journal articles dealing with the state-of-the-art development will be covered. Variable cr. Credit Level: G. Credit Hrs: 1.00-6.00

22QA971**Research in Quantitative Analysis**

Variable cr. Credit Level: G. Credit Hrs: 1.00-15.00

22QA981**MS Thesis Research**

Variable cr. Credit Level: G. Credit Hrs: 1.00-9.00

22QA991**PhD Dissertation Research**

Variable cr. Credit Level: G. Credit Hrs: 1.00-15.00

Real Estate**22RE391****Principles of Real Estate**

Survey of real estate industry. Emphasis on housing market analysis, city growth; valuation and finance. Methods of determining land use and evaluation. Prereq: 22FIN352, 22QA375, 22MKTG377, 22OM385, 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22RE395**Real Estate Finance**

This course focuses on the technical skills required to value, finance and structure real estate transactions. Topics include basic mortgage

Real Estate**22RE395****Real Estate Finance**

calculation and analysis using FRM and ARM examples; investment analysis for existing income properties (Proforma cash flow projections, financial ratios, alternative debt and equity structures and risk analysis); ownership, taxation, and financial structures; financing of real estate development; and the securitization of debt and equity interests in real estate (REITs and CMBS). Prereq: 22RE391. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22RE400**Property and Asset Management**

The course is designed to introduce the student to the field of real estate property management by reviewing the basic functions, roles and responsibilities of the property manager and the differing property types managed. Within the scope & responsibilities of the property manager, we shall also study tenant, asset manager and owner relations, landlord/tenant laws, lease forms, building maintenance and capital replacement issues, and gain on-site insights of key property cost centers such as roofs, paving, mechanical systems and property tax appeals. Prereq: 22RE391. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22RE492**Real Estate Valuation**

This course develops the theory and application of methods to value real property. Specifically, the course examines systematic methods to value residential and income producing property, influences upon market value, and trends in the appraisal industry. Prereq: 22RE391. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22RE497**Real Estate Law**

Nature of ownership rights; sale of land; broker-agency relationship; real estate finance; landlord-tenant relationship, control of land use; commercial development; succession of estates. Prereq: 22BLAW271, 22RE391. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22RE593**Special Topics in Real Estate**

Usually offered as a research and writing class with each student selecting their own topics to research. Emphasis on research and writing skills. BoK: NA. Credit Level: U. Credit Hrs: 1.00-4.00

22RE596**Guided Study in Real Estate**

Individual study under the direction of a faculty member. Variable cr. Offered ea. qtr. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22RE598**Real Estate Development**

The purpose of this course is to review property trends and market analysis techniques, as well as the general process of development from a business perspective. The emphasis is upon market and feasibility analysis methods as applied to real estate. In addition, the purpose of this course is to explore different negotiation strategies and models within the context of well prepared real estate and development projects, and use whatever methodologies are appropriate in preparation for the negotiation cases. Prereq: 22RE395, 22RE391. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22RE731**Real Estate Analysis**

This is the introductory real estate course. It focuses on urban economics and real estate market analysis. Topics include the determination of land use, rents, and values and the impact of transportation costs on these. An introduction to valuation, financing and investment methods is also provided. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22RE742**Real Estate Finance and Investment**

This course combines two courses in five-week modules, real estate finance and real estate investment. It focuses upon technical skills

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Real Estate**22RE742****Real Estate Finance and Investment**

required to analyze and finance income producing property. Proforma cash flow projections, financial ratios, debt financing sources and structures are covered including the CMBS market. Real estate investment risk analysis portfolio theory, as well as REITs and current real estate capital market trends are also examined. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22RE750**Real Estate Cases, Development and Negotiation**

This course covers real estate feasibility analysis, development, leasing, and negotiation within a case study framework. Teams may engage in negotiation exercises using real life cases. Special projects and speakers are also brought into this course. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22RE781**Individual Study**

Individual study under the direction of a faculty member Credit Level: G. Credit Hrs: 1.00-4.00

22RE851**Real Estate Management Strategies, Negotiations, & Case Analysis**

Management of development, leasing, negotiation, & marketing activities in a real estate firm. Case practices. Prereq: 22FIN811. Credit Level: G. Credit Hrs: 3.00