

(22) College of Business

2005-2006

ACCOUNTING

22ACCT261. Financial Accounting. 4 ug.cr. Provides students with the basic knowledge needed to understand and analyze financial accounting transactions and how to read and interpret publicly reported financial statements. BoK:QR.

H 22ACCT261H. Financial Accounting. 4 ug.cr. Provides students with the basic knowledge needed to understand and analyze financial accounting transactions and how to read and interpret publicly reported financial statements. BoK:QR.

22ACCT262. Managerial Accounting. 3 ug.cr. Use of accounting data in planning and controlling business operations. Cost flows and cost behavior as used in decision making. Prereq.: 22ACCT261.

H 22ACCT262H. Honors Managerial Accounting. 3 ug.cr. Use of accounting data in planning and controlling business operations, cost flows and cost behavior as used in decision-making. Prereq.: 22ACCT261,22ACCT261H.

22ACCT321. Accounting Systems and Procedures. 3 ug.cr. Covers fundamental recording, adjusting, aggregating and reporting procedures in accounting information systems. Manual and computerized practice sets are employed to instruct students inflows of accounting information. Prereq.: 22ACCT262.

22ACCT322. Intermediate Accounting I. 3 ug.cr. Foundations of accounting theory. The accounting, reporting, and valuation process relating to assets and liabilities. Prereq.: 22ACCT321.

22ACCT323. Intermediate Accounting II. 3 ug.cr. Foundation of accounting theory continues. Valuation process related to liabilities. Special problems. Prereq.: 22ACCT322.

22ACCT324. Intermediate Accounting III. 3 ug.cr. The valuation process and statement presentation principles relating to capital structure and special problems. Prereq.: 22ACCT323.

22ACCT373. Cost Accounting. 3 ug.cr. Financial accounting for manufacturing and inventories including job order, process, and standard costing. Prereq.: 22OM385,22ACCT321.

22ACCT375. Accounting for Non-Profit Organizations. 3 ug.cr. Problems of control of funds and other assets, accounting classifications and relationships, planning, performance measurement, reporting, auditing. Prereq.: 22ACCT321.

22ACCT401. Financial Accounting and Internal Control I. 3 ug.cr. This course focuses on the financial accounting record keeping processes and related internal control considerations. Controls, policies and conventional procedures commonly applied to initially record transactions and maintain the records of original entry and maintain and adjust the general ledger are treated. Preparation of the Income Statement and Balance Sheet are also covered. Prereq.: 22ACCT261,22ACCT262.

22ACCT402. Financial Accounting and Internal Control II. 3 ug.cr. This course focuses on internal controls, commercial policies, and accounting techniques conventionally applied for inventories, fixed assets, current liabilities, and long-term debt. The course emphasizes coverage of paperless accounting processes, common hard-copy business forms, commercial financial management business practices and the

commercial and accounting measures frequently taken to consummate, record and control transactions affecting inventories, fixed assets and current and long-term debt accounts. Prereq.: 22ACCT401.

22ACCT403. Financial Accounting and Internal Control III. 3 ug.cr. This course focuses on internal controls, commercial policies, and accounting techniques conventionally applied for investments, leases, income taxes, pensions, and stockholders' equity. The course emphasizes coverage of paperless accounting processes, common hard-copy business forms, commercial financial management business practices and the commercial and accounting measures frequently taken to consummate, record and control transactions. The course also covers accounting and internal control considerations pertaining to the Statement of Cash Flows. Prereq.: 22ACCT402.

22ACCT404. Management Accounting & Control I. 3 ug.cr. This is the first of a two course sequence that focuses on how managers use information to monitor and control day-to-day operations and plan for the future. Both courses emphasize how current management and cost accounting techniques are used by controllers and managers to help their firms make sound business decisions. Although each of the two courses covers different topics, both use the same texts and follow a similar course format. The overall emphasis is on learning to use both financial and non-financial accounting information in the decision making process. In addition, given that managers often operate in a team environment, students take part in several hands-on group exercises. Throughout both courses, students also have the opportunity to learn how spreadsheet software can be used to efficiently solve complex problems. Prereq.: 22ACCT261,22ACCT262.

22ACCT405. Management Accounting & Control II. 3 ug.cr. This is the second of a two course sequence that focuses on how managers use information to monitor and control day-to-day operations and plan for the future. Before taking this course you should have had OPC I. The texts and course format are similar to OPC I. Prereq.: 22ACCT404.

22ACCT406. Internal Auditing & Internal Control Monitoring. 3 ug.cr. The course covers concepts, procedures and techniques that may be applied by management to comply with its legal responsibilities for risk assessment and internal controls as stipulated by current Federal Laws. The subject matter covered includes: the independent audit function, the corporate audit committee, the internal audit function, corporate ethics, threat identification, inherent risk assessment, control risk assessment, tolerable risk specifications, internal control compliance auditing, internal audit reporting, and public reporting of managements' assessments of internal controls. Prereq.: 22ACCT403. Perm. of Advisor

22ACCT407. Integrated Controllershship. 3 ug.cr. This capstone case-study course focuses on the controller's function within diverse management teams. Cases treated in the course are selected by the instructor to emphasize how the controller can identify and analyze information needed by management teams to solve problems, make strategic decisions, and improve firm performance. Students are provided an opportunity to apply many of the techniques and concepts learned in the Operational Planning and Control 1 & 2 and Corporate Finance prerequisite courses to a variety of decision making settings, while learning how to contribute to, and be a valued member of, an integrated management team. Concepts from other business-related disciplines such as operations management, business economics, will also be needed to successfully complete the case studies used. In addition to the quantitative aspects of a case, students will be expected to analyze the behavioral implications. Prereq.: 22ACCT404,22ACCT405.

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22ACCT408. Corporate Taxation. 3 ug.cr. This course covers the major tax issues and concerns faced by US corporations. Topics covered include: Federal State and Local Income taxes, State and Local property taxes, franchise taxes, sales and use taxes, import taxes and foreign tax issues. Treatments of State and Local taxes emphasize tax laws in the local Tri-State area. The course employs short case studies and small- group problem solving exercises. Most of the short cases and problem solving exercises will require the students to research Federal, State and Local Government level Tax Web sites. Prereq.: 22ACCT401. Prereq.: At least 2 of 3 Financial Accounting Courses in the Completion BBA Program.

22ACCT471. Consolidated Statements and Business Combinations. 3 ug.cr. Handling of mergers, consolidations and other forms of business combinations. Prereq.: 22ACCT323.

22ACCT472. Tax I. 3 ug.cr. Federal Income Tax theory and procedures with emphasis on individual tax returns. Prereq.: 22ACCT321.

22ACCT474. Accounting Information Systems. 3 ug.cr. Analysis and design of accounting information systems to meet the needs of users. Prereq.: 22IS270,22ACCT321.

22ACCT483. Auditing I. 3 ug.cr. Principles, standards and procedures involved in the conduct of an audit. Internal control, statistical sampling, objectives, and report presentation. Prereq.: 22ACCT323.

22ACCT583. Auditing II. 3 ug.cr. Audit techniques as they apply to specific balance sheet and related income statement accounts. Management services. Prereq.: 22ACCT483.

22ACCT589. Accounting Theory. 3 ug.cr. Reading and research in current accounting literature. Individual student reports. Prereq.: 22ACCT324.

22ACCT598. Professional Ethics and Accounting Environment. 3 ug. or gr.cr. Capstone course for the integral concentration in accounting. To be taken as the last course in the integral concentration. Covers professional ethics and the standard setting processes in accounting. Prereq.: 22ACCT321.

22ACCT599. Independent Study. 1-6 ug.cr. Independent study under the direction of a faculty member.

22ACCT711. Financial Accounting. 4 gr.cr. 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.

22ACCT712. Financial Accounting. 2-4 gr.cr. Analysis and interpretation of statements of financial position, income, and cash flows. Prereq.: Acct 711.

22ACCT713. Accounting For Managers. 2 gr.cr. 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. Perm. of Advisor.

22ACCT781. Individual Study. 1-4 gr.cr. Individual study under the direction of a faculty member.

22ACCT782. Special Topics in Accounting. 1-4 gr.cr. In-depth study of special topics in Accounting.

22ACCT821. Managerial Accounting. 4 gr.cr. 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.

22ACCT830. Partnership Taxation. 4 gr.cr. 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.

22ACCT831. Corporate Tax I. 4 gr.cr. 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.

22ACCT832. Corporate Tax II. 4 gr.cr. Study of income tax problems related to stock redemptions, partial liquidations, complete liquidations, collapsible corporations, spin-offs, split-ups, and corporate reorganizations. Prereq.: 22ACCT831.

22ACCT833. Estate and Gift Tax. 4 gr.cr. 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.

22ACCT834. Fiduciary Taxation. 4 gr.cr. Study of the income taxation of estates, trusts, and beneficiaries including determination of distributable net income and application of throwback rules. Grantor trust and income in respect of a decedent are emphasized. Prereq.: 22ACCT872.

22ACCT835. Estate Planning. 4 gr.cr. Use of marital deduction and inter vivos transfers of property to produce tax savings are explored. Prereq.: 22ACCT833.

22ACCT836. International Taxation. 4 gr.cr. Study of the federal income tax provisions applicable to foreign income of U.S. citizens, residents, and corporations and to foreign persons with U.S. income. Prereq.: 22ACCT872.

22ACCT837. Mergers, Acquisitions and Consolidated Tax Returns. 4 gr.cr. Preparation of consolidated tax return for the parent-subsidary corporate group is investigated. Prereq.: 22ACCT831.

22ACCT838. Deferred Compensation and Other Employee Benefits. 4 gr.cr. 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.

22ACCT839. Seminar in Taxation. 4 gr.cr. Intensive study of a different tax topic each quarter.

22ACCT840. Research in Taxation. 4 gr.cr. An in-depth income tax research project, approved and supervised by a member of the graduate faculty, is required.

22ACCT841. Taxation of Subchapter S Corporations. 4 gr.cr. An in-depth study of the Internal Revenue laws affecting the organization, capitalization, taxation, and termination of corporations under Subchapter S. Prereq.: 22ACCT831.

22ACCT842. IRS Practice and Procedure. 4 gr.cr. 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.

22ACCT843. Advanced Individual Income Taxation. 4 gr.cr. 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.

22ACCT844. State and Local Taxation. 4 gr.cr. 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.

22ACCT845. Tax Accounting Methods and Procedures. 4 gr.cr. 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.

22ACCT846. Corporate Tax III. 4 gr.cr. Examines regulations, rulings, and court cases involving all forms of allowable corporate reorganizations under the Internal Revenue Code. Prereq.: 22ACCT831,22ACCT832.

22ACCT847. Tax-Exempt Organizations. 4 gr.cr. Examines the organization of entities exempt from federal income tax under Section 501 of the Internal Revenue Code. Analyzes tax requirements for organizing, securing, and maintaining tax-exempt status. Prereq.: 22ACCT872.

22ACCT871. Accounting Theory. 3 gr.cr. Income, assets, and equities measurement and reporting with emphasis on differences in theory and practice. Prereq.: 22ACCT323.

22ACCT872. Federal Tax Planning and Research. 4 gr.cr. Methodology and procedures in tax planning and research; study of corporate and shareholder taxation. Prereq.: 22ACCT472.

22ACCT873. Auditing. 4 gr.cr. Principles, standards and procedures involved in the conduct of an audit. Internal control, statistical sampling, objectives, and report presentation. Prereq.: 22ACCT323.

22ACCT874. Advanced Auditing. 4 gr.cr. Topics covered include advanced financial audit methodologies, professionalism in public accounting arena, audits of computerized systems and advanced quantitative auditing techniques. Prereq.: 22ACCT873.

22ACCT875. Consolidated Financial Statements. 3 gr.cr. Accounting for business combinations and the preparation of consolidated financial statements. Prereq.: 22ACCT323.

22ACCT876. Accounting for Non-Profit Organizations. 3 gr.cr. Accounting problems for not-for-profit institutions including the fundamentals of fund accounting for governmental units. Prereq.: 22ACCT321.

22ACCT879. Accounting Information Systems. 3 gr.cr. Analysis of accounting information needs of organizations, alternatives for satisfying these needs, and problems in implementation. Prereq.: 22ACCT321.

22ACCT882. Strategic Cost Management. 4 gr.cr. Current topics in the area of management accounting including quantitative and behavioral considerations. Prereq.: 22ACCT821.

22ACCT887. International Accounting. 4 gr.cr. 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.

22ACCT889. Professional Ethics and Accounting Environment. 3 gr.cr. Study of professional ethics and the standard setting process in accounting. Prereq.: 22ACCT324 & 22ACCT873 or equiv.

22ACCT891. Independent Study. 1-6 gr.cr. Independent Study in Accounting

22ACCT893. Accounting for Income Taxes. 4 gr.cr. Analysis of the provisions of FAS 109 and its impact on financial statements. Prereq.: 22ACCT324.

22ACCT894. Tax Planning for Managers. 4 gr.cr. Provide students with comprehensive coverage of microeconomic approach to tax planning and develop a framework for analyzing the tax costs and benefits.

22ACCT899. Independent Study in Taxation. 1-6 gr.cr. Special topics for students with interests in topics not covered by regular course offerings. With permission of instructor and department chair. Perm. of Instr and department chair.

22ACCT901. Accounting Research Workshop. 1-6 gr.cr. Evaluating and critiquing current state of the art accounting research. Working papers presented by visiting speakers and faculty in the weekly research workshops. Perm. of Instr.

22ACCT911. Research Seminar in Accounting. 3 gr.cr. Literature survey and replication of state of the art accounting research. Perm. of Instr

22ACCT971. Research in Accounting. 1-15 gr.cr. Variable credit.

22ACCT991. PhD Dissertation Research. 1-15 gr.cr. Variable credit.

BUSINESS ADMINISTRATION

22BA101. Learning Strategies. 1 ug.cr. Presents an overview of strategies for student academic success including: time management, note taking, study skills, and adjustment to university life.

22BA151. Management Skills Practicum I. 2 ug.cr. Introduction to the domain of business and microcomputer applications. Using a Total Quality Management framework, explores opportunities and challenges facing business. Introduces students to the College of Business, its programs and resources.

H 22BA151H. Management Skills Practicum I. 2 ug.cr. Introduction to the domain of business - the wider environment, career choices and related college and university resources. Through lecture, projects and small breakout groups, this course explores opportunities and challenges facing business, while helping freshmen develop a solid foundation for their academic and business careers. Perm. of Advisor

22BA152. Management Skills Practicum II. 2 ug.cr. 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-p.

H 22BA152H. Management Skills Practicum II Honors. 2 ug.cr. 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.: 22BA151H. Perm. of Advisor

H 22BA397H. Business Honors Special Topics I. 1-6 ug.cr. These honors courses are taught in seminar format. The seminars are designed not to be introductory in nature, but rather to explore a specific business topic or theme intensively and creatively.

H 22BA398H. Business Honors Special Topics II. 1-6 ug.cr. These honors courses are taught in seminar format. The seminars are designed not to be introductory in nature, but rather to explore a specific business topic or theme intensively and creatively.

H 22BA399H. Business Honors Special Topics III. 1-6 ug.cr. These honors courses are taught in seminar format. The seminars are designed not to be introductory in nature, but rather to explore a specific business topic or theme intensively and creatively.

T=Approved Transfer Module course. 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. Those classes which can be repeated as a BoK requirement are marked with an "r"; those which only partially fulfill a requirement are marked with a "p."

22BA497. Technology Consulting. 1-6 ug.cr. 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. Perm. of Instr.

22BA498. Teaching Assistant. 3 ug.cr. 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. Perm. of Instr.

22BA499. Peer Advising. 1-6 ug.cr. 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. Perm. of Instr.

22BA565. Executive Forum. 3 ug.cr. Students draw upon their major fields of study to conduct in-depth analyses of subject companies and their industries. Augmented by class discussion, the students share their findings in a two-hour open-ended meeting with the CEO of each company. Prereq.: Enrollment by invitation only.

22BA595. Research in Business Administration. 1-6 ug.cr. Research on advanced topic in business administration designed and coordinated by members of the class. Prereq.: Perm. of Instr.

22BA701. Comprehensive Hands On Integrative Management Experience. 4 gr.cr. The CHIME requires all full-time MBA students to analyze various aspects of a topical business problem or opportunity over the first three quarters of the full-time MBA curriculum. Successful completion of the CHIME requires the application and integration of the functional analysis and managerial techniques developed throughout the MBA program. Students organize themselves and work collectively to characterize the nature and scope of the problems/opportunities defined by the CHIME, propose ways to solve/ exploit these problems/opportunities, justify the feasibility of any proposals, develop implementation plans that address both technological and human resource concerns, and present recommendations or proposals to industry leaders and experts.

22BA705. Entrepreneurship: New Venture Formation. 4 gr.cr. Evaluation and initial operations of high potential ventures. Case method. Prereq.: Perm. of instr. and completion of MBA core curriculum.

22BA711. Communication For Managers. 2 gr.cr. 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.

22BA712. MBA Capstone Experience. 2 gr.cr. 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 & completion of the MBA core.

22BA715. Entrepreneurship & E-Business. 4 gr.cr. This course focuses on e-business design to initiate, support, and build entrepreneurial activities.

22BA725. Global Entrepreneurship. 4 gr.cr. 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.

22BA751. Elective Credit A. 1-4 gr.cr. Additional course related study under the direction of a faculty member.

22BA781. Individual Study. 1-4 gr.cr. Individual Study under the direction of a faculty member.

22BA782. Special Topics in Business Administration. 1-4 gr.cr. In-depth study of special topics in Business Administration.

22BA791. Global Business Topics. 1-8 gr.cr. An intensive study abroad seminar dealing with international management issues.

22BA800. Readings In Business Administration. 1-3 gr.cr. Project and research work undertaken by a student with the approval and supervision of a faculty member.

22BA802. Managerial Communications. 3 gr.cr. 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. Prereq.: MBA students only.

22BA870. Competitive Analysis. 3 gr.cr. 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. Prereq.: Completion of MBA core curriculum.

22BA890. Strategic Management. 3 gr.cr. 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.

22BA895. Special Topics in Business Administration. 3 gr.cr. In-depth study of selected topics in business administration. Prereq.: Perm. of instr.

22BA990. Introduction to Research and Teaching for Doctoral Students. 3 gr.cr. Introduces the role of research, writing and teaching in the profession and provides doctoral students with a foundation for success in the academic profession.

22BA992. Doctoral Seminar. 1-15 gr.cr. Variable cr.

BUSINESS LAW

22BLAW271. Legal Environment. 3 ug.cr. The legal consequences of managerial decisions, including a study of the legal process and the principles of tort, contract, consumer protection, antitrust, and employment law as they pertain to business. BoK:SE-p.

22BLAW435. Legal Aspects of Entrepreneurship. 3 ug.cr. 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.: 22BLAW271. Prereq.: BBA Core.

22BLAW445. The Global Legal Development. 3 ug.cr. 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 decision to compete globally. Prereq.: 22BLAW271, 22INTB390.

22BLAW455. The Law of Competitive Behavior. 3 ug.cr. 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.

22BLAW599. Independent Study. 1-6 ug.cr. Individual study under the direction of a faculty member Perm. of Instr.

22BLAW711. Business Law for Managers. 2 gr.cr. 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.

22BLAW781. Individual Study. 1-4 gr.cr. Individual study under the direction of a faculty member

22BLAW850. Legal and Regulatory Environment. 3 gr.cr. This course is designed to acquaint students with the legal, regulatory, and ethical issues which are frequently encountered by business managers and their organizations.

22BLAW851. Corporate Law I. 4 gr.cr. Examines the areas of commercial law which affect the decisions of accounting professional and financial managers, including the principles of the Uniform Commercial Code.

22BLAW852. Corporate Law II. 4 gr.cr. Familiarize students with the legal structures of business enterprise and the legal issues, particularly as they relate to legal liability of the accountant.

22BLAW891. Independent Study. 1-6 gr.cr. Individual study under the direction of a faculty member.

FAMILY BUSINESS/ENTREPRENEURSHIP

22FAMB410. Management of Closely-Held and Family Businesses. 3 ug.cr. Introduces students to the unique management issues facing family/private owned businesses. This is the first course in the Family Business/Entrepreneurship Integral Concentration. Prereq.: 22FIN352, 22INTB390, 22MKTG377.

22FAMB460. Financial Management in the Private Firms. 3 ug.cr. 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.: 22FIN352, 22INTB390, 22MKTG377.

22FAMB570. Entrepreneurship. 3 ug.cr. Evaluation and initial operation of high potential ventures. Case Method. Prereq.: 22FIN352, 22INTB390, 22MKTG377.

22FAMB593. Special Topics in Family Business/Entrepreneurship. 3 ug.cr. In-depth study of selected topics. Prereq.: Perm. of instr.

22FAMB598. Capstone in Family Business/Entrepreneurship. 3 ug.cr. Provides direct assistance to small businesses and provides the student an opportunity to aid in the solution of real-world problems. Co-req.: Completion of integral coursework.

22FAMB599. Guided Study in Family Business/Entrepreneurship. 3 ug.cr. Individual study under direction of a faculty member. Prereq.: Perm. of instr.

22FAMB782. Management of Closely Held and Family Business. 4 gr.cr. 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. Prereq.: MGMT711

FINANCE

22FIN281. Personal Finance. 3 ug.cr. 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. NOTE: This course does not count as a business or finance elective for CBA students.

22FIN330. Survey of Business Finance. 3 ug.cr. This course introduces the student to the financial management function of the firm. It is a survey of the issues faced and the techniques used by the financial manager. Prereq.: 22ACCT262.

22FIN351. Business Finance I. 3 ug.cr. Introduction to financial markets and investor behavior; financial analysis techniques, analysis of capital investment projects, financial planning tools and management of financial resources. Must be taken in sequence. Prereq.: 22ACCT262, 22BLAW271, 22IS270, 22QA242, 15ECON271.

H 22FIN351H. Business Finance I. 3 ug.cr. Introduction to financial markets and investor behavior; financial analysis techniques, analysis of capital investment projects, financial planning tools and management of financial resources. Must be taken in sequence. Prereq.: 22ACCT262, 22BLAW271, 22IS270, 22QA242, 15ECON271.

22FIN352. Business Finance II. 3 ug.cr. Second course in sequence with Finance I. See 351.

H 22FIN352H. Business Finance II. 3 ug.cr. Second course in sequence with Finance I. See 351. Prereq.: 22FIN351.

22FIN361. Foundations of Finance: Risk and Value. 3 ug.cr. 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.

22FIN461. Advanced Corporate Finance. 3 ug.cr. Develops the analytical framework for making investment, financing, and dividend decisions in the non-financial firm. Prereq.: 22FIN361.

22FIN462. Investment Analysis. 3 ug.cr. Focuses on applying the tools and strategies of investment management in contemporary markets. Prereq.: 22FIN361.

22FIN463. Financial Management of Financial Institutions. 3 ug.cr. Focuses on the financial management of financial institutions operating in a changing environment. Particular stress is given to managing risk. Prereq.: 22FIN361.

22FIN465. Treasury Management. 3 ug.cr. Analysis and efficient management of operating cash flows. Prereq.: 22FIN361.

22FIN471. Financial Markets and Institutions. 3 ug.cr. Applications of derivatives to the analysis and management of portfolio risk and return. Prereq.: 22FIN352.

22FIN472. Cases in Finance. 3 ug.cr. Applications of derivatives to the analysis and management of portfolio risk and return. Prereq.: 22FIN361.

22FIN591. Problems in Financial Decision Making. 3 ug.cr. This capstone finance course provides the student with the opportunity to apply knowledge and skills from earlier finance courses. Prereq.: 22FIN461. and nine hours of Finance electives.

22FIN593. Special Topics in Finance. 3 ug.cr. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement.

22FIN596. Guided Study in Finance. 3 ug.cr. Individual study under the direction of a faculty member. Var. cr. Offered ea. qtr. Prereq.: Perm. of instr.

22FIN701. Investment Professional Ethics. 2 gr.cr. A survey of essential concepts in micro-economics that influence the financial performance of firms and financial markets. Perm. of Advisor or Department.

22FIN711. Finance for Managers. 4 gr.cr. 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. Prereq.: 22ACCT711.

22FIN712. Financial Analysis and Valuation. 2 gr.cr. This course requires the student to develop and integrated understanding of finance and accounting by extending and applying his/her knowledge in the analysis and interpretation of financial statements for credit evaluation and equity valuation. Prereq.: 22ACCT711 & 22FIN711.

22FIN713. Financial Analysis Tools. 2 gr.cr. 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.

22FIN714. Financial Management. 4 gr.cr. 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. Perm. of Advisor

22FIN715. The Global Economic Context of Business. 2 gr.cr. 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 prominently featured during the course.

22FIN725. Financial Economics. 4 gr.cr. A survey of essential concepts in micro-economics that influence the financial performance of firms and financial markets. Permission of Advisor or Department

22FIN731. Financial Econometrics I. 4 gr.cr. 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. Permission of Advisor or Department

22FIN732. Financial Econometrics II. 2 gr.cr. Continuation of Financial Econometrics I. Focuses on application to financial market data. Prereq.: 22FIN731. Perm. of Advisor or Department

22FIN735. Financial Information and Valuation. 4 gr.cr. The evaluation and uses of public financial accounting information and the implications of this information for security analysis and valuation. Perm. of Advisor or Department

22FIN736. Equity Securities Analysis and Valuation. 4 gr.cr. Applications of valuation theory and financial accounting information for the analysis and valuation of equity securities. Prereq.: 22FIN711, 22FIN735. Permission of Advisor or Department

22FIN737. Fixed Income Securities Analysis and Valuation. 4 gr.cr. Applications of valuation theory and financial accounting information for the analysis and valuation of fixed income securities. Prereq.: 22FIN711, 22FIN735. Permission of Advisor or Department

22FIN741. Investments. 4 gr.cr. An in-depth analysis of equity, fixed income securities, derivatives, and portfolio formation Prereq.: 22FIN711 or equiv.

22FIN742. Options and Futures. 4 gr.cr. An in-depth analysis of options, futures, swaps and other derivative securities and their role and uses in investments. Prereq.: 22FIN711.

22FIN744. Venture Capital. 4 gr.cr. An in-depth analysis of how venture capital is raised, invested, and then taken public to recover funds for reinvestment. Prereq.: 22FIN711. Prereq.: 22FIN722

22FIN745. Portfolio Management I. 4 gr.cr. An in-depth coverage of portfolio theory and performance evaluation. Prereq.: 22FIN735, 22FIN711. Perm. of Advisory or Department

22FIN746. Portfolio Management II. 2 gr.cr. Application of portfolio theory to the construction and management of investment portfolios. Prereq.: 22FIN745. Perm. of Advisor or Department

22FIN747. Real Estate and Alternative Investments. 2 gr.cr. 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. Perm. of Advisor or Department

22FIN751. Money and Capital Markets. 4 gr.cr. An in-depth analysis of institutions, money markets, bond markets, and equity markets that comprise the financial system. Prereq.: 22FIN711. .

22FIN752. Derivative Markets and Risk Management. 2 gr.cr. Applications of derivatives to the analysis and management of portfolio risk and return. Prereq.: 22FIN711, 22FIN735. Perm. of Advisor or Department

22FIN755. International Finance. 4 gr.cr. An in-depth analysis of the global aspects of financial markets and corporate finance. Prereq.: 22FIN711.

22FIN756. International Financial Markets and Institutions. 2 gr.cr. A survey of essential concepts in international macro finance that influence risk and return in global capital markets. Prereq.: 22FIN711, 22FIN735. Perm. of Advisor or Department

22FIN761. Advanced Corporate Finance. 4 gr.cr. An in-depth analysis of corporate governance and ownership structure, executive compensation and corporate performance, and strategic considerations in financial policies. Prereq.: 22FIN711.

22FIN762. Advanced Capital Budgeting and Real Options. 4 gr.cr. 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.

22FIN763. Case Studies in Corporate Finance. 4 gr.cr. An in-depth analysis of selected cases in corporate finance covering issues in corporate governance, mergers, restructuring, financial structure, and dividends. Prereq.: 22FIN711.

22FIN764. Corporate Liquidity Management. 4 gr.cr. An in-depth analysis of the management of corporate current assets and liabilities. Emphasis on techniques of managing cash, accounts receivable, inventory and corporate risk management. Prereq.: 22FIN711.

22FIN771. Professional Practice. 2 gr.cr. Applications of investment theory to investment problems faced by practicing professionals. Prereq.: 22FIN745. Coreq.: 22FIN735, 22FIN711. Perm. of Advisor or Department

22FIN781. Individual Study. 1-4 gr.cr. Individual study under the direction of a faculty member.

22FIN782. Special Topics in Finance. 1-4 gr.cr. In-depth study of special topics in Finance.

22FIN811. Financial Analysis. 3 gr.cr. Designed to introduce the student to financial analysis and the techniques of financial management. Prereq.: ACCT801, QA801, ECON808.

22FIN821. Financial Management. 3 gr.cr. Examines topics in financial analysis in greater detail and adds additional topics in financial management through the use of cases. Students will expand understanding of techniques introduced and apply them to solving problems faced by financial managers. Prereq.: 22FIN811.

22FIN895. Special Topics in Finance. 3 gr.cr. In-depth study of selected topics in finance. Prereq.: 22FIN821.

22FIN901. Seminar in Financial Theory. 3 gr.cr. A review of the theoretical and empirical foundations of current financial thought. Prereq.: 22FIN821.

22FIN902. Current Topics in Corporate Finance. 3 gr.cr. In-depth study of selected topics in corporate finance. Emphasis on current literature in this area. Prereq.: 22FIN901.

22FIN903. Financial Institutions and Markets: A Theoretical Perspective. 3 gr.cr. In-depth study of selected topics in financial institutions. Emphasis on current literature in this area. Prereq.: 22FIN901.

22FIN904. Seminar in Investments. 3 gr.cr. In-depth study of selected topics in investments. Emphasis on current literature in this area. Prereq.: 22FIN901.

22FIN905. Information and Financial Contracting. 3 gr.cr. 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.

22FIN906. Market Microstructure. 3 gr.cr. 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.

22FIN971. Research in Finance. 1-15 gr.cr. Variable credit.

22FIN991. PhD Dissertation Research. 1-15 gr.cr. Variable credit.

HONORS-PLUS

H 22HNPL131H. Freshman Honors-PLUS Seminar I. 1 ug.cr. First of 2 quarter Honors Seminar sequence for Freshmen participating in the Carl H. Lindner Honors-PLUS program. Prereq: 22BA151H.

H 22HNPL132H. Freshman Honors-PLUS Seminar II. 1 ug.cr. Second of two quarter honors seminar sequence for freshmen participating in the Carl H. Lindner Honors-PLUS program. Prereq: 22HNPL131H.

H 22HNPL232H. Sophomore Honors-PLUS Seminar. 1 ug.cr. Honors Seminar for Sophomores participating in the Carl H. Lindner Honors-PLUS program. Prereq: 22HNPL132H.

H 22HNPL331H. Issues In Demography. 2 ug.cr. Identification of demographic issues and trends, and analysis of the challenges and opportunities they create for business and society. Prereq: 22HNPL232H.

H 22HNPL332H. Pre-Junior Honors-PLUS Seminar. 1 ug.cr. Honors Seminar for Pre-Juniors participating in the Carl H. Lindner Honors-PLUS program. Prereq: 22HNPL232H.

H 22HNPL391H. HonorsPLUS Global Business Practicum. 1-6 ug.cr. Practicum course for students in the Carl H. Lindner Honors-PLUS program who are studying abroad.

H 22HNPL431H. Junior Honors-PLUS Seminar. 1 ug.cr. Honors Seminar for Juniors participating in the Carl H. Lindner Honors-PLUS program. Prereq: 22HNPL332H.

H 22HNPL432H. Issues in Science & Technology. 3 ug.cr. Study of cutting edge topics in science and technology, and their past, present and future impact on business and society. Prereq: 22HNPL332H.

H 22HNPL531H. Senior Honors-PLUS Seminar. 1 ug.cr. Honors Seminar for Seniors participating in the Carl H. Lindner Honors-PLUS program. Prereq: 22HNPL431H.

H 22HNPL532H. Issues in Contemporary Business. 3 ug.cr. 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. Prereq: 22HNPL432H.

H 22HNPL593H. Honors PLUS - Special Topics. 1-6 ug.cr. Special Topics class offered on an intermittent basis for students participating in the Carl H. Lindner Honors-PLUS program.

H 22HNPL599H. Honors PLUS - Independent Study. 1-6 ug.cr. Independent study course for students participating in the Carl H. Lindner Honors-PLUS program.

INFORMATION SYSTEMS

22IS212. IS Programming Foundation. 4 ug.cr. This course provides in-depth exposure to structured programming methods. Reusable code is emphasized through the introduction of functions and structured data types. The student will apply skills learned in class programming problems and gain first hand experience applying some of the more common business algorithms. BoK: NS.

22IS270. Principles of Information Systems. 4 ug.cr. This course presents fundamental principles of IS that provide a valuable framework for successfully applying information technology in an organization. It provides a broad survey of information systems from a practical and theoretical viewpoint. Topics covered include the role of information systems in modern society, computer hardware and software, networking, E-commerce, the Internet, databases, transaction processing systems, management information systems, artificial intelligence, decision support systems, systems development, computer security, and ethics.

H 22IS270H. Principles of Information Systems. 4 ug.cr. This course presents fundamental principles of IS that provide a valuable framework for successfully applying information technology in an organization. It provides a broad survey of information systems from a practical and theoretical viewpoint. Topics covered include the role of information systems in modern society, computer hardware and software, networking, E-commerce, the Internet, databases, transaction processing systems, management information systems, artificial intelligence, decision support systems, systems development, computer security, and ethics.

22IS315. Data Modeling and Systems Development. 3 ug.cr. This course provides an overview of the software development life cycle to non IS majors. Topics covered included: requirements determination; data modeling; process modeling; prototyping; physical design; and implementation issues, etc. Students get hands on experience on current software engineering tools.

22IS321. Data Structures & File Design. 4 ug.cr. The course includes an introduction to data structures (e.g., stacks, queues, trees, graphs), file design and several sorting and searching techniques. Students will learn several standard abstract data types and their implementations along with basic algorithms common to these data types. Standard measures of algorithm complexity are also included. The students get an opportunity to practice program design based on data requirements, choosing abstract data types based on general requirements, and selecting implementations of data types to optimize programmer productivity, machine efficiency, and space utilization. Another critical topic examined in the course pertain to structures of sequential, indexed and random files. The course will involve a heavy lab component. Prereq.: 22IS212. Prereq.: 22IS212. BoK:NS.

22IS325. Emerging Software Technologies. 4 ug.cr. This course offers foundational knowledge in the use of emerging software technologies. Students will learn how these technologies can be integrated into existing systems. Potential uses and applications of these emerging software technologies and future directions that these technologies may take will also be discussed.

22IS330. Database Concepts. 4 ug.cr. This course provides a comprehensive introduction to: Concepts of Data Management and Database Systems; Conceptual Data Modeling with the Entity- Relationship Model; Logical Database Design using Relational Data Model; Relational Database Systems and Normalization of Relations; and SQL. integrity, security, recoverability, and concurrency control. Use of an existing DBMS. Prereq.: 22IS321. 22IS321 may also be taken as a co-req. 22IS321, 22 IS330 and 22IS530 may not be taken concurrently.

22IS340. IS/IT Architecture. 3 ug.cr. This course introduces fundamental computer hardware, systems software, and data concepts and the role each of these plays in an information system. The course is designed as a technical introduction to the inner workings of modern computer systems. The structure and interaction of hardware, software and data in an information system is used to form an understanding of the architecture of information systems.

22IS430. Systems Analysis and Modeling. 3 ug.cr. 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.: 22IS321, 22IS330. 22IS330 may also be taken as a co-req. Cannot take 22IS321, 22IS330 and 22IS530 concurrently.

22IS431. Digital Business Strategy. 3 ug.cr. This course examines the environment, objectives, technology and issues relating to the use of the Internet and associated information technologies in business. The course covers a broad range of topics on the subject, including: the role of technology in influencing corporate strategies and industry boundaries, digital business intelligence, effective multi-channel strategies and enterprise software. The objective of the course is to prepare the student to be an effective innovator and change agent capable of using digital technologies to contribute to the enterprise's sales growth and profitability and enable the enterprise to meet its mission.

22IS435. Data Warehousing and Mining. 3 ug.cr. A data warehouse is a specially prepared repository of data designed to support decision-making. Data are extracted from source systems, transformed, and loaded into data stores. Data mining is an important use of a data warehouse. This course is designed to provide a thorough understanding of data warehousing and mining, how to build and maintain data warehouses, and how to use data warehousing and mining for business advantage. Prereq.: 22IS330.

22IS440. Network Design and Management. 3 ug.cr. This course introduces students to design, implementation, and management of networks and inter-networks. It examines architectures of computer networks that support distributed applications. In addition, students are introduced to server software that can be used to implement distributed information systems. Prereq.: 22IS340, Coreq.: 22IS325

22IS455. e-Business Concepts. 3 ug.cr. This course provides an overview of the emerging world of e-business -- its applications, implications and technological enablers. Students will learn about intranets, extranets, and the Internet. They will learn about different forms of e-business -- business-to consumer, business-to-business (including supply chain management) and peer-to-peer. They will also learn about a few of the key technologies that enable e-commerce on the web. Prereq.: 22IS325.

22IS540. Web-based Application Development. 3 ug. or gr.cr. A critical part of successfully implementing an e-commerce solution is developing the proposed application. This is an introductory course on web applications development, using Microsoft's newest development platform, Visual Studio.Net. The course covers basic HTML, style sheets, dynamic HTML, and ASP.NET (using VB.Net). Students are expected to develop a simple web application that incorporates these technologies. The course includes a mandatory lab component where students can practice the concepts and approaches discussed in the classroom. Prereq.: 22IS330.

22IS550. Database Design and Integration. 3 ug.cr. 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. 22IS430 may also be taken as a coreq.

22IS555. Information Systems Project Management. 3 ug. or gr.cr. The goal of this course is to enable you to use the processes, tools, techniques, and area 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 manage-

ment 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.: 22IS340.

22IS593. Special Topics in Information Systems. 1-3 ug.cr. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. Prereq.: Perm. of instr.

22IS594. Readings in Information Systems. 3 ug.cr. A structured exploration of information systems literature. Prereq.: Perm. of instr.

22IS595. Research in Information Systems. 3 ug.cr. Structured research and analysis of problems in information systems. Prereq.: Perm. of instr.

22IS596. Guided Study in Information Systems. 1-6 ug.cr. Individual study under the direction of a faculty member. Prereq.: Perm. of instr.

22IS598. Information Systems Strategy for Digital Business. 3 ug.cr. 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 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. Prereq.: 22IS340.

22IS711. Information Technology for Managers. 2-4 gr.cr. This course, taught primarily by the case method, examines the environment, objectives, and issues relating to the management of the information systems (IS) function in business. 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.

22IS711. Information and Technology Management. 4 gr.cr. 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.

22IS715. Programming & Data Structures. 4 gr.cr. This course teaches students both procedural programming (e.g., control structures, functions, arrays, pointers & strings) and object-oriented techniques in programming (e.g., classes & data abstraction, inheritance, virtual functions & polymorphism, encapsulation). An in-depth exposure to structured programming concepts and methods (e.g., top down design, stepwise refinement) is provided. The course includes an introduction to data structures (e.g. stacks, queues, trees, graphs), file design and several sorting and searching techniques. At present, C/C++ is used as the programming language.

22IS721. Systems Analysis and Modeling. 4 gr.cr. 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.

22IS724. IS/IT Architecture. 4 gr.cr. 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 the role and representation of data, hardware architecture, software architecture and data communications.

22IS725. E-Business Application Development. 4 gr.cr. A critical part of successfully implementing an e-commerce solution is developing the proposed application. This course is an introduction on web applications development, using Microsoft's newest development platform, Visual Studio.Net. This course covers basic HTML, style sheets, dynamic HTML, and ASP.Net (using VB.Net). Students are expected to develop a simple web application that incorporates these technologies. The conduct of the course is in the format of a seminar. That is, while we discuss and learn concepts in the classroom, students are expected to do significant learning and research on their own as well. Prereq.: 22IS732.

22IS732. Database Principles. 4 gr.cr. 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).

22IS736. Computer Communication Networking. 4 gr.cr. 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.

22IS740. Data Warehousing. 4 gr.cr. 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.

22IS750. Data and System Integration. 4 gr.cr. 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.

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22IS755. Information Systems Project Management. 4 gr.cr. 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.

22IS760. CIO Forum. 4 gr.cr. 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.

22IS781. Individual Study. 1-4 gr.cr. Individual study under the direction of a faculty member.

22IS782. Special Topics in IS. 1-4 gr.cr. In-depth study of special topics in Information Systems

22IS790. Industry Practicum I. 4 gr.cr. Students do an industry-based project or a co-op to apply techniques, tools, and skills learned in the other courses in the IS curriculum.

22IS792. Industry Practicum II. 4 gr.cr. Students do an industry-based project or a co-op to apply techniques, tools, and skills learned in the other courses in the IS curriculum.

22IS795. Seminar in Information Systems. 4 gr.cr. This course covers study of information technology/systems trends and other special IS technical, organizational and/or managerial issues based on the unique expertise and research interest of the IS faculty member who offers the course.

22IS823. Management of Information Technology. 3 gr.cr. Issues, practices, and trends in managerial planning for the development, implementation, and operation of information technology including data processing, telecommunications, office automation, and computer integrated manufacturing. Impacts of IT on organizations. Prereq.: 22IS812.

22IS971. Research in Information Systems. 1-15 gr.cr. Var. credit. Prereq.: Perm. of instr.

22IS981. MBA Thesis Research. 1-15 gr.cr. Var. credit.

22IS991. PhD Dissertation Research. 1-15 gr.cr. Var. credit.

INTERNATIONAL BUSINESS

22INTB390. Global Business Environment. 3 ug.cr. Survey of cross-cultural and global economic issues having impact on business. Prereq.: 22ACCT262,22BLAW271,22IS270,22QA242,15ECON271. BoK:DC-p.

H 22INTB390H. Global Business Environment. 3 ug.cr. Survey of cross-cultural and global economic issues having impact on business. Prereq.: 22ACCT262,22BLAW271,22IS270,22QA242,15ECON271. BoK:DC-p.

22INTB450. International Management. 3 ug.cr. Development of a global perspective and strategy for the multinational corporation. Impact of foreign environments. Prereq.: 22INTB390,22MGMT396.

22INTB464. International Business Finance. 3 ug.cr. Specialized aspects of financial management applicable to the multinational enterprise. The tools needed to make financial decisions within the multinational company. Prereq.: 22INTB390.

22INTB501. Study Abroad A. 1-4 ug.cr. International course at a foreign institution.

22INTB502. Study Abroad - Linz, Austria: Intensive German. 3 ug.cr. Intensive German Language course delivered at Johannes Kepler University, in Linz, Austria, as part of study abroad program Prereq.: 22INTB390. Perm. of Department

22INTB503. Study Abroad - Linz, Austria: Language & Culture. 3 ug.cr. German Language and Austrian culture course delivered at Johannes Kepler University in Linz, Austria as part of study abroad program. Prereq.: 22INTB390. Perm. of Department

22INTB504. Study Abroad - Linz, Austria I. 3-6 ug.cr. Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria Prereq.: 22INTB390. Perm. of Department

22INTB505. Study Abroad Linz, Austria II. 3-6 ug.cr. Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria. Prereq.: 22INTB390. Perm. of Department

22INTB506. Study Abroad - Linz, Austria III. 3-6 ug.cr. Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria. Prereq.: 22INTB390. Perm. of Department

22INTB507. Study Abroad - Linz, Austria. 3-6 ug.cr. Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria. Prereq.: 22INTB390. Perm. of Department

22INTB512. Study Abroad - Chile. 3 ug.cr. 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 Prereq.: 22INTB390. Perm. of Department

22INTB513. Study Abroad Mexico: Doing Business in Mexico. 3 ug.cr. Students will attend classes at the Institute de Tecnológico de Monterrey, Mexico. The course focuses on building understanding of the Mexican business environment, trade relations with the US, and NAFTA. Prereq.: 22INTB390. Perm. of Department

22INTB514. Study Abroad Montreal Canada: Developing International Business Skills. 3 ug.cr. Students will attend classes at the University of Quebec at Montreal along with Canadian students. Course will focus on the assessment and development of skills necessary to work in a global business environment. Prereq.: 22INTB390. Perm. of Department

22INTB515. Service Learning Study Abroad: Costa Rica. 3 ug.cr. Students will work on a service learning project in Costa Rica. The project will involve some business consulting to local business. Prereq.: 22INTB390. Perm. of Department

22INTB517. Study Abroad Thailand: Doing Business in Thailand. 3 ug.cr. 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. Perm. of Department

22INTB525. Global Accounting & Financial Control. 3 ug.cr. Identify and explain accounting and financial controls necessary to be an effective global manager. Prereq.: 22ACCT262,22FIN352,22INTB390.

22INTB530. Managing Cultural Differences. 3 ug.cr. 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.: 22INTB390.

22INTB535. Managing Cross-Cultural Virtual Teams. 3 ug.cr. 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 teams (including UC students 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.: 22INTB390. Perm. of Department

22INTB571. World Marketing. 3 ug.cr. Marketing in world business, the rise of internationalism and multinational corporations, appraisal of economic blocs. Prereq.: 22INTB390, 22MKTG377. Prereq.: 22INTB390, 22MKTG377.

22INTB587. International Accounting. 3 ug.cr. 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.: 22INTB390, 22ACCT261, 22ACCT262.

22INTB593. Special Topics in International Business. 3 ug.cr. In-depth study of selected topics. Prereq.: Perm of instr.

22INTB598. Capstone in International Business. 3 ug.cr. Provides an integrative experience for the design and implementation of functional policies in a global competitive environment, as well as an international perspective on the influence of cultural, technological and regulatory issues on organizational strategy. Prereq.: INTB390 and 9 cr. hrs. of INTB electives.

22INTB599. Guided Study in International Business. 3 ug.cr. Individual study under the direction of a faculty member. Prereq.: Perm. of instr.

22INTB801. International Study Abroad - Location A. 1-8 gr.cr. An intensive course in International Management.

22INTB802. International Study Abroad - Location B. 1-8 gr.cr. Intensive course in International Management

22INTB803. Study Abroad Chile: Doing Business in Chile. 4 gr.cr. 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.

22INTB804. Study Abroad China: Doing Business in China. 4 gr.cr. 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. Perm. of Department

22INTB805. Study Abroad France: Doing Business in the European Union. 4 gr.cr. Students will attend classes with partner universities in France and Spain. The course focuses on European culture, business practices and the European Union. Perm. of Department

22INTB806. Study Abroad Germany: Doing Business in Germany and the European Union. 4 gr.cr. Students will attend classes with partner universities in Germany. The course focuses on German reunification, European culture, business practices and the European Union. Perm. of Department

22INTB807. Study Abroad Thailand: Doing Business in Thailand and Southeast Asia. 4 gr.cr. 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. Perm. of Department

22INTB808. New York-Washington International Business Short Course. 4 gr.cr. Students will attend classes in New York City and Washington, DC. They will visit companies, agencies of the US government, and foreign trade offices. The course focuses on management of global business and on US trade policy.

22INTB891. Independent Study. 1-6 gr.cr. Independent study in International Business

22INTB894. Special topics in International Marketing. 1-4 gr.cr. In-depth study of selected topics in International Marketing.

22INTB895. Special Topics - International. 1-4 gr.cr. An indepth study of special topics in International studies.

22INTB896. Special Topics - International Finance. 1-4 gr.cr. An indepth study of special topics in International Finance.

22INTB897. Special Topics - International Management. 1-4 gr.cr. An indepth study of special topics in International Management studies.

22INTB898. Special Topics - International Taxation. 1-4 gr.cr. An introduction to Global Taxation for managers. Introduces international tax concepts and use them to evaluate opportunities to manage tax liabilities by arbitrating across jurisdictions.

22INTB899. Special topics in International Operations Management. 1-4 gr.cr. In-depth study of selected topics in International Operations Management.

MANAGEMENT

22MGMT330. Survey of Management And Operations. 3 ug.cr. This course introduces students to principles of management employed and the techniques of operations management used in the firm. Prereq.: 22ACCT262. Prereq ACCT 262

H 22MGMT393H. Personal Development and Leadership. 3 ug.cr. 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. Perm. of advisor

H 22MGMT394H. The Executive Honors Forum. 3 ug.cr. Students conduct instructor-guided research on six area companies and their industries. Augmented by class discussion, the students share their findings in a two-hour open-ended meeting with the CEO of each company. Permission of advisor

22MGMT396. Management Integration. 6 ug.cr. Provides an integrating framework and experiences for understanding the roles of managers, the functions of business, and the context of organizations. Prereq.: 22FIN352, 22QA375, 22MKTG377, 22OM385, 22INTB390. BoK: DC-p, SE-p.

H 22MGMT396H. Management Integration. 6 ug.cr. Provides an integrating framework and experiences for understanding the roles of managers, the functions of business, and the context of organizations. Prereq.: 22FIN352,22QA375,22MKTG377,22OM385,22INTB390. BoK:DC-p.

22MGMT405. Employee Performance. 3 ug.cr. This course covers the first half of the field of organizational behavior and focuses on individual processes in organizations. Topics such as perception, individual differences, diversity, motivation, performance, and communication are explored in a method that interweaves theory, research, and experiential learning. Prereq.: 22MGMT396.

22MGMT410. Managerial Effectiveness. 3 ug.cr. 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.

22MGMT440. Organizational Effectiveness. 3 ug.cr. This course focuses on managing organizations for high performance in a rapidly changing business environment. Prereq.: 22MGMT405.

22MGMT485. Human Resource Management. 3 ug.cr. This course provides an introduction to basic HRM functions that drive and support the changing world of work. Topics include recruitment, selection, compensation, training, performance management and strategic HRM. Prereq.: 22MGMT405.

22MGMT515. Team and Interpersonal Skill Development. 3 ug.cr. Designed to help students improve their competence for managing relationships in the workplace. Course emphasizes the laboratory method and is organized around the areas of self-understanding, interpersonal behavior and team effectiveness. Prereq.: 22MGMT410.

22MGMT535. Managing Change and Innovation. 3 ug.cr. Course focuses on managing change and innovation processes in established firms. While research and theory based, the approach is practice-oriented. Case discussions of real-life situations requires students to perform analysis, make action recommendations and commit to a specific course of action. Prereq.: MGMT410 or PRSM410.

22MGMT589. Readings in Administration. 3 ug.cr. Advanced study in selected issues in contemporary administrative theory and practice. Prereq.: 12 cr. in MGMT.

22MGMT593. Special Topics in Management. 1-3 ug.cr. Specialized course taught on an experimental basis. Topic and syllabus available in Management Office when offered. Prereq.: Consent of professor.

22MGMT596. Managing in a Competitive Environment: A Capstone Experience. 3 ug.cr. Prepares students through an integrative capstone experience using a field case study or business simulation. Prereq.: 22FIN352,22QA375,22MKTG377,22OM385,22INTB390.

22MGMT598. Strategy Implementation. 3 ug.cr. Capstone course for the "Managing in a Changing Environment" Integral. Focuses on application of key strategic and managerial approaches necessary to implement the strategy of a firm in a changing world. Prereq.: 22MGMT405. plus 9 hours Management electives.

22MGMT599. Independent Study. 1-6 ug.cr. Prereq.: Perm. of instr.

22MGMT710. Teams: Interpersonal Processes: An Experiential Approach. 2 gr.cr. Provides students with a greater understanding of teams: interpersonal processes that affect the workplace.

22MGMT711. Organizational Behavior and Theory. 4 gr.cr. Focuses on the management of organizational processes by identifying the behavioral and structural influences on work behavior. Addresses individual and group behavior within the confines of organizational goals and design as well as organizational processes such as communication and control, innovation and change, leadership and decision making.

22MGMT712. Corporate Strategy. 4 gr.cr. 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 unstructured problems. Prereq.: 430-711, 426-711, 480-713.

22MGMT714. Leadership & Organizations. 4 gr.cr. Course introduces central concepts, processes, frameworks and practices to assist the student in understanding what it means to both manage others and 'be managers'.

22MGMT715. Corporate Responsibility and Business Ethics. 2 gr.cr. Explores the ethical dimensions and implications of business organizations and practices.

22MGMT717. International Business: Managing Across Cultures. 2 gr.cr. 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.

22MGMT731. Strategic Alliances: Gaining Competitive Advantage Through Collaborative Enterprise. 1-4 gr.cr. Examines the role of strategic alliances and the creation of value including elements of coordination, cooperation and conflict. Prereq.: 22MGMT712.

22MGMT732. Strategic Human Resource Management. 1-4 gr.cr. Focus is on strategic issues and policy choices related to human resource management, as opposed to personnel management techniques. Prereq.: 22MGMT712.

22MGMT733. Organizational Culture. 1-4 gr.cr. Explores the concept of organizational culture and its relationship to performance. Prereq.: 22MGMT711,22MGMT712.

22MGMT734. Seminar in Global Management. 1-4 gr.cr. Examines threats and opportunities in the global market place. Prereq.: 22MGMT712.

22MGMT735. Management and Innovation. 4 gr.cr. 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.

22MGMT773. Human Resource Management. 4 gr.cr. Central personnel concepts, functions, processes, and issues in work organizations. Some case analysis. . Prereq.: 22MGMT711

22MGMT778. Seminar in International Management. 4 gr.cr. Examines how the management process is affected by international interdependence and helps develop global perspective for organizational decision makers. Prereq.: 22MGMT711

22MGMT781. Individual Study. 1-4 gr.cr. Individual study under the direction of a faculty member.

22MGMT782. Special Topics in Management. 1-4 gr.cr. In-depth study of special topics in management. Prereq.: 22MGMT805.

22MGMT784. Management of Organizational Change. 4 gr.cr. 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. Prereq.: 22MGMT711

22MGMT785. Leadership. 4 gr.cr. Addresses theories of leadership focusing on acquiring the ability to lead, power, and the effective exercise of leadership in a managerial position. Prereq.: 22MGMT711

22MGMT789. International Competitiveness. 4 gr.cr. 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. Prereq.: 22MGMT711 & 22MGMT712

22MGMT826. Organizational Research Design and Methodology. 3 gr.cr. Focuses on the process of empirical research in organizations: strategies, processes, designs and techniques for conducting research. Open to PhD students only.

22MGMT895. Special Topics in Management. 3 gr.cr. This course engages students with in-depth study of specific contemporary topics in the field of management. Different topic offered each time. Prereq.: Perm. of instr.

22MGMT899. Research in Management. 1-15 gr.cr. Development of independent research topic with individual faculty. Prereq.: Perm. of instr.

22MGMT911. PhD Seminar in Organizational Behavior. 4 gr.cr. 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. Prereq.: PhD students only.

22MGMT922. PhD Seminar in Organization Theory. 4 gr.cr. 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. Prereq.: PhD students only.

22MGMT933. PhD Seminar in Strategic Management. 4 gr.cr. 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. Prereq.: PhD students only.

22MGMT942. Information Technology Seminar. 1 gr.cr. A doctoral-level seminar designed to expose doctoral candidates to various strategies and techniques for using information technology in their academic careers. Doctoral candidates only

22MGMT945. Special Topics for Doctoral Students. 1-3 gr.cr. Topics of special interest to doctoral students of management. Prereq.: Admission to PhD Program

22MGMT981. MBA Thesis Research. 1-6 gr.cr. Variable Cr.

22MGMT991. PhD Dissertation Research. 1-15 gr.cr. Variable cr.

MARKETING

22MKTG330. Survey of Marketing. 3 ug.cr. Introduces the student to the marketing function and covers a variety of the issues and techniques used in the marketing profession. Prereq.: 22ACCT262.

22MKTG377. Introduction to Marketing. 5 ug.cr. Provides an overview of the management and decision areas within the marketing function (pricing, distribution, promotion and product planning) in both consumer and industrial markets. Prereq.: 22ACCT262,22QA242,22IS270,22BLAW271,15ECON271.

H 22MKTG377H. Introduction to Marketing. 5 ug.cr. Provides an overview of the management and decision areas within the marketing function (pricing, distribution, promotion, and product planning) in both consumer and industrial markets. Prereq.: 22ACCT262,22QA242,22IS270,22BLAW271,15ECON271.

22MKTG410. Marketing Metrics. 4 ug.cr. Examines the cultural, social, economic, and psychological aspects of household and individual purchase patterns. Students learn to measure and evaluate external and internal processes driving consumptive behavior. Prereq.: 22FIN352,22QA375,22MKTG377,22OM385,22INTB390.

22MKTG412. Marketing Management. 3 ug.cr. Provides a forum for developing and analyzing marketing programs and effectively communicating marketing decisions. Prereq.: 22MKTG410.

22MKTG500. INTRODUCTION TO DIRECT MARKETING. 3 ug.cr. 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.: 22MKTG410.

22MKTG572. Business-to-Business Marketing. 3 ug.cr. 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.: 22MKTG410.

22MKTG573. Information Technology in Marketing. 3 ug.cr. Covers the development and integration of Marketing and IT theory and application. Emphasis is on the influence of the Internet and World Wide Web on survey research, advertising, distribution channels, product innovation, customer service, and electronic commerce. Prereq.: 22MKTG410.

22MKTG575. Retail Decision Making. 3 ug.cr. A lecture-case course rooted in a managerial framework, highlighting, spatial location, merchandise budgeting, assortment planning and expense management decisions. Prereq.: 22MKTG410.

22MKTG576. Analysis and Management of Sales. 3 ug.cr. Covers the administration and analysis of policies, personnel, territories and costs. Prereq.: 22MKTG410. Prereq: MKTG 410

22MKTG577. Advertising Management. 3 ug.cr. Emphasizes the integrative aspects within the development of a promotional campaign by using a managerial framework. Topics include setting objectives, copy and message strategy, media selection, budget decision and audience targeting. Prereq.: 22MKTG410.

22MKTG578. Advanced Marketing Research. 3 ug.cr. Students will develop the skills necessary to do independent marketing research. Topics include problem identification, research design, data collection, data analysis, and communicating research results. Prereq.: 22MKTG410.

22MKTG579. Buyer Behavior. 3 ug.cr. Focuses on applying the scientific method to achieve a deeper understanding of buyer behavior. This course focuses on the scientific study of people's responses to products and services and the marketing of products and services. Prereq.: 22MKTG410.

22MKTG585. Marketing Strategy. 3 ug.cr. A case-based integrative course involving analysis and decision making in marketing. Its intended impact is to challenge the student into thinking as a visionary yet providing the tools by which visionary goals may be translated into defensible strategies. Prereq.: 22MKTG410. and 9 hrs. of marketing courses.

22MKTG593. Special Topics in Marketing. 1-3 ug.cr. 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. Coreq.: Completion of Focus course work.

22MKTG599. Independent Study. 1-6 ug.cr. Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. Prereq.: Perm. of dept. head and faculty mentor.

22MKTG711. Marketing for Managers. 4 gr.cr. 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.

22MKTG712. Marketing Research for Managers. 4 gr.cr. 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: 22MKTG711

22MKTG715. Consumer and Institutional Purchasing Behavior. 4 gr.cr. Emphasizes behavioral science concepts in an application-oriented environment as they relate to the process of consumption. Prereq.: 22MKTG711

22MKTG720. Product Development and Management. 4 gr.cr. Discusses product mix, development and strategy; product-market integration, acquisitions and mergers. Prereq.: 22MKTG711 or equiv.

22MKTG722. Business-to-Business Marketing for Managers. 4 gr.cr. Covers analysis, planning, and strategy for marketing to business customers. Prereq.: 22MKTG800. Prereq.: MKTG 711

22MKTG725. Advertising and Promotions. 4 gr.cr. Provides an overview of the components of an integrated marketing communications plan. Topics include setting objectives, message strategy, media strategy, and measuring effectiveness. Prereq.: MKTG 711

22MKTG727. E-Marketing for Managers. 4 gr.cr. 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. Prereq: 22MKTG711

22MKTG730. International Marketing for Managers. 4 gr.cr. Discusses marketing opportunities abroad and the development of appropriate marketing structure and process. Prereq.: 22MKTG711

22MKTG731. International Marketing for Managers. 1-4 gr.cr. Discusses marketing opportunities abroad and development of appropriate marketing structure and process. Prereq.: 22MKTG711.

22MKTG732. Management of the Sales Function. 1-4 gr.cr. Discusses marketing opportunities abroad and development of appropriate marketing structure and process. Prereq.: 22MKTG711.

22MKTG735. Marketing Strategy for Managers. 4 gr.cr. Familiarizes student with concepts of market analysis and planning of direct practical relevance to the decision-making process. Prereq.: 22MKTG810. Prereq.: 22MKTG711

22MKTG740. Contemporary Issues in Marketing. 4 gr.cr. Deals with different topics each quarter. May be taken more than once; see department for current topics. Prereq.: 22MKTG711

22MKTG781. Individual Study. 1-4 gr.cr. Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration.

22MKTG782. Special Topics in Marketing. 1-4 gr.cr. 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.

22MKTG800. Marketing Management. 3 gr.cr. Examines the marketing task, critically analyzing the marketing process, developing an awareness of the major marketing problems faced by organizations and cultivating proficiency in developing marketing strategies and tactics. MBA requirement.

22MKTG841. Contemporary Issues & Tools Session I. 1-6 gr.cr. Provides advanced coverage of current issues, developing fields of marketing practice, and special tools in marketing. Topics vary. Prereq.: 22MKTG800.

22MKTG842. Contemporary Issues & Tools Session II. 1-6 gr.cr. Provides advanced coverage of current issues, developing fields of marketing practice, and special decision tools in marketing. Topics vary. Prereq.: 22MKTG800.

22MKTG843. Contemporary Issues & Tools Session III. 1-6 gr.cr. Provides advanced coverage of current issues, developing fields of marketing practice, and special decision tools in marketing. Topics vary. Prereq.: 22MKTG800.

22MKTG844. Contemporary Issues & Tools Session IV. 1-6 gr.cr. Provides advanced coverage of current issues, developing fields of marketing practice, and special decision tools in marketing. Topics vary. Prereq.: 22MKTG800.

22MKTG879. Marketing Models. 3 gr.cr. Offers a treatment of marketing problems emphasizing a quantitative approach. Prereq.: Perm. of instr.

22MKTG887. Advanced Measurement and Analysis Methods. 3 gr.cr. 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. Prereq.: Perm. of instr.

22MKTG889. Pro Seminar in Marketing. 3 gr.cr. Presentations of individual faculty research at the PhD level. Prereq.: Admission to Marketing PhD program.

22MKTG891. Independent Study in Marketing. 1-6 gr.cr. Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. Prereq.: Perm. of dept. head and faculty mentor. MS and PhD students only.

22MKTG892. Linear Models. 3 gr.cr. Provides an overview of linear models, regression and correlation, and ANOVA as applied to marketing.

22MKTG893. Multivariate Statistics. 3 gr.cr. Offers a comprehensive treatment of multivariate statistics, including regression, discriminant, factor, canonical, and cluster analysis. Prereq.: 22MKTG892.

22MKTG895. Special Topics in Marketing. 1-6 gr.cr. 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.: Admission to Marketing PhD program.

22MKTG898. Behavioral Seminar in Marketing. 3 gr.cr. Offers an analysis of theories and current research in the field. Prereq.: Advanced standing and perm. of instr.

22MKTG971. Research in Marketing. 1-15 gr.cr. Development of independent research topic with individual faculty. Prereq.: Perm. of instr.

22MKTG981. MS/MBA Thesis Research. 1-6 gr.cr. Variable cr.

22MKTG991. PhD Dissertation Research. 1-15 gr.cr. Variable cr.

OPERATIONS MANAGEMENT

22OM385. Operations Management. 3 ug.cr. Survey of the operations function in industrial, service and public organizations. Includes forecasting, line balancing, aggregate scheduling, location, layout, inventory planning, work measurement, quality control, learning curve. Prereq.: 22ACCT262, 22QA242, 22IS270, 22BLAW271, 15ECON271.

22OM475. Quality Management. 3 ug.cr. 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.: 22OM385.

22OM476. Operations Planning and Scheduling. 3 ug.cr. Introduces the student to planning and control as practiced in state-of-the-arts firms. The principles of inventory and capacity are covered. Prereq.: 22OM385.

22OM480. Project Management. 3 ug.cr. Explores the issues of Project organization, budgeting, control, leadership, and conflict resolution throughout the life cycles of a project. Students will consider resources allocation and scheduling using PERT/CPM and Project Mgt. software. Prereq.: 22OM385.

22OM481. Supply Chain Management. 3 ug.cr. This course deals with the design of logistics networks or supply chains, and the flow of materials and information on them. The student in this course will be exposed to both the strategic and operational aspects of managing today's complex supply chains. Specific topics include order management, planning material flows, and design & optimization of supply networks. Prereq.: 22OM385.

22OM488. Service Sector Operations. 3 ug.cr. An introduction to the service sector and the analysis of its operations function. Topics include capacity, management, queuing theory, layouts, and quality measurement. Prereq.: 22OM385.

22OM585. Operations Policy and Strategy. 3 ug.cr. 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. Coreq: Completion of Focus coursework.

22OM593. Special Topics In Operations Management. 1-3 ug.cr. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement.

22OM594. Readings In Operations Management. 3 ug.cr. Advanced studies in selected issues.

22OM595. Research In Operations Management. 3 ug.cr. Structured research in OM.

22OM596. Guided Study in Operations Management. 1-6 ug.cr. Individual study under the direction of a faculty member. Variable cr. Prereq.: Perm. of instr.

22OM711. Management of Operations. 2-4 gr.cr. 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.

22OM711. Management of Operations. 4 gr.cr. 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.

22OM744. International Operations Strategy. 4 gr.cr. 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.

22OM761. Project Management. 4 gr.cr. 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.

22OM762. Managing Service Operations. 4 gr.cr. 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.

22OM771. Managing for Quality and High Performance. 4 gr.cr. 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.

22OM772. Six Sigma & Process Improvement. 2 gr.cr. This course focuses on fundamental concepts and methods of statistical thinking and process improvement in manufacturing and service organizations. Prereq.: 22OM711, 22QA712.

22OM781. Individual Study. 1-4 gr.cr. Individual study under the direction of a faculty member.

22OM782. Special Topics in Operations Management. 1-4 gr.cr. In-depth study of special topics in operations management.

22OM783. Supply Chain Strategy and Analysis. 4 gr.cr. 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.

22OM784. Supply Chain Models. 2 gr.cr. Focuses on technical models and techniques used to design and evaluate the performance of supply chains. Models include logistical network design and multi-echelon inventory theory. Prereq.: 22OM711, 22QA712.

22OM785. Enterprise Resource Planning. 2 gr.cr. This course focuses on the methodologies and practices of ERP as a complete enterprise wide business solution. The focus of this course is on the Production Planning (PP) and Materials management (MM) modules of an ERP system, with some attention to other business functions. Prereq.: 22OM711.

22OM786. Forecasting and Time Series Analysis. 4 gr.cr. Univariate Box-Jenkins time series modeling for stationary and non-stationary processes. Forecasting seasonal and non-seasonal time series. Special forecasting techniques such as transfer function modeling, and intervention analysis. Prereq.: 22QA721.

22OM895. Special Topics in Operations Management. 1-3 gr.cr. Varying subjects of topical interest in operations. Prereq.: Perm. of instr.

22OM899. Research in Operations Management. 1-15 gr.cr. Perm. of instr.

22OM971. Research in Operations Management. 1-15 gr.cr. For PhD students only.

22OM981. MBA Thesis Research. 1-15 gr.cr. Var. credit.

22OM991. PhD Dissertation Research. 1-15 gr.cr. Var. cr.

PRODUCT INFORMATION AND SUPPLY MANAGEMENT

22PRSM410. Product Information and Supply Management I. 3 ug.cr. 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, 22OM385, 15ECON271.

22PRSM483. Distribution System Design and GIS. 3 ug.cr. Provides an understanding of role and function of key elements of a distribution system and an introduction to Geographical Information Systems. Includes project to restructure a distribution system. Prereq.: PRISM410 or OM476.

22PRSM593. Special Topics in Product Information and Supply Management. 3 ug.cr. Provides in-depth study of selected topics. Perm. of instr.

22PRSM598. Product Information and Supply Management II. 3 ug.cr. 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. plus 9 hours of PRSM electives.

22PRSM599. Guided Study in Product Information and Supply Management. 1-6 ug.cr. Individual study under direction of a faculty member. Prereq.: Perm. of instr.

PROFESSIONAL DEVELOPMENT

22PD502. Professional Development II: Business Career Planning and Placement. 1 ug.cr. Self-assessment, resume writing, career exploration and interviewing. Prereq.: Junior standing in CBA.

QUANTITATIVE ANALYSIS

22QA241. Business Statistics I. 3 ug.cr. Descriptive statistics, probability and probability distributions. Sampling and interval estimation. Emphasis on business applications. Prereq.: 15MATH228, 15MATH229, 32IT141. BoK:QR.

H22QA241H. Business Statistics I. 3 ug.cr. Descriptive statistics, probability and probability distributions. Sampling and interval estimation. Emphasis on business applications. Prereq.: 15MATH228, 15MATH229, 32IT141. BoK:QR.

22QA242. Business Statistics II. 3 ug.cr. Hypothesis testing, regression and correlation, analysis of variance and chi-square tests. Emphasis on business applications. Prereq.: 22QA241. BoK:QR.

H 22QA242H. Business Statistics II. 3 ug.cr. Hypothesis testing, regression and correlation, analysis of variance and chi-square tests. Emphasis on business applications. Prereq.: 22QA241. BoK:QR.

22QA251. Mathematical Statistics I. 3 ug.cr. Foundations of probability, discrete and continuous random variables, special probability distributions. Prereq.: 15MATH253, 32IT141. BoK:QR.

22QA252. Mathematical Statistics II. 3 ug.cr. Second course in sequence with Mathematical Stat I. Prereq.: 22QA251. BoK:QR.

22QA345. Mathematical Statistics III. 3 ug.cr. Third course in sequence with Mathematical Stat I, II. Prereq.: 22QA252.

22QA375. Introduction to Quantitative Analysis. 3 ug.cr. Quantitative approaches to decision making. Modeling, linear programming, PERT/CPM, decision theory, queuing theory, and simulation. Prereq.: 22ACCT262, 22QA242, 22IS270, 22BLAW271, 15ECON271.

H22QA375H. Introduction to Quantitative Analysis. 3 ug.cr. Quantitative approaches to decision making. Modeling, linear programming, PERT/CPM, decision theory, queuing theory, and simulation. Prereq.: 22ACCT262, 22BLAW271, 22IS270, 22QA242, 15ECON271.

22QA571. Simulation Modeling. 4 ug.cr. 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 or Perm. of Instr.

22QA596. Guided Study In Quantitative Analysis. 1-6 ug.cr. Project and research work undertaken by a student with the approval and supervision of a faculty member.

22QA711. Statistics and Decision Models for Managers. 4 gr.cr. 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.

22QA712. Decision Models. 2-4 gr.cr. Introductory course devoted to the development, use and interpretation of analytical models for managerial decision making. Prereq.: 22QA711.

22QA712. Optimization Models for Managers. 2 gr.cr. 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.

22QA721. Methods of Statistics. 4 gr.cr. A survey of statistical methodologies useful for research in a variety of disciplines. Estimation, significance testing, regression, ANOVA and computer applications.

22QA722. Regression Analysis. 4 gr.cr. 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.

22QA723. Sample Survey. 4 gr.cr. 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.

22QA724. Multivariate Methods. 4 gr.cr. 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.

22QA725. Forecasting and Time Series Analysis. 4 gr.cr. 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.

22QA726. Design of Experiments. 4 gr.cr. 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.

22QA727. Data Mining. 4 gr.cr. 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.

22QA731. Probability. 4 gr.cr. 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. Prereq: Diff and Integral Calculus

22QA732. Fundamentals of Statistical Inference. 4 gr.cr. 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. Prereq.: QA 731.

22QA733. Statistical Decision Theory and Bayesian Analysis. 4 gr.cr. 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.

22QA750. Optimization Modeling. 4 gr.cr. 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.

22QA751. Optimization Analysis. 4 gr.cr. 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.

22QA752. Advanced Topics in Optimization. 4 gr.cr. 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.

22QA760. Stochastic Modeling. 4 gr.cr. 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.

22QA761. Advanced Topics in Stochastic Modeling. 4 gr.cr. 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.

22QA770. Risk Modeling. 2 gr.cr. Static simulation models using Monte Carlo simulation to assess risk with applications in the functional areas of business. Prereq.: 22QA712.

22QA771. Simulation Modeling. 4 gr.cr. 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.

22QA772. Simulation Analysis. 4 gr.cr. 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.

22QA781. Individual Study. 1-4 gr.cr. Individual study under the direction of a faculty member.

22QA782. Special Topics in QA. 1-4 gr.cr. In-depth study of special topics in Quantitative Analysis.

22QA785. Applications Development Using VBA. 4 gr.cr. 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.

22QA786. Case Studies in Management Science. 4 gr.cr. Cases and applications of group-oriented operations research for real-world management applications. Prereq.: 22QA750.

22QA895. Seminar in Quantitative Analysis. 1-6 gr.cr. Recent journal articles dealing with the state-of-the-art development will be covered. Variable cr. Prereq.: Perm. of instr.

22QA971. Research in Quantitative Analysis. 1-15 gr.cr. Variable cr.

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22QA981. MS Thesis Research. 1-9 gr.cr. Variable cr.

22QA991. PhD Dissertation Research. 1-15 gr.cr. Variable cr.

REAL ESTATE

22RE391. Principles of Real Estate. 4 ug.cr. 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.

22RE395. Real Estate Finance. 3 ug.cr. Study of institutions, sources, instruments of real estate finance, including mathematics of mortgages. Risk and return analysis from perspectives of lender and borrower. Prereq.: 22RE391, 22FIN352.

22RE492. Real Estate Appraisal. 3 ug.cr. Theory and application of valuation of real property; conventional and new methods of valuation of residential and income producing properties; emphasis on market approach to value. Prereq.: 22RE391.

22RE497. Real Estate Law. 4 ug.cr. 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.

22RE593. Special Topics in Real Estate. 3 ug.cr. Usually offered as a research and writing class with each student selecting their own topics to research. Emphasis on research and writing skills. Prereq.: Junior or senior standing, perm. of instr. or real estate major.

22RE596. Guided Study in Real Estate. 3 ug.cr. Individual study under the direction of a faculty member. Variable cr. Offered ea. qtr. Prereq.: Perm. of instr.

22RE598. Development Methods, Cases and Negotiation. 3 ug.cr. Analysis of economic and financial feasibility of real estate projects. Emphasis on new development and/or rehabilitation of property. Prereq.: 22RE395. plus 6 hours of Real Estate electives.

22RE731. Real Estate Analysis. 4 gr.cr. 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.

22RE742. Real Estate Finance and Investment. 4 gr.cr. This course combines two courses in five-week modules, real estate finance and real estate investment. It focuses upon technical skills 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.

22RE750. Real Estate Cases, Development and Negotiation. 4 gr.cr. 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 broght into this course. Prereq.: 22FIN711.

22RE781. Individual Study. 1-4 gr.cr. Individual study under the direction of a faculty member

22RE851. Real Estate Management Strategies, Negotiations, & Case Analysis. 3 gr.cr. Management of development, leasing, negotiation, & marketing activities in a real estate firm. Case practices. Prereq.: 22FIN811.

T=Approved Transfer Module course. 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. Those classes which can be repeated as a BoK requirement are marked with an "r"; those which only partially fulfill a requirement are marked with a "p."