Accounting

22ACCT281
Introduction to Financial Accounting
Develops foundational knowledge and skills needed to understand, develop and analyze financial reports. Topics include income statements, cash flows, balance sheets and financial performance. Formerly 22 ACCT 261. BoK: QR. Credit Level: U. Credit Hrs: 5.00

22ACCT281H
Introduction to Financial Accounting
Develops foundational knowledge and skills needed to understand, develop and analyze financial reports. Topics include income statements, cash flows, balance sheets and financial performance. Formerly 22 ACCT 261H. BoK: QR. Credit Level: U. Credit Hrs: 5.00

22ACCT282
Introduction to Managerial Accounting
Develops foundational knowledge and skills needed to apply accounting data in planning and controlling business operations. Topics include costs, cost drivers and allocation, contribution margin and managerial budgeting. Formerly 22 ACCT 262. Prereq: 22ACCT281. BoK: QR. Credit Level: U. Credit Hrs: 5.00

22ACCT282H
Introduction to Managerial Accounting
Develops foundational knowledge and skills needed to apply accounting data in planning and controlling business operations. Topics include costs, cost drivers and allocation, contribution margin and managerial budgeting. Formerly 22 ACCT 262H. Prereq: 22ACCT281H. BoK: QR. Credit Level: U. Credit Hrs: 5.00

22ACCT331
Intermediate Accounting I
Application of generally accepted accounting principles to financial statement preparation with emphasis asset accounts. Prereq: 22ACCT282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT332
Intermediate Accounting II
Application of generally accepted accounting principles to financial statement preparation with emphasis on liability accounts. Prereq: 22ACCT331. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT333
Intermediate Accounting III
Application of generally accepted accounting principles to financial statement preparation with emphasis on Owner's Equity accounts. Prereq: 22ACCT332. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT373
Cost Accounting
Financial accounting for manufacturing and inventories with emphasis on cost of goods sold expense and management decisions involving manufacturing. Prereq: 22ACCT331. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT471
Consolidated Financial Statements
Combination of parent and subsidiary financial accounting statements for US capital markets. Prereq: 22ACCT333. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT472
Introduction to Taxation
Analysis of the implications of taxation for decision making, covering corporate, partnership and individual taxation with a focus on the role of accountants and tax preparers in providing sophisticated tax advice. Prereq: 22ACCT282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT474
Accounting Information Systems
Internal control analysis to identify operations and information system cycle goals, error and fraud threats to assess risk, estimate exposure and evaluate procedural, organizational and especially information technology solutions. Prereq: 22ACCT331. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT483
Auditing I
Attestation as to fairness of financial statements for owners, creditors and especially publicly traded corporation investors. Prereq: 22ACCT331. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT521
Fraud Examination
Prevention, detection and prosecution of fraud with emphasis on asset misappropriation by employees and managers. Prereq: 22ACCT282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT522
Strategic Partners in Accounting
This course will help you internalize the core competencies that lead to professional success including: professional presence, personal substance, presentation skills, relationship building, time management and leadership. Prereq: 22ACCT324. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22ACCT576
Accounting for Non-Profit Organizations
Fund accounting requirements and procedures for governmental units, charitable and other non-profit organizations. Prereq: 22ACCT331. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT583
Auditing II
Audit techniques as they apply to specific balance sheet and related income statement accounts. Management services. Prereq: 22ACCT483. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22ACCT589
Accounting Theory
Reading and research in current accounting literature. Individual student reports. Prereq: 22ACCT324. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22ACCT598
Professional Ethics and Accounting Environment
Ethical obligations promised to the public by the accounting profession and development of reasoning skills for ethical decision making. Prereq: 22ACCT331. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ACCT599
Independent Study
Independent study under the direction of a faculty member BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22ACCT711
Financial Accounting
Prepares the MBA/MS student to read, interpret, and analyze financial statements. Understand financial statement analysis for benchmarking and performance evaluation. Understand how the market reacts to financial reports. Credit Level: G. Credit Hrs: 4.00

22ACCT771
Accounting For Managers
use of accounting data in planning and controlling business operations. The study of activity-based costing, product pricing and cost allocations in decision-making. Prereq: 22ACCT711. Credit Level: G. Credit Hrs: 2.00

H=University Honors course.
Accounting

22ACCT713
Accounting For Managers
use of accounting data in planning and controlling business operations. The study of activity-based costing, product pricing and cost allocations in decision-making. Prereq: 22ACCT711. Credit Level: G. Credit Hrs: 2.00

22ACCT781
Individual Study
Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22ACCT782
Special Topics in Accounting
In-depth study of special topics in Accounting. Credit Level: G. Credit Hrs: 1.00-4.00

22ACCT821
Managerial Accounting
Dedicated to an exploration of the discipline of managerial accounting, specifically planning and controlling, non-business decision making, and inventory valuation and income determination. Computer spreadsheets will be used extensively. Prereq: 22ACCT7713. Credit Level: G. Credit Hrs: 4.00

22ACCT830
Partnership Taxation
Income tax consequences of the formation, operation, and termination of a partnership; partnership distributions; sale of a partnership interest; and withdrawal from a partnership. Prereq: 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT831
Corporate Tax I
Study of federal tax consequences of the formation and operation of a corporation. Includes distribution of cash and property, an introduction to taxation of Subchapter S corporations and tax problems related to the accumulation of income by the corporation. Prereq: 22ACCT7472. Credit Level: G. Credit Hrs: 4.00

22ACCT832
Corporate Tax II
Study of income tax problems related to stock redemptions, partial liquidations, complete liquidations, collapsible corporations, spin-offs, split-ups, and corporate reorganizations. Prereq: 22ACCT831. Credit Level: G. Credit Hrs: 4.00

22ACCT833
Estate and Gift Tax
Intensive study of federal taxation of estates and transfer of property rights by gift. Determination of the gross estate, taxable estate, taxable gift, and gift tax. Prereq: 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT838
Deferred Compensation and Other Employee Benefits
Income tax implications for employer and employees arising from qualified and unqualified pension and profit-sharing plans, accident and health plans, medical reimbursement plans, and other employee benefits are analyzed. Prereq: 22ACCT831, 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT840
Research in Taxation
An in-depth income tax research project, approved and supervised by a member of the graduate faculty, is required. Credit Level: G. Credit Hrs: 4.00

22ACCT841
Taxation of Subchapter S Corporations
An in-depth study of the Internal Revenue laws affecting the organization, capitalization, taxation, and termination of corporations under Subchapter S. Prereq: 22ACCT831. Credit Level: G. Credit Hrs: 4.00

22ACCT842
IRS Practice and Procedure
An extensive study of the organization of the Internal Revenue Service with emphasis on the practices and procedures available to and used by the Service in its daily dealings with the taxpaying public. Prereq: 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT843
Advanced Individual Income Taxation
Examines advanced topics in the area of individual federal income taxation including but not limited to: property transactions, minimum tax, investment interest expense limitations, charitable contributions, property settlements, and tax shelters. Prereq: 22ACCT472. Credit Level: G. Credit Hrs: 4.00

22ACCT844
State and Local Taxation
Examines structure of state and local laws involving property, sales and use, franchise, and corporate income taxes on the firm operating in either a single or multi-jurisdictional environment. Prereq: 22ACCT831, 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT845
Tax Accounting Methods and Procedures
Examines Subchapter E of the Internal Revenue Code. Includes LIFO inventory valuations, accounting periods, installment sales, cash, accrual, hybrid basis accounting, and changes in accounting methods. Prereq: 22ACCT831, 22ACCT872. Credit Level: G. Credit Hrs: 4.00

22ACCT846
Corporate Tax III
Examines regulations, rulings, and court cases involving all forms of allowable corporate reorganizations under the Internal Revenue Code. Prereq: 22ACCT831, 22ACCT832. Credit Level: G. Credit Hrs: 4.00

22ACCT871
Accounting Theory
Income, assets, and equities measurement and reporting with emphasis on differences in theory and practice. Prereq: 22ACCT323. Credit Level: G. Credit Hrs: 3.00

22ACCT872
Federal Tax Planning and Research
Methodology and procedures in tax planning and research; study of corporate and shareholder taxation. Prereq: 22ACCT472. Credit Level: G. Credit Hrs: 4.00

22ACCT873
Auditing
Principles, standards and procedures involved in the conduct of an audit. Internal control, statistical sampling, objectives, and report presentation. Prereq: 22ACCT323. Credit Level: G. Credit Hrs: 4.00

22ACCT874
Advanced Auditing
Topics covered include advanced financial audit methodologies, professionalism in public accounting arena, audits of computerized systems and advanced quantitative auditing techniques. Prereq: 22ACCT873. Credit Level: G. Credit Hrs: 4.00

22ACCT875
Consolidated Financial Statements
Accounting for business combinations and the preparation of consolidated financial statements. Prereq: 22ACCT332. Credit Level: G. Credit Hrs: 4.00

22ACCT876
Accounting for Non-Profit Organizations
Accounting problems for not-for-profit institutions including the fundamentals of fund accounting for governmental units. Prereq: 22ACCT321. Credit Level: G. Credit Hrs: 3.00
Accounting

22ACCT877 Auditing Transaction Cycles
This course covers audit field work procedures for examining the acquisition and payment cycle, the inventory and warehousing cycle, the capital acquisition cycle and cash balances. Procedures for closing the audit are also treated. Prereq: 22ACCT873, 22ACCT874. Credit Level: G. Credit Hrs: 4.00

22ACCT879 Accounting Information Systems
Analysis of accounting information needs of organizations, alternatives for satisfying these needs, and problems in implementation. Prereq: 22ACCT872. Credit Level: G. Credit Hrs: 3.00

22ACCT882 Strategic Cost Management
Current topics in the area of management accounting including quantitative and behavioral considerations. Prereq: 22ACCT821. Credit Level: G. Credit Hrs: 4.00

22ACCT887 International Accounting
Theory and practice-analysis of principles and procedures underlying information systems of international business. Terminology, foreign exchange, government regulations and other problem areas are considered. Prereq: 22ACCT821. Credit Level: G. Credit Hrs: 4.00

22ACCT891 Independent Study
Independent Study in Accounting Credit Level: G. Credit Hrs: 1.00-6.00

22ACCT899 Independent Study in Taxation
Special topics for students with interests in topics not covered by regular course offerings. With permission of instructor and department chair. Credit Level: G. Credit Hrs: 1.00-6.00

22ACCT901 Accounting Research Workshop
Evaluating and critiquing current state of the art accounting research. Working papers presented by visiting speakers and faculty in the weekly research workshops. Credit Level: G. Credit Hrs: 1.00-6.00

22ACCT911 Research Seminar in Accounting
Literature survey and replication of state of the art accounting research. Credit Level: G. Credit Hrs: 3.00

22ACCT971 Research in Accounting
Variable credit. Credit Level: G. Credit Hrs: 1.00-15.00

22ACCT991 PhD Dissertation Research
Variable credit. Credit Level: G. Credit Hrs: 1.00-15.00

Business Administration

22BA141 Business Pathways FYE 1
Develops understandings and skills that support an integrated college experience. Part 1 topics provide an extended orientation, exploring and working with university resources. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA141H Business Pathways - FYE 1 Honors
Develops understandings and skills that support an integrated college experience. Part 1 topics provide an extended orientation, exploring and working with university resources. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA142 Business Pathways FYE 2
Develops understandings and skills that support an integrated college experience. Part 2 topics focus on College of Business support resources and academic options. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA142H Business Pathways - FYE 2 Honors
Develops understandings and skills that support an integrated college experience. Part 2 topics focus on College of Business support resources and academic options. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA143 Business Pathways FYE 3
Develops understandings and skills that support an integrated college experience. Part 3 is dedicated to exploring business disciplines and professional goal setting. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA143H Business Pathways - FYE 3 Honors
Develops understandings and skills that support an integrated college experience. Part 3 is dedicated to exploring business disciplines and professional goal setting. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22BA181 Personal Money Management
This two-credit course, housed in CoB, is similar to the Advanced Placement credit hrs that students earn in high school. In this particular case, the adv standing credit results from completion of a Personal Money Mgmt course in high school with a curriculum that is approved by the UC Economics Center for Ed & Research. The two qtr or one semester cr hr do not count toward any major, only toward total cr hrs required to graduate. The CoB, in cooperation w/ the Center stands to benefit from the exposure & potential marketing to high school students. The Center will provide this exposure by publicizing the approved high school course via their website (www.whymoneymatters.org). High school students will complete this course typically in their Jr year. Only upon matriculation to UC will a student actually be awarded these credits. This course does not require any instructional resources form the college or university. BoK: NA. Credit Level: U. Credit Hrs: 1.00-2.00

22BA201 Business Scholars Transition
This course seeks to help students who have transferred or transitioned into Business Scholars leverage program opportunities. Business Scholars purposefully retains program flexibility and experiential options. Utilizing that flexibility requires substantial understanding of existing opportunities, of one’s own strengths, weaknesses and goals, and of effective personal planning. This course focuses on these issues. BoK: NA. Credit Level: U. Credit Hrs: 0.00-1.00

22BA380 Business Professionalism
Professionalism serves as an integrating theme throughout the College of Business undergraduate programs. This course delves deeply into this theme, as students prepare for co-op and internships. The course is comprised of three modules, each with a major assignment and developmental experiences: leadership (ethics, communication, leadership styles), self-management (emotional intelligence, personal branding, etiquette), and professional development (portfolio/resume building, networking, interviewing). BoK: NA. Credit Level: U. Credit Hrs: 4.00

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

H=University Honors course.
Business Administration

22BA496
Teaching Assistant
Supervised leadership and support experience as a College of Business teaching assistant. No more than six credits from the combinations of 22BA497, 22BA498, and 22BA499 may be applied toward the BBA degree. Advanced non-business or free elective credit only. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22BA580
Business Strategy
The capstone course of undergraduate curriculum. Provides a framework for integrating knowledge from all functional areas. Perspective is that of general management of the enterprise. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22BA711
Communication For Managers
Focuses on communication in organizations, particularly writing, interpersonal communication, small-group communication, and presentational speaking. Issues considered include coherence, clarity, style, tone, empathy, and other basic elements in communication success. Credit Level: G. Credit Hrs: 2.00

22BA712
MBA Capstone Experience
The capstone course for MBA students that requires integration of the MBA program coursework in the definition and analysis of, and solution development for, a significant business challenge. To be taken during the final quarter of the MBA program. Prereq: 22MGMT712. Credit Level: G. Credit Hrs: 2.00

22BA713
Communications for Managers II
This course will offer further opportunities to refine and improve key business communication skills, particularly making presentations in a business context and creating concise, error-free business documents. These two congruent skills sets are almost universally identified as values critical to success in management. The common element across all focus areas of an MBA-oriented career is that -- technical and functional expertise notwithstanding -- communication proficiency is critical to obtaining influence in a competitive environment. Prereq: 22BA711. Credit Level: G. Credit Hrs: 2.00

22BA777
Graduate Career Management
Career development and job search strategies, self assessment, resume and marketing tool development, enhancement of case and behavioral interviewing skills, with a focus on internships and full-time employment after graduation. Credit Level: G. Credit Hrs: 1.00

22BA781
Individual Study
Individual Study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22BA782
Special Topics in Business Administration
In-depth study of special topics in Business Administration. Credit Level: G. Credit Hrs: 1.00-4.00

22BA800
Readings In Business Administration
Project and research work undertaken by a student with the approval and supervision of a faculty member. Credit Level: G. Credit Hrs: 1.00-3.00

Business Administration

22BA895
Special Topics in Business Administration
In-depth study of selected topics in business administration. Credit Level: G. Credit Hrs: 3.00

22BA990
Introduction to Research and Teaching for Doctoral Students
Introduces the role of research, writing and teaching in the profession and provides doctoral students with a foundation for success in the academic profession. Credit Level: G. Credit Hrs: 3.00

Business Law

22BLAW280
Legal Environment of Business
Examines the legal and ethical dimensions of managerial decisions. Topics include human resource, consumer protection, antitrust and contract law. Formerly 22 BLAW 271. BoK: SE. Credit Level: U. Credit Hrs: 4.00

22BLAW435
Legal Aspects of Entrepreneurship
This course will acquaint the student with the various forms of business organizations and ownership so s/he will be able to select the best form for the implementation of business decisions. Prereq: 22BLAW280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22BLAW445
Global Legal Environment
Provides the business person with a working knowledge of the ground rules for international trade to help compete successfully. This course is a survey of the significant areas of concern to managers making the decision to compete globally. Prereq: 22BLAW280, 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22BLAW599
Independent Study
Individual study under the direction of a faculty member BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22BLAW711
Business Law for Managers
Develops an appreciation for the legal and regulatory environment in which the firm operates. Factors within law and regulation that can influence managerial decision making are explored. The role of antitrust, unfair competition, EEO, labor law, and environmental regulations are examined. Credit Level: G. Credit Hrs: 2.00

22BLAW781
Individual Study
Individual study under the direction of a faculty member Credit Level: G. Credit Hrs: 1.00-4.00

22BLAW851
Corporate Law I
Examines the areas of commercial law which affect the decisions of accounting professional and financial managers, including the principles of the Uniform Commercial Code. Credit Level: G. Credit Hrs: 4.00

22BLAW852
Corporate Law II
Familiarizes students with the legal structures of business enterprise and the legal issues, particularly as they relate to legal liability of the accountant. Credit Level: G. Credit Hrs: 4.00

22BLAW891
Independent Study
Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-6.00

Economic Education

22CED611
Introduction to Economics Teaching
An introductory course to the basics of teaching economics. This is a

H=University Honors course.
22ECED611 Introduction to Economics Teaching
content concentrated course designed primarily for teachers with no prior course work in economics. Content will introduce Supply and Demand, Markets, Choices, Scarcity, etc. This course may introduce materials available for classroom use and allows students to develop strategies for introduction of topics into teaching. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-9.00

22ECED612 MicroEconomics for Teachers
An introductory course to microeconomics for teachers. This is a content concentrated course designed for teachers newly tasked with teaching economics or who need a refresher course. Content will introduce Supply and Demand, Markets, Choices, Scarcity, producers and consumers, profit, etc. This course may introduce materials available for classroom use and allows students to develop strategies for introduction of topics into teaching. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-9.00

22ECED613 MacroEconomics for Teachers
An introductory course to macroeconomics for teachers. This is a content concentrated course designed for teachers newly tasked with teaching economics or who need a refresher course. Content will introduce Supply and Demand, Government, Money and Banking, Fiscal and Monetary Policy, the Federal Reserve system, etc. This course may introduce materials available for classroom use and allows students to develop strategies for introduction of topics into teaching. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-9.00

22ECED614 Implementing Economics and Social Studies Curriculum
A course designed to meet the needs of individuals who are tasked with teaching and integrating economics concepts into other curricular courses such as Language Arts, Social Studies, Math, Science, etc. Content will introduce Supply and Demand, Markets, Choices Scarcity, etc. This course focuses on materials available for classroom use and allows students to develop strategies for introduction of topics into teaching. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

22ECED620 Financial Education for Teachers
A course designed to meet the needs of individuals who are tasked with teaching financial education content such as budgets, saving, investing, credit, philanthropy, risk and insurance. This course focuses on introduction of content knowledge and is supported with introduction of curricular materials with a focus on teaching techniques and discussion of how to integrate these topics across the teaching spectrum, i.e. into the context of other teaching such as math, science, social studies, etc. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

22ECED629 Money and Banking for Teachers
An introductory course to money and banking for teachers. This is a content concentrated course designed for teachers newly tasked with teaching economics or who need a refresher course. Content will introduce Money and Banking with a focus on the federal reserve system, money supply, role of banks, budgets, banking products, credit and consumer issues. This course may introduce materials available for classroom use and allows students to develop strategies for introduction of topics into teaching. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

22ECED630 Integration and Content for Teachers
A course designed to meet the needs of individuals who are tasked with teaching and integrating economics concepts into other curricular courses such as Language Arts, Social Studies, Math, Science, etc. Content will introduce Supply and Demand, Markets, Choices, Scarcity, etc. This course focuses on introduction of supplemental materials and introduction of curricular materials with a focus on how to integrate these topics into teaching. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

Economic Education

22ECED630 Integration and Content for Teachers
these topics into teaching. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

22ECED633 Social Studies and Economics Teaching Materials
A course designed to meet the needs of individuals who are tasked with teaching social studies and economics content such as US History, World History, Geography, Supply and Demand, Markets, Choices, Scarcity, etc. This course focuses on introduction of supplemental materials and introduction of curricular materials with a focus on how to integrate these topics into teaching. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

22ECED639 Global Topics for Teachers
A course designed to meet the needs of individuals who are tasked with teaching globalization such as economic systems, trade, comparative advantage, subsidies and tariffs. This course focuses on introduction of content knowledge and is supported with introduction of curricular materials with a focus on teaching techniques and discussion of how to integrate these topics across the teaching spectrum, i.e. into the context of other teaching such as math, science, social studies, etc. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-6.00

22ECED640 Business Integration and Content for Teachers
A course designed to meet the needs of individuals who are tasked with teaching business content such as financial education, entrepreneurship, marketing, accounting, etc. This course focuses on introduction of content knowledge and is supported with introduction of curricular materials with a focus on teaching techniques and emphasis on how to integrate these topics across the teaching spectrum, i.e. into the context of other teaching such as math, science, social studies, etc. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-6.00

22ECED646 American Industry for Teachers
A course focused on the study of American Industry. This course will evaluate specific companies or industries and their impact on the American economy. Workforce development, product, development, marketing are a few of the concepts that may be covered as industry is studied. Evaluation of 21st century workforce skills as it compares to 20th century history of industry. Connections of industry to classroom teaching will be discussed. This course may introduce materials available for classroom use and allows students to develop strategies for introduction of topics into teaching. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

22ECED680 Special Topics for Teachers
A course designed to meet the needs of individuals looking to study specific topics within economics education allowing themselves to be given direction on content, integration and strategy, study and design of new materials in teaching. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

Economics

22ECQN101 Introduction to Microeconomics
Economic principles basic to behavior of individuals, firms, markets; pricing for resource allocation and decision-making. Includes topics such as opportunity cost and comparative advantage, supply and demand and their applications, elasticity, costs and production, competition, monopoly, public goods and externalities. BoK: SS. Credit Level: U. Credit Hrs: 3.00

22ECQN101H Introduction to Economics Honors
3 ug. or.MICROECONOMICS (Honors) Honors students only. Transfer Module. BoK: SS. Credit Level: U. Credit Hrs: 3.00

H—University Honors course.
22ECON102 Introduction to Macroeconomics
Economic analysis of national income, money and banking, fiscal and monetary policy. Economics in a political decision making context. Transfer Module. BoK: SS. Credit Level: U. Credit Hrs: 3.00

22ECON102H Introduction to Economics (Honors)
3 ug cr MACROECONOMICS (Honors). Honors students only. Transfer Module. BoK: SS. Credit Level: U. Credit Hrs: 3.00

22ECON103 Contemporary Economic Issues
Economic issues in a political environment; international trade, labor, income distribution, welfare, growth, alternative economic systems. Transfer Module. BoK: SS, SE. Credit Level: U. Credit Hrs: 3.00

22ECON105 Introduction to the Global Economy
Introduces international trade and finance. Topics include comparative advantage trade theories, protectionism, exchange rates and issues to globalization. Prereq: 22ECON101, 22ECON102. BoK: SS, DC. Credit Level: U. Credit Hrs: 3.00

22ECON171 Entertainment Economics
Explores the modern entertainment industry, with particular emphasis on professional sports, the motion picture industry, and television. The course sheds light on the billions of dollars spent by these industries and the public's demand/willingness to pay for the entertainment they provide. BoK: SS. Credit Level: U. Credit Hrs: 3.00

22ECON271 Microeconomics
Theory of demand, production and cost as applied to the operation of business firms. (Not open to Econ. majors.) Prereq: 22ECON101. BoK: SS, QR. Credit Level: U. Credit Hrs: 4.00

22ECON298 Directed Study - Economics
This course is designed for students who require individualized instruction in Economics. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22ECON301 Economic Thought and Literacy
Historical development and main tenets of schools of economic thought; analytical economic approaches to issues; appraising economic literature. BoK: HP, SS. Credit Level: U. Credit Hrs: 3.00

22ECON320 Statistics for Economists
4 ug cr Introduction to statistics and its applications in economics. Topics include descriptive statistics, the concepts and application of probability theory, random variables, distributions, statistical inference, and an introduction to regression. No previous knowledge of statistics will be assumed but the use of formulae and the ability to perform basic algebraic manipulations will be necessary. Prereq: Math 225, 226, 227, or equivalent BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ECON321 Introduction to Applied Econometrics
Introduction to econometrics with an emphasis on interpretation and applications. Econometrics is concerned with the connection between economic concepts, theories and hypotheses on the one hand, and 'real world' economic data on the other. Typical econometric tasks include, for example, the quantification of economic relationships (such as demand curves), and testing of hypotheses derived from theory. Covers the fundamental econometric technique of regression analysis and a variety of model specification issues. A central goal is to provide students with the necessary skills and knowledge to use and to correctly interpret the output from econometrics software. Prereq: 22ECON320. BoK: NA. Credit Level: U. Credit Hrs: 4.00

Economics

22ECON341 Microeconomic Theory
Exposition of the general principles and analytical tools of microeconomic theory. Topics include theory of consumer choice, intertemporal choice, and choice under uncertainty. Prereq: 22ECON101. BoK: SS, QR. Credit Level: U. Credit Hrs: 4.00

22ECON342 Microeconomic Theory
Exposition of the general principles and analytical tools of microeconomic theory. Topics include the analysis of competitive and monopoly markets, oligopoly, pricing, externalities and public goods, and welfare. Prereq: 22ECON341. BoK: SS, QR. Credit Level: U. Credit Hrs: 4.00

22ECON343 Microeconomic Theory
Exposition of the general principles and analytical tools of micro theory. Topics include the economics of information, market failure, general equilibrium analysis, externalities, property rights, and government. Prereq: 22ECON342. BoK: SS, QR. Credit Level: U. Credit Hrs: 4.00

22ECON371 Money, Banking and the Economy
Demand for and supply of money, and roles of commercial banks, other financial intermediaries, and Federal Reserve System in determining the supply of money and its impact on the economy. BoK: SS. Credit Level: U. Credit Hrs: 3.00

22ECON372 Macroeconomics
Measures of aggregate economic performance, determination of aggregate output, employment, the price level and income, inflation, business fluctuations, impacts of monetary policy, effects of government taxation, spending and the national debt. Prereq: 22ECON101, 22ECON102. BoK: SS, QR. Credit Level: U. Credit Hrs: 4.00

22ECON422 Teaching Assistant Practicum for Undergraduate Students
Supervised experience as teaching assistant for undergraduate courses. Can take for three quarters. Economics GPA of 3.0 or better and at least 21 credit hours in advanced economic courses. Student T.A.s for Econ. 101 or 271 must have a grade of B or better in Econ. 341 and 342. Student T.A.s for Econ. 102 must have a grade of B or better in Econ.s 371 and 372. Maximum of 6 credits. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22ECON431 Honors Seminar
Analytical study of a current economic issue. Writing of the senior thesis. BoK: SS. Credit Level: U. Credit Hrs: 3.00

22ECON432 Honors Seminar
Continuation of 431. BoK: SS. Credit Level: U. Credit Hrs: 3.00

22ECON482 Public Economics: Expenditures
Analysis of topics in public choice, social goods, welfare economics, theory of the state, distribution, expenditure evaluation. BoK: SS, QR. Credit Level: U. Credit Hrs: 3.00

22ECON483 Public Economics: Taxation
Evaluation of alternative tax bases, tax incidence, efficiency effects, burden of the debt, fiscal federalism. BoK: SS, QR. Credit Level: U. Credit Hrs: 3.00

22ECON498 Internship Practicum for Undergraduate Student
Supervised professional experience in projects involving significant economic analysis. Maximum of a total of nine credits in Econ 422 and Econ 498 combined. Prior approval of the Director of Undergraduate Studies is required. BoK: NA. Credit Level: U. Credit Hrs: 1.00-9.00
Economics

22ECON498
Internship Practicum for Undergraduate Student
Supervised professional experience in projects involving significant economic analysis. Maximum of a total of nine credits in Econ 422 and Econ 498 combined. Prior approval of the Director of Undergraduate Studies is required. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

22ECON504
Economy of Cincinnati
A survey of techniques analyzing the industrial, commercial, and financial activities of the Cincinnati Metropolitan Area. Perm. of instr.; Center for Econ. Educ. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-6.00

22ECON506
Urban Economic Problems
Forces affecting metropolitan growth, resulting spatial patterns, and economic problems of congestion, environment, labor markets, and public finance in metropolitan areas. BoK: SS., SE. Credit Level: U, G. Credit Hrs: 3.00

22ECON508
Economic Theory of Population
Study of mutual relationships between changes in population and changes in economic efficiency and well-being. Prereq: 22ECON341. BoK: NA. Credit Level: U, G. Credit Hrs: 3.00

22ECON509
Development of Economic Ideas
A survey of the main schools of economic thought. This course provides a background on the history of doctrine for economics majors and other interested persons. Prereq: 22ECON101, 22ECON102. BoK: NA. Credit Level: U, G. Credit Hrs: 3.00

22ECON510
Strategic Thinking: Business Applications to Game Theory
Theory: Static games, Nash Equilibrium, repeated games, folk theorem, Bayesian games. Applications: output and pricing decisions by large firms, efficiency wages, insurance policies, marketing new products, credit rationing, cartel enforcements, the Coase Theorem. BoK: NA. Credit Level: U, G. Credit Hrs: 3.00

22ECON511
Mathematical Analysis for Economists
Survey of mathematical applications to economic theory and analysis. Designed for students with limited mathematical background. Prereq: 22ECON341. BoK: SS, QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON512
Mathematical Analysis for Economists
Continuation of 511. Prereq: 22ECON511. BoK: SS, QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON513
Mathematical Analysis for Economists
Continuation of 512. Prereq: 22ECON512. BoK: SS, QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON521
Economic Data Analysis II
A continuation of Econ 520. Topics include: regression diagnostics, analyzing time series and cross section data, statistical model selection and assessment. Students will design and conduct an applied economics research project using statistical and econometric techniques. BoK: SS., QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON529
Economics Teaching Materials
Teachers will examine the economic content and how to use various instructional methods in teaching them in grades K-12. This course does not satisfy requirements for a graduate degree in Economics. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

Economics

22ECON531
Implementing Economic Curriculum
Experience-based economics curriculum units appropriate for elementary and secondary classrooms. This course does not satisfy requirements for a graduate degree in Economics. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

22ECON533
Basic Economic Concepts for Teachers
Focus on basic economic concepts and specific strategies for teaching of economics, analysis of economic concepts appropriate for K-12 curriculum, methods of instruction and materials, review of research in economic education; application of basic concepts to current issues. This course does not satisfy requirements for graduate degree in Economics. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-9.00

22ECON534
Microeconomic Principles for Teachers
Continuation of ECON533. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-9.00

22ECON535
Macroeconomics for Teachers
Continuation of ECON534. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-9.00

22ECON536
Money and Banking for Teachers
Study of the structure and functions of the Federal Reserve, banks, and non-bank institutions, monetary policy and economic stabilization. This course does not satisfy requirements for graduate degree in Economics. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-3.00

22ECON537
Economics of Health
Role and economic significance of health in the U.S., health expenditures as investments in human capital, determination of price and output in health services market, problem of possible monopolization and unfair trade practices in health field, role of government in provision of health care. BoK: SS., SE. Credit Level: U, G. Credit Hrs: 3.00

22ECON538
Study of American Industry for Teachers
A study of American industries including production and distribution processes. Attention will be given to economic, social, and political factors influencing the operation of the industry. This course does not satisfy requirements for graduate degree in Economics. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

22ECON539
Topics in Economic Education
Analysis of economic topics such as labor, competition, productivity, decision-making, and government regulation. Teachers will develop economic analysis skills. This course does not satisfy requirements for graduate degree in economics. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-8.00

22ECON541
Economies of China and Vietnam: Transition
A detailed analysis of the economic reforms that occurred in China and Vietnam which led to the adoption of market systems. Theories of economic transition are used for the basis of the analysis, focusing on the institutions necessary to operate a market system which are absent in a planned economy. The structure of and current problems in these economies is also be discussed. Prereq: 22ECON101, 22ECON102. BoK: NA. Credit Level: U, G. Credit Hrs: 3.00

22ECON542
Contemporary Japanese Economy and Business
A review of Japan’s economic performance from the end of WWII to the present using the major theories of economics fluctuations. Special attention is paid to the institutions particular to the Japanese economy and their influence on economic decisions. BoK: SS., DC. Credit Level:
Economics

22ECON542
Contemporary Japanese Economy and Business
U, G. Credit Hrs: 3.00

22ECON543
East Asian Economies: Development and Crisis
A study of growth of the four Asian Tigers (Singapore, S. Korea, Taiwan, and Hong Kong) and other East Asian countries (Thailand, Malaysia, etc.). Also analyzes the Asian financial crisis (which adversely affected these economies) and trade associations (ASEAN, etc.) making the area a force in the global economy. Prereq: 22ECON101, 22ECON102. BoK: NA. Credit Level: U, G. Credit Hrs: 3.00

22ECON551
International Economics
Trade and capital movements, balance of payment problems, operation of exchange systems, determination of exchange rates. Prereq: 22ECON372. BoK: SS, QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON552
International Economics
Gains from trade and the theory of comparative advantage. Welfare effects of growth and income transfers. Income distribution effects in the specific factor and Heckscher-Ohlin model. Trade when markets are imperfectly competitive. Trade policies: welfare effects of tariffs and non-tariff barriers. Tariff arguments and the political economy of tariffs. BoK: SS, QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON557
Economics of Work and Family
Theoretical and empirical methods for the analysis of issues related to work and family with special reference to economics of household production, joint labor supply, economics of marriage and divorce, economics of fertility, economics of family child care, household occupational differentiation, household structure and labor market outcomes. Many applications including leave policies, divorce laws, tax policies, etc. Prereq: 22ECON341. BoK: SS. Credit Level: U, G. Credit Hrs: 3.00

22ECON558
Labor Market Analysis
Theoretical and empirical methods for the analysis of labor markets with special reference to areas such as labor supply, labor demand, wage determination, and compensating wage differentials. Many applications including effects of taxation, income maintenance programs, technological change, minimum wages, etc. Prereq: 22ECON341, 22ECON342. BoK: SS, QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON559
Labor Market Issues
Analytical, empirical and institutional approach in analyzing issues in selected areas such as human capital theory, internal labor markets, economics of discrimination, economics of trade unions, economics of sports, and economics of immigration. Covering applications such as effects of affirmative action, on the job training, and bilateral monopoly. Prereq: 22ECON341, 22ECON342. BoK: SS, QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON564
Engineering Economics
The course introduces economic decision making to the engineers. It uses economic analyses to evaluate engineering projects involving capital investments. Specifically, the course explores techniques such as cost estimation, cash flow analysis, rate of return analysis, sensitivity and breakeven analysis, flexible budgeting, transfer pricing, and capital budgeting. BoK: NA. Credit Level: U, G. Credit Hrs: 3.00

22ECON565
Industrial Organization

Economics

22ECON565
Industrial Organization
U, G. Credit Hrs: 3.00

22ECON567
Politics and Economics

22ECON569
Anti-Trust Policy and Trade Regulation
The history, laws, and economics of the anti-monopoly and trade regulation policies of the government. BoK: SS. Credit Level: U, G. Credit Hrs: 3.00

22ECON570
Regional Economics
Uses microeconomic analysis to investigate how local/regional areas evolve and how public policies may affect patterns of growth and change, identify inefficiencies in location choices and analyze alternative public policies promoting efficient regional resource allocation choices. Prereq: 22ECON341. BoK: SS. Credit Level: U, G. Credit Hrs: 3.00-4.00

22ECON571
Stabilization Policy
A study of economic functions including measurement, history, and theory. Major theories of economic fluctuations are surveyed along with a historical review of global fluctuations and their causes. Statistical measurement of cycles and a survey of forecasting techniques are also included. BoK: SS, QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON575
Economic Development
Considers the economic challenges facing the world's developing nations. Focuses on possible economic policies to encourage economic development. Prereq: 22ECON101, 22ECON102. BoK: SS, HP. Credit Level: U, G. Credit Hrs: 3.00

22ECON578
Law and Economics
An examination of the areas of mutual concerns in law and economics including property, contracts, torts, and antitrust policy. BoK: SS, SE. Credit Level: U, G. Credit Hrs: 3.00

22ECON580
Economic Contract Law
An examination of the economic basis for contracts and of the economics of remedies for breach of contract. Prereq: 22ECON101. BoK: SS, SE. Credit Level: U, G. Credit Hrs: 3.00

22ECON581
The Economics of Tort Law
An examination of the economics of tort law including an analysis of negligence and its defenses and an analysis of product liability. Prereq: 22ECON101. BoK: SS, SE. Credit Level: U, G. Credit Hrs: 3.00

22ECON585
Stock Markets and Investments I
Operation of the stock market and behavior of traders. Rules and regulations governing behavior in the market. BoK: SS, QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON592
Economics and the Environment
Analysis of how consumption and production choices impact upon the environment and the conditions under which market outcomes can be made consonant with environmental quality. Analysis of economic instruments and market incentives to promote environmental quality with applications to all environmental media. Issues of sustainability. BoK: SS, SE. Credit Level: U, G. Credit Hrs: 3.00

H=University Honors course.
Economics

22ECON593
Economics of Natural Resources and Sustainability

22ECON594
Economics of Transportation
Highway, rail, air, water transportation; rate making, service, security issuance; combination, regulation, policy, and economic effects. Prereq: 22ECON101. BoK: NA. Credit Level: U, G. Credit Hrs: 3.00

22ECON598
Guided Independent Research
Guided independent research with a faculty member resulting in a scholarly paper. BoK: SS. Credit Level: U. Credit Hrs: 3.00

22ECON599
Economics Capstone
Application of economic analysis to current economic topics. Prereq: 22ECON342, 22ECON372. BoK: SS, QR. Credit Level: U. Credit Hrs: 3.00

22ECON647
Microeconomic Theory I

22ECON648
Microeconomic Theory II
Continuation of 647 and imperfect competition; price discrimination; decisions over time; public goods. BoK: NA. Credit Level: U, G. Credit Hrs: 4.00

22ECON650
Microeconomic Theory
Study of the interactions of households and firms in perfectly and imperfectly competitive markets, under certainty and uncertainty, with symmetric and asymmetric information, in a static world and over time as encountered in the real world. Prereq: 22ECON342, 22ECON343. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON651
Microeconomic Theory
Continuation of ECON650. Prereq: 22ECON650. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON655
Macroeconomic Theory
Aggregate income and employment theory. Classical and Keynesian models; theories of inflation, growth and problem of external equilibrium. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON666
Game Theory for Economists
Theory and applications of Game Theory in economic decision making. Covers static games, dynamic games, and games with incomplete information. Prereq: 22ECON650. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON667
Theory of Incentives
Theory and applications of principal-agent relationships in the presence of asymmetric information. Optimal contract design in 'adverse selection' and 'moral hazard' situations. Prereq: 22ECON651. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON671
Economic Data Analysis I
Using a variety of computer programs this course will teach the student (1) how to locate secondary sources of economic data; (2) methods that have been used to compile economic data; (3) how to transform, summarize and display economic data and (4) simple statistical techniques to analyze economic data. Prereq Econ 521 or equivalent Prereq: 22ECON521. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON672
Economic Data Analysis II
An introduction to applied econometric methods for data analysis. The course covers methods of statistical inference and hypothesis testing with a regression-analysis framework. Application from economics. MA standing only. Prereq: 22ECON671. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON673
Economic Data Analysis III
Continuation of 672. Topics include regression diagnostics, analyzing time-series and cross- sectional data, statistical model selection and assessment. Students will conduct applied economic research projects using statistical and econometric techniques. MA standing only. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON674
Survey Methods in Economics
(cross listed with Political Science 751) Methodological aspects of survey design and analysis. MA standing only. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON675
Regional Data Analysis
A survey of theoretical and empirical techniques for analyzing the industrial, commercial and financial activities of the Cincinnati Metropolitan area. MA standing only. Prereq: 22ECON674. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON676
Applied Benefit-Cost Analysis
A high-level introduction to the major issues and techniques in evaluation of programs and projects with the tools of applied microeconomics. Topics include measurement of benefits and costs, discounting, project ranking criteria, and uncertainty analysis. MA standing only. Prereq: 22ECON650, 22ECON651. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON677
Applied Economic Forecasting
This course covers the standard forecasting techniques used by professional economists in business and government. Topics include properties of time-series data, trend-line fitting, ARIMA models, and autoregressions. MA standing only. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON678
Applied Qualitative and Limited Dependent Variable Models
Models of choice in which the dependent variable is discrete rather than continuous. The models are applied to describe the choice behavior of firms and consumers. Prereq: 22ECON321, 22ECON671. BoK: QR. Credit Level: G, U. Credit Hrs: 3.00

22ECON679
Applied Economics Practicum
Under the guidance of the instructor, teams of students will apply their quantitative skills toward the analysis of current economic issues, and present reports on their findings. MA standing only. BoK: QR. Credit Level: U, G. Credit Hrs: 3.00

22ECON689
Special Problems in Economics
By prior arrangement with the department. For students desiring individual work. Offered ea. qtr. BoK: QR. Credit Level: U, G. Credit Hrs: 1.00-8.00

H=University Honors course.
Introduction to Innovation
This introductory course on innovation and entrepreneurship addresses two major topics. 1. The seven knowledge areas of innovation: intellect, domain knowledge, thinking, problem solving, creativity, innovation and execution. 2. The innovation process model is applied to entrepreneurial ideation, conceptualization and opportunity recognition.

Economics

22ECON689 Special Problems in Economics
By prior arrangement with the department. For students desiring individual work. Offered ea. qtr. BoK: QR. Credit Level: U. Credit Hrs: 1.00-8.00

22ECON700 SAS for Economists
Introduces students to the elements of the SAS programming language particularly relevant for economics. Students will learn how to create SAS datasets and create and manipulate data, and run SAS procedures and conduct analysis using the SAS programming language. Credit Level: G. Credit Hrs: 3.00

22ECON880 Spatial Econometrics
Covers the use of exploratory spatial data analysis techniques as well as the use of spatial regression models and appropriately define estimators for spatial data. Credit Level: G. Credit Hrs: 3.00

22ECON705 MA Thesis Research
MA Thesis Research Credit Level: G. Credit Hrs: 1.00-15.00

22ECON711 Economics for Managers
Opportunity cost, price, demand theory, firm and market behavior, pricing practices and policies, and factor markets. Credit Level: G. Credit Hrs: 4.00

22ECON721 Healthcare Marketplace I
This course will provide an overview of the field of health economics. The course will examine how standard concepts and methods in economics can be used to understand health-related decisions made by individuals and firms, using the basic framework of economics to analyze the behavior of consumers, insurers, physicians, and hospitals. It will also study the application of economics to health care policy, with a focus on how economic analysis can assist in the development of market and non-market solutions to various health care problems. The tools of economics are applied to both managerial issues such as pricing decisions and policy issues such as the medically uninsured. Topics include economic analysis and application to decision making, health care payment methods, including Medicare’s payment systems for hospitals and physicians, and risk-adjusted capitation payment systems. Credit Level: G. Credit Hrs: 4.50

22ECON831 STAT INFER & ECON I
STAT INFER & ECON I Credit Level: G. Credit Hrs: 4.00

22ECON931 Advanced Individual Work in Economics
One or more gr. cr. Departmental approval required. Credit Level: G. Credit Hrs: 1.00-15.00

22ECON971 Research
Description not available. Credit Level: G. Credit Hrs: 1.00-15.00

22ECON981 Doctoral Dissertation Research
PhD Candidates only. Credit Level: G. Credit Hrs: 1.00-15.00

Entrepreneurship/Family Business

22ENTR401 Introduction to Innovation
BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR410 Management of Closely Held Businesses
Introduces students to the unique management issues facing family/privately owned businesses. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR460 Financial Management in Private Firms
Introduces students to the unique accounting, financial and information systems. Topics include sources of capital, financial analysis, business valuation, financial management and firm and owner tax and estate implications. Prereq: 22ACCT282, 22BLAW280, 22IS280, 22QA282, 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR501 Corporate Entrepreneurship
The focus of the undergraduate course is to encourage students to study the theories, principles, concepts, practices and applications of corporate entrepreneurship in order to prepare them to engage effectively in intrapreneural actions. Case method and lecture will be used. Prereq: 22ACCT282, 22BLAW280, 22IS280, 22QA282, 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR570 Entrepreneurship New Venture Creation

22ENTR593 Special Topics in Family Business/Entrepreneurship
In depth study of selected topics. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR598 Capstone in Family Business/Entrepreneurship
Provides direct assistance to small businesses and provides the student an opportunity to aid in the solution of real-world problems. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22ENTR599 Guided Study in Entrepreneurship and Family Business
Individual study under direction of faculty member. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22ENTR705 Entrepreneurship New Venture Creation
Evaluation and initial operations of high potential ventures. Case method. Credit Level: G. Credit Hrs: 4.00

22ENTR715 Entrepreneurship and E-Business
This course focuses on e-business design to initiate, support and build entrepreneurial activities. Credit Level: G. Credit Hrs: 4.00

22ENTR725 Global Entrepreneurship
This course addresses the following topics: trends in international business, the global business environment, formulating and implementing a global strategy, and emerging and contemporary issues in global business as they relate to entrepreneurial activity. Credit Level: G. Credit Hrs: 4.00

22ENTR735 Management of Closely Held and Family Business
This course focuses on strategic, aimed at development of a systematic approach for assessing and improving the health of a family/private firm from the perspective of the owner, partner, or CEO. Credit Level: G. Credit Hrs: 4.00
the capital raising process, the decision to go public, mechanism and financial intermediaries - such as commercial and investment banks - in information and then examine capital raising issues relevant to larger, younger firms, for which there exists little or no security price participating financial intermediary. We analyze financing choices for we will also examine financing transactions from the viewpoint of the company, should the firm raise capital, what is the optimal mix of debt capital and how to apply it to numerous questions like what is the value of the firm, should the firm raise capital, what is the optimal mix of debt and equity, what should the firm's payout (dividend) policy be, and should the firm lease or buy its assets? Financial modeling (in EXCEL) of the firm, should the firm raise capital, what is the optimal mix of debt and how to apply it to numerous questions like what is the value of the firm, should the firm raise capital, what is the optimal mix of debt and equity, what should the firm's payout (dividend) policy be, and should the firm lease or buy its assets?

Credit Hrs: 3.00

22FIN380 Business Finance
This is the core finance course required of business majors. Business Finance acquaints students with the fundamental principles of finance. Two key concepts developed in the course will be the time value of money and the tradeoff between risk and return. You will develop the analytical tools necessary to interpret corporate financial statements in order to value many financial investments. A major emphasis in the class will be on learning how to think systematically about financial valuation and how to apply these insights to a variety of business (e.g. capital budgeting decisions) and personal (e.g. retirement planning, automobile/mortgage loans) financial problems. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN401 Corporate Finance
In this course students will develop the analytical tools necessary for analyzing corporate financing decisions. Central to these decisions is the firm's cost of capital. You will learn how to compute the cost of capital and how to apply it to numerous questions like what is the value of the firm, should the firm raise capital, what is the optimal mix of debt and equity, what should the firm's payout (dividend) policy be, and should the firm lease or buy its assets? Financial modeling (in EXCEL) will be a major emphasis in the course. Prereq: 22FIN380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN402 Raising Capital
This course covers financial markets, instruments and institutions with the primary focus being on the capital raising and financing activities of firms at different stages in their life cycles. One of the critical activities a company must do well to succeed is the raising of capital. The when, where and how of raising capital is the focus of the course. The perspective will typically be that of a firm wishing to raise capital, though we will also examine financing transactions from the viewpoint of the participating financial intermediary. We analyze financing choices for younger firms, for which there exists little or no security price information and then examine capital raising issues relevant to larger, listed firms. Topics to be covered in this course include the role of financial intermediaries - such as commercial and investment banks - in the capital raising process, the decision to go public, mechanism and

Credit Hrs: 2.00

22FIN403 Mergers and Acquisitions
This course uses an analytical framework and real-world applications to introduce the key principles and techniques of successful mergers, acquisitions, divestitures and leverage buyouts. It addresses crucial questions including: Why do mergers that looked great on paper fail in reality? How does one value companies acquiring or being acquired? What is the best negotiation strategy? What does it take to make the "synergy" come to life? How can a merger be funded in such a way as to retain the merged entity's flexibility? When do leveraged buy-outs make sense and how can they be financed? One goal for students is to develop a critical appreciation of key finance criteria in a proposed acquisition, so as to grasp the main strengths and risks of the company's strategic and financial alternatives. Prereq: 22FIN401, 22FIN431. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22FIN404 Real Options
This is a course in capital budgeting under uncertainty and flexibility. The objective is for each student to develop more advanced capital budgeting skills that will enable you to attack real-world corporate investment decisions in a sophisticated manner. Traditional NPV analysis assumes that corporate investment decisions are "now or never" and that they are irreversible. However, most corporate projects have a great deal of flexibility in their timing, scale, etc. After taking this course, students will be able to indentify the optionality in corporate investments; choose the proper model for analysis; handle risk appropriately; and clearly and persuasively present a contingent claims analysis of a corporate investment proposal. Prereq: 22FIN401, 22FIN421. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN405 Cases in Corporate Finance
The goal of this course is to have students apply the financial theory developed in the core finance courses to analyze and make recommendation concerning corporate financial decisions in the context of case studies of actual businesses. This course covers a wide range of finance topics: financial analysis, estimating funds requirements, working capital management, capital structure policies, financing decisions, estimation of the cost of capital, investment decisions and valuation. In addition, we will be integrating oral communication through class participation, written communication and the application of the PC through written cases, the regulatory and legal environment, international finance issues, and the stressing of ethical issues of businesses. Prereq: 22FIN401, 22FIN431. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22FIN406 Treasury
This course is for an overview of corporate treasury functions. The goal of the course is to have students know how to do the following types of financial analysis concerning corporate treasury functions: maintain optimal cash positioning; employ working capital strategies and tools; utilize various types of payment systems; monitor and control corporate exposure to financial and operational risks; manage cross-border funds movement; coordinate financial functions and sharing of financial information; delineate appropriate ethical behaviors; recognize corporate governance issues; execute fiduciary responsibilities and build relationships with financial services providers. Prereq: 22FIN401. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22FIN407 International Finance
International finance, and international business finance in particular, is all about making decisions in the context of international financial
Finance

22FIN407 International Finance

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

22FIN408 New Venture Finance

This course is required for all Entrepreneurship majors. The objective is to provide students with a working knowledge of the accounting and finance tools required by entrepreneurs to understand, evaluate, fund, and manage new ventures. The class will examine approaches to financing new and growing ventures that will increase the likelihood of success, while avoiding the pitfalls of those which have failed. BoK: NA. Credit Level: U. Credit Hours: 4.00

22FIN411 Investments

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

22FIN413 Portfolio Management

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

22FIN414 Fixed Income

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

22FIN421 Derivatives Markets and Securities

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

22FIN431 Financial Information and Valuation

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

22FIN452 Securities Trading

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

22FIN453 Financial Institutions

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

22FIN454 Risk Management

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

22FIN593 Special Topics in Finance

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

22FIN596 Guided Study in Finance

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

22FIN701 Investment Professional Ethics

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

22FIN711 Finance for Managers

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

H=University Honors course.
Finance

22FIN711
Finance for Managers
Examines the financial management of the firm including the following topics: risk and return, discounted cash flow techniques, valuation models, cost of capital, analysis of capital expenditures, optimal capital structure, working capital management, and corporate restructuring. Credit Level: G. Credit Hrs: 4.00

22FIN713
Financial Analysis Tools
The objective of this course is to provide managers facility with the fundamental methods used in financial analysis. These methods will be used extensively in FIN 714 (Financial Management) and throughout the MBA program when financial analysis is required. The set of methods include: time value of money, stock and bond pricing, net present value, risk measurements, risk and return, the capital asset pricing model, and basic capital budgeting. Credit Level: G. Credit Hrs: 2.00

22FIN714
Financial Management
Using the finance tools developed in FIN 713, this course examines managerial financial decision making, including the following topics: capital budgeting, raising capital, financing policy, capital structure choice, payout policy, the pricing and use of financial options, real options, and selected topics such as mergers and acquisitions, risk management, and bankruptcy. Prereq: 22FIN713. Credit Level: G. Credit Hrs: 4.00

22FIN715
The Global Economic Context of Business
This course provides future managers with a working knowledge of the major global macroeconomic forces and institutions that affect business. The primary focus of this course is on how managers can optimally respond to these forces. The course focuses on the causes and consequences of changes in the following macroeconomics variables: aggregate demand, employment, labor productivity, interest rates, exchange rates, business cycles, and international flows of goods, services, and capital. Current global economic events will be prominently featured during the course. Prereq: 22FIN725. Credit Level: G. Credit Hrs: 2.00

22FIN721
Health Care Finance 1: Analysis
This course covers selected financial and managerial aspects of health care financial management. It provides a broad introduction to key concepts, issues, tools, and vocabulary useful both for managers and policymakers. There are three main topic areas covered in the course: financial accounting, finance, and managerial accounting, and the focus is on the use, not the preparation, of accounting information. Topics include financial analysis and management; methods and techniques for evaluating costs and cost-effectiveness of health, medical, and pharmaceutical interventions. This course is the first of a two-course sequence in health care finance. Prereq: 35HCA701, 35HCA702. Credit Level: G. Credit Hrs: 4.50

22FIN722
Health Care Finance 2: Decision Making
This course builds on the accounting and financial concepts introduced in FIN 721. The continued exploration of the healthcare environment includes an in-depth examination of third-party payer systems including managed care plus the legal and regulatory environment, particularly for non-profits. There are three main financial topics covered in the course: capital acquisition and structure, financial condition analysis and forecasting, and capital allocation. This course is the second of a two-course sequence in health care finance. Prereq: 22FIN721. Credit Level: G. Credit Hrs: 4.50

22FIN725
Financial Economics
A survey of essential concepts in micro-economics that influence the financial performance of firms and financial markets. Credit Level: G.
Finance

22FIN752  Derivative Markets and Risk Management  
Hrs: 2.00

22FIN755  International Finance  
An in-depth analysis of the global aspects of financial markets and corporate finance. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN756  International Financial Markets and Institutions  
A survey of essential concepts in international macro finance that influence risk and return in global capital markets. Prereq: 22FIN711, 22FIN735. Credit Level: G. Credit Hrs: 2.00

22FIN761  Advanced Corporate Finance  
An in-depth analysis of corporate governance and ownership structure, executive compensation and corporate performance, and strategic considerations in financial policies. Prereq: 22FIN714. Credit Level: G. Credit Hrs: 4.00

22FIN762  Advanced Capital Budgeting and Real Options  
An in-depth analysis of capital budgeting decisions. Topics covered include: estimation of the cost-of-capital, issues in forecasting and valuing cash flows from projects, and the applications of real options to corporate capital budgeting decisions. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN781  Individual Study  
Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22FIN782  Special Topics in Finance  
In-depth study of special topics in Finance. Credit Level: G. Credit Hrs: 1.00-4.00

22FIN895  Special Topics in Finance  
In-depth study of selected topics in finance. Prereq: 22FIN713. Credit Level: G. Credit Hrs: 3.00

22FIN901  Seminar in Financial Theory  
A review of the theoretical and empirical foundations of current financial thought. Credit Level: G. Credit Hrs: 3.00

22FIN902  Current Topics in Corporate Finance  
In-depth study of selected topics in corporate finance. Emphasis on current literature in this area. Credit Level: G. Credit Hrs: 3.00

22FIN903  Financial Institutions and Markets: A Theoretical Perspective  
In-depth study of selected topics in financial institutions. Emphasis on current literature in this area. Prereq: 22FIN901. Credit Level: G. Credit Hrs: 3.00

22FIN904  Seminar in Investments  
In-depth study of selected topics in investments. Emphasis on current literature in this area. Prereq: 22FIN901. Credit Level: G. Credit Hrs: 3.00

22FIN905  Information and Financial Contracting  
Seminar in the economics of information & financial contracting. Will study equilibria & welfare properties of markets under asymmetric information, bargaining, & auctions. Credit Level: G. Credit Hrs: 3.00

Finance

22FIN906  Market Microstructure  
Market microstructure is the study of the process and outcomes of exchanging assets under a specific set of rules. Microstructure theory focuses on how specific trading mechanisms affect the price formation process. Credit Level: G. Credit Hrs: 3.00

22FIN971  Research in Finance  
Variable credit. Credit Level: G. Credit Hrs: 1.00-15.00

22FIN991  PhD Dissertation Research  
Variable credit. Credit Level: G. Credit Hrs: 1.00-15.00

Hospitality Management

22HM151  Hospitality Management  
This course surveys the hospitality industry. The students will be exposed to the career opportunities and the various issues involved in the field. The student will study hospitality operations, including room management, housekeeping, front office, security and engineering. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM161  Casino Management  
The course surveys the casino industry. The students will be exposed to the career opportunities in the field. The students will study the casino operations including gaming, hospitality, and security. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM175  Customer Service  
This course will cover the essential skills for anyone working in business. It will cover the following topics: listening skills, verbal and non-verbal communications, use of technology and how to handle difficult customers. It will use the case approach. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM215  Directed Study-Hospitality Management  
This course is designed for students who require individualized instruction in Hospitality Management. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM274  Special Event Planning and Management  
This course will cover the concepts in operational and marking for planning, developing, and implementing conferences, banquets, conventions, catering, and special events. Techniques for developing goals and objectives for programming large events will be covered, as well as evaluative skills. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM280  Hospitality Facilities Management and Design  
This course will cover the cost, and management of hospitality facilities, environmental and sustainability management, safety and security, energy management, renovation and capital projects. This course will also cover the operating systems that optimizes comfort for employees, residents, and guests while reducing energy and operating costs for the owners. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM373  Personal Selling in Hospitality Management  
Persuasive oral communication from a business perspective. Emphasis on student application of personal selling principles. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM377  Hospitality Law  
The course will review business law as applied to the hospitality field-hotel, resort, spa, restaurant, and travel professionals with an emphasis on preventative law to assist in avoiding lawsuits. BoK: NA. Credit

H=University Honors course.

Hospitality Management

22HM377 Hospitality Law
Level: U. Credit Hrs: 3.00

22HM378 Hospitality Information Systems
The course will cover the utilization of technology in the operational and management aspects of the hospitality industry. The course will cover the use of wireless devices such as PDAs and cell phones to manage facilities operations. It will also cover software unique to hospitality operations. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM381 Hospitality Management Accounting
This course will cover the Uniform System of Accounts for the Lodging Industry, the Sarbanes-Oxley Act, fair value accounting, casino accounting and revenue management, food and beverage cost and income taxes. BoK: QR. Credit Level: U. Credit Hrs: 3.00

22HM383 Spa and Resort Management
This course will cover the resort industry, the development and management of these properties, including ski resorts, cruise ships, and gaming properties. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM384 Meeting Management
This course will cover topics in meeting management strategies, destination options and issues, program development, meeting production and procedures and legal and ethical considerations. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM385 Personnel Management
The course covers history of human development, management, staff planning, selection, recruitment, evaluation, labor relations, collective bargaining, industrial relations, discipline, compensation, incentives, handling conflicts, time management, ethics, and organizational politics. BoK: SE. Credit Level: U. Credit Hrs: 3.00

22HM386 Travel and Tourism Management
This course will look at the economic, political and social forces that impact travel and tourism from a domestic and global perspective. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM440 Senior Project I
The course provides the students with the opportunity to bring together in a comprehensive manner all of the subjects covered in the program and the additional experiences gained from the internship. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM441 Senior Project II
A continuation of Senior Project I (22HM440). The course provides the student with the opportunity to bring together in a comprehensive manner all of the subjects covered in the program and the addition experiences gained from the internship. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM442 Senior Project III
A continuation of Senior Project II (22HM441). The course provides the student with the opportunity to bring together in a comprehensive manner all of the subjects covered in the program and the addition experiences gained from the internship. Prereq: 22HM441. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM471 Hotel & Restaurant Purchasing & Cost Control
The course covers purchasing and cost control principles for hotel and restaurants. Provides guidelines for assessing, interpreting, and planning hotel operations including food and beverages. BoK: NA.

Hospitality Management

22HM471 Hotel & Restaurant Purchasing & Cost Control
Credit Level: U. Credit Hrs: 3.00

22HM472 Restaurant and Bar Management
This course covers the study of restaurant and bar food service and drink management systems in the hospitality field; analysis including cost control and quality control techniques, factoring in the global traveler and a diverse guest base. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM481 Energy Management
The course covers the area of energy conservation techniques applicable to diversified types of facilities such as hotels, schools, office and industrial complexes, apartment complexes, resorts casinos, sports and recreational facilities. The study of energy audit and analysis as well as the implementation and payback of the energy measures will be included. Building automation systems will be included. Computer simulation will be utilized to enhance student learning. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM482 Rooms Division Management
This course will cover revenue management, lodging systems, room division, and housekeeping, and loss prevention. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM483 Ethics in Hospitality and Tourism
This course will apply ethics theories to situations in various hospitality industry job areas. Topics covered applying ethics to the purchasing, marketing and sales functions; the ethics of the food and beverage function, applying ethics to maintain environmentally sound hospitality and tourism industry. BoK: SE. Credit Level: U. Credit Hrs: 3.00

22HM484 International Hospitality Management
This course will cover globalization, tourism and the lodging sector; emergence of international hotel, international human resources management and global competition. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM486 Hospitality Marketing
This course will cover revenue management, lodging systems, room division, and housekeeping, and loss prevention. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM487 Human Resources in the Hospitality Industry
This course will cover diversity, development and training, retention, managing conflict, FMLA, safety and security, workers compensation and other topics. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HM488 Special Topics in Hospitality Management
The course involves the study of principles of facilities planning, facilities management, and maintenance for the hotel industry. Topics included in the course are developing strategic plans for the hotel industry, emphasizing strategy formulation, implementation and evaluation. BoK: SE. Credit Level: U. Credit Hrs: 3.00

22HM489 Risk Management and Insurance
The study of risk management and methods of controlling risks involved in facilities and property management, including the law and role of insurance. Students will have opportunities for practical application of the subject areas they study. For instance, students will be presented with a "case" from which they must determine the risks and safety factors involved and come up with solutions and plans to alleviate and/or protect against the risks. Students will study and learn how to

H=University Honors course.
Hospitality Management

22HM489
Risk Management and Insurance
formulate safety procedures including evacuation plans for any time of emergency-fire, toxic substance exposure, medical emergencies, and terrorist threats, critical issues for event safety, outdoor events and emergencies. BoK: NA. Credit Level: U. Credit Hrs: 3.00

Honors Plus

22HNPL431H
Junior Honors-PLUS Seminar
Honors Seminar for Juniors participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22HNPL432H
Issues in Science & Technology
Study of cutting edge topics in science and technology, and their past, present and future impact on business and society. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HNPL531H
Senior Honors-PLUS Seminar
Honors Seminar for Seniors participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00

22HNPL532H
Issues in Contemporary Business
Examination of current events and issues affecting business. Guest lecturers, current periodicals and news sources will be used to analyze the relevance and resolution of these issues. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22HNPL593H
Honors PLUS - Special Topics
Special Topics class offered on an intermittent basis for students participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22HNPL599H
Honors PLUS - Independent Study
Independent study course for students participating in the Carl H. Lindner Honors-PLUS program. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

International Business

22INTB380
Global Business Environment
Also covers trade policy and international institutions involved in global business. BoK: DC. Credit Level: U. Credit Hrs: 4.00

22INTB380H
Global Business Environment - Honors
Introductory course in international business. Provides an overview of financial, economic, marketing, management, accounting and operations issues related to doing business in a global environment. Also covers trade policy and international institutions involved in global business. Prereq: 22ACCT282, 15ECON101, 15ECON102. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB398
Understanding European Business - Belgium
Students will develop an understanding of EU business culture and practices through a combination of lectures, discussion, company visits and experiential activities. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB399
Study Abroad UK: Financial and Real Estate Management in the European Union
This course seeks to help students build an understanding of the skills & knowledge needed to manage corporate strategy, finance and real estate in the European Union. Following pre-trip preparations, students will travel to the UK. As a global center for finance, London offers an exceptional learning opportunity. In addition to building their business capabilities, we expect students to develop confidence in navigating a foreign setting, sensitivity to cultural differences, and greater awareness of their own cultural make-up. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22INTB450
International Management

22INTB501
Study Abroad-France & European Union
Students will study in Nantes, France and visit European Union Institutions in Brussels, Belgium. The course will focus on French and European history, economics and politics. Students will attend lectures and presentations by local faculty and experts, will visit companies and participate in cultural tours. BoK: NA. Credit Level: U. Credit Hrs: 3.00-12.00

22INTB502
Study Abroad - Linz, Austria: Intensive German
Study abroad, Linz, Austria: students will enroll in intensive business German courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

22INTB503
Study Abroad - Linz, Austria: Language & Culture
Study abroad, Linz, Austria students will enroll in business German/Culture courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

22INTB504
Study Abroad - Linz, Austria I
Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

22INTB505
Study Abroad Linz, Austria II
Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

H=University Honors course.
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>22INTB506</td>
<td>Study Abroad - Linz, Austria III</td>
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<td></td>
<td>Study Abroad, Linz, Austria: Students will enroll in Business courses at</td>
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<tr>
<td></td>
<td>Johannes Kepler University, Linz, Austria. Prereq: 22INTB390. BoK: NA.</td>
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<td>Credit Level: U. Credit Hrs: 3.00-6.00</td>
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<tr>
<td>22INTB507</td>
<td>Study Abroad - Linz, Austria</td>
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<tr>
<td></td>
<td>Study Abroad, Linz, Austria: Students will enroll in Business courses at</td>
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<tr>
<td></td>
<td>Johannes Kepler University, Linz, Austria. Prereq: 22INTB390. BoK: NA.</td>
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<td>Credit Level: U. Credit Hrs: 3.00-6.00</td>
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<tr>
<td>22INTB511</td>
<td>Study Abroad: China</td>
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<tr>
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<td>Students will visit the People's Republic of China and explore economic,</td>
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<td>political, social and cultural conditions as they apply to doing business</td>
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<td>in China. Students will attend class sessions that will include lectures by</td>
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<td>local Chinese experts and foreign business executives. They will visit</td>
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<td>companies in China and they will visit key cultural sites. Prereq: 22INTB390</td>
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<td></td>
<td>BoK: NA. Credit Level: U. Credit Hrs: 4.00</td>
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<tr>
<td>22INTB512</td>
<td>Study Abroad Chile: Doing Business in Chile</td>
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<td></td>
<td>Students will attend classes at the Universidad del Desarrollo, in</td>
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<td>Santiago, Chile. The course focuses on building understanding of the</td>
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<td>Chilean business environment, trade relations with the US and development of</td>
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<td>an enlarged trade agreement between North and South America. BoK: NA.</td>
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<td>Credit Level: U. Credit Hrs: 4.00</td>
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<tr>
<td>22INTB513</td>
<td>Study Abroad: Mexico</td>
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<tr>
<td></td>
<td>Students will attend class sessions in Mexico focused on doing business in</td>
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<td></td>
<td>Mexico. They will visit local companies and visit historic and cultural</td>
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<td></td>
<td>sites. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00</td>
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<tr>
<td>22INTB515</td>
<td>Service Learning Study Abroad: Central America</td>
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<td>Students will work on a service learning project in Central America. The</td>
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<td>project will involve some business consulting to local business. Prereq:</td>
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<td>22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 4.00</td>
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<tr>
<td>22INTB516</td>
<td>Study Abroad Ireland</td>
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<tr>
<td></td>
<td>Course delivered at University of Cork, Ireland as part of study abroad</td>
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<td></td>
<td>program. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00</td>
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<tr>
<td>22INTB517</td>
<td>Study Abroad Thailand: Doing Business in Thailand</td>
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<tr>
<td></td>
<td>Students will attend classes in Thailand. The course focuses on building</td>
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<td>understanding of the Thai business culture, environment and trade relations</td>
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<td>with the U.S. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00</td>
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<tr>
<td>22INTB518</td>
<td>Study Abroad France and Spain</td>
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<tr>
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<td>Students will visit Toulouse, France and Barcelona, Spain and explore</td>
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<td>economic, political, social and cultural conditions as they apply to doing</td>
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<td>business in France, Spain and the European Union. Students will attend</td>
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<td>class sessions that will include lectures by local European experts and</td>
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<td>foreign business executives. They will visit companies in France and Spain</td>
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<td></td>
<td>and will visit key cultural sites. BoK: NA. Credit Level: U. Credit Hrs: 4.00</td>
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<tr>
<td>22INTB525</td>
<td>International Accounting and Financial Management</td>
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<tr>
<td></td>
<td>Identify and explain accounting and financial controls necessary to be</td>
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<td>an effective global manager. Prereq: 22INTB380, 22ACCT282, 22FIN352. BoK:</td>
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<td>NA. Credit Level: U. Credit Hrs: 4.00</td>
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<tr>
<td>22INTB530</td>
<td>Management of Cultural Differences</td>
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<td>Students will do extensive reading and review of the literature on</td>
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</tbody>
</table>

**BoK (Breadth of Knowledge) Coding.**

International Business

22INTB802
International Business: Study Abroad Linz-Prague of EU expansion. Credit Level: G. Credit Hrs: 4.00

22INTB803
Study Abroad Chile: Doing Business in Chile Students will attend classes in Santiago, Chile. The course focuses on building understanding of the Chilean business environment, trade relations with the US, and development of an enlarged trade agreement between North and South America. Credit Level: G. Credit Hrs: 4.00

22INTB804
Study Abroad China: Doing Business in China Students will attend classes with partner universities at multiple sites in China. Course content focuses on the development of China’s market economy, entry into the WTO, and trade relations with the west Credit Level: G. Credit Hrs: 4.00

22INTB805
Study Abroad France: Doing Business in the European Union Students will attend classes with partner universities in France and Spain. The course focuses on European culture, business practices and the European Union. Credit Level: G. Credit Hrs: 4.00

22INTB806
Study Abroad Germany: Doing Business in Germany and the European Union Students will attend classes with partner universities in Germany. The course focuses on German reunification, European culture, business practices and the European Union. Credit Level: G. Credit Hrs: 4.00

22INTB807
Study Abroad Thailand: Doing Business in Thailand and Southeast Asia Students will attend classes in Thailand. The course focuses on developing economies of SE Asia, the influence of Buddhist culture on business, and Thai trade. Credit Level: G. Credit Hrs: 4.00

22INTB891
Independent Study Independent study in International Business Credit Level: G. Credit Hrs: 1.00-6.00

Information Systems

22IS150
Your Digital Life Information Technology (IT) has fundamentally transformed our lives in numerous ways. The way we communicate, shop, access entertainment, and conduct business, have all changed. The pervasive influence of IT places an increasing burden on each of us to be more information literate and make good choices about managing our “digital lives.” That is the focus of this course. Specific topics covered in the course include: (a) How do you select a technology platform? Mac or PC? iPhone, Android, or Windows Phone? iPad or Xoom? Cloud Computing - what is it and why should we care? (b) The Networked Home: How do you design and implement a network at home? What will it mean when you can network not just your laptop but also your washer and refrigerator? (c) Apps, apps, and more apps! Reviewing some of the better apps in various domains such as travel, productivity, entertainment, and shopping; (d) Social Networking or Life Beyond Facebook and (e) Staying Safe - how do you protect yourself from hackers and viruses and spyware? BoK: SE. Credit Level: U. Credit Hrs: 3.00

22IS280
Computer Problem Solving for Business Provides foundational understandings and skills for applying information technology to managerial decision making and problem solving. Topics include information systems such as decision support, enterprise, transaction processing and knowledge management systems. Formerly 22 IS 270. BoK: NA. Credit Level: U. Credit Hrs: 5.00

H=University Honors course.
Information Systems

22IS410 Advanced Application Development
systems development, particularly for Web-based systems. Prereq: 22IS290. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS420 Advanced Systems Design
This course is a follow on to IS 320 (Business Process Modeling). The specific objectives of this course are to teach students more advanced techniques in information systems design, including to analyze and document the requirements for an information system using an object-oriented approach and UML (Unified Modeling Language); to construct and document sequence and class diagrams; the basic principles of Service-Oriented Architecture (SOA); the technological underpinnings of Web services; and to use Business Process Execution Language to model applications using the SOA paradigm. Prereq: 22IS290, 22IS320. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS450 Information Systems Security
This course provides a technical overview of information systems security. The objective is to expose students to the technologies used to implement secure information systems at the network, data, and application levels. Topics covered include: cryptography, authentication, authorization, database security, software security, security protocols, and operating systems security. Students will also be exposed to the principles of planning and performing security assessments, risk analysis and penetration testing. Coreq: 22IS340. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS460 Business Intelligence
Data is a critical resource - the ability to extract meaningful business intelligence from vast amounts of transactional data that most corporations routinely collect is an important key to success in today's competitive landscape. This course will introduce students to two business intelligence technologies: data warehousing and data mining. Specifically, students will learn (a) the differences between data warehouses and OLTP databases; (b) Dimensional Modeling using Star schema; (c) the architecture and infrastructure of data warehousing; and (d) information delivery techniques, including Online Analytic Processing (OLAP) and data mining. Prereq: 22IS330. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS550 Database Design and Integration
Covers the systems design and implementation of a software system using a programming language and the management of these activities. Topics include: project standards, software quality assurance, structured design; program specifications; selection of a programming language environment; coding; testing; configuration management; user tracking; systems delivery; maintenance; post-implementation review; reverse engineering; and re-engineering. Group project. Prereq: 22IS330, 22IS340, 22IS430. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22IS590 IS Project Management
The goal of this course is to enable students to learn and apply the processes, tools, techniques, and problem-solving approaches needed to successfully manage information system (IS) projects. Working in teams, students will evaluate a real-life business problem and offer an end-to-end IS solution. Students will manage IS projects through the application of theoretical frameworks, appropriate tools and techniques, and business process and change management concepts as they are presented and discussed in the reading materials and the classroom. They include but are not limited to, project management strategies, life cycle, methodology (e.g. RAD), tools (e.g. MS Project), techniques (e.g. GANT, WBS) and performance metrics. Students will analyze real-life mini-business cases throughout the course which will be used to develop and refine their problem-solving approaches. The course culminates with a presentation of a working prototype for addressing a real-life business problem. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS593 Special Topics in Information Systems
Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. BoK: NA. Credit Level: U. Credit Hrs: 1.00-4.00

22IS596 Guided Study in Information Systems
Individual study under the direction of a faculty member. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22IS711 Information and Technology Management
This course, taught primarily by the case method, examines the environment, objectives, and issues relating to the management of the information systems function in current business entities. Its goal is to prepare managers and future managers to deal with information systems related issues. The focus is on the fundamental management issues associated with identifying, designing, implementing, supporting, and effectively using information systems; the tradeoffs associated with dealing with these issues, and approaches for resolving them. Credit Level: G. Credit Hrs: 4.00

22IS715 Java in the Enterprise
This course will serve as an introduction to web application development, using Sun's Java 2 Enterprise Edition development platform. In this regard, we will discuss technologies such as basic HTML, style sheets, Dynamic HTML, JSP, JavaBeans, JDBC, Servlets, and Java 2 programming language. It is the goal of this course to provide students with the necessary skills in designing and developing applications with a focus on Web based application systems. Credit Level: G. Credit Hrs: 4.00

22IS721 Systems Analysis and Modeling
There is no activity more fundamental to the field of information systems than the analysis, design, and development of systems. This course teaches students how to analyze and document the requirements for a system. It is based primarily on the object oriented approach - students learn how to construct use case diagrams, sequence diagrams, and class diagrams, and document them using UML (Unified Modeling Language). Students prepare a requirements analysis document for a hypothetical case study, using a CASE tool (Rational Rose). The course also covers one prominent structural modeling technique - data flow diagramming. Prereq: 22IS732. Credit Level: G. Credit Hrs: 4.00

22IS722 Introduction to .Net
This course is an introduction to the development of the web-based applications, using Microsoft's Visual Studio and covering ASP.Net (C#.Net). Students will be expected to develop a simple web application that incorporates these technologies. Credit Level: G. Credit Hrs: 4.00

22IS723 Advanced Web Development with .Net
This course covers advanced development techniques for web-based applications, using C# and the .Net framework. Topics covered in the course include: MVC, Dynamic Data, User Controls, Creation of New Classes, AJAX, and others. Prereq: 22IS722. Credit Level: G. Credit Hrs: 2.00

22IS724 IS/IT Architecture
This course introduces students to the basic building blocks of an information system - hardware, software, data and communication channels - and the role each of these plays in an information system. This course is designed as a technical introduction to information systems. The major topics covered include 1) the role and
Information Systems

22IS724
IS/IT Architecture
representation of data, 2) hardware architecture, 3) software architecture and 4) data communications. Credit Level: G. Credit Hrs: 4.00

22IS725
Service-Oriented Architecture
This course covers the main conceptual and practical issues related to Service Oriented Architecture. Starting with the basic building block of XML and associated search (XPATH) and transformation tools (XSLT), the course demonstrates the implementation of the web services in .Net, discusses and exemplifies the use of SOAP-based and RESTful services, and concludes by introducing Windows Communication Foundation. Hands-on exercises and projects are used throughout the course. Prereq: 22IS722. Credit Level: G. Credit Hrs: 4.00

22IS728
PROCESS INTEGRATION WITH ERP
This course is designed to teach students about business process integration and to configure a company from the group up using SAP R/3. Students will learn about many of the configuration options when implementing SAP. They will use SAP to create the organizational structure, master data and business rules to support the hypothetical company's operations. They will then use test transactions to assure that the processes function as anticipated. Credit Level: G. Credit Hrs: 4.00

22IS730
Introduction to SAP Solution Manager
This course introduces students to Solution Manager, SAP's service and support platform designed to assist in efficient and effective implementation of SAP-based IT solutions. Students will be expected to complete a simple project in Solution Manager, spanning the life cycle from definition and documentation of customer requirements to final testing and implementation. Prereq: 22IS728. Credit Level: G. Credit Hrs: 2.00

22IS732
Data Modeling and Database Design
The focus of this course is on data modeling and design of database systems. Entity-relationship modeling is used as the vehicle to learn conceptual modeling. Students learn techniques and procedures to map the conceptual model to its logical counterpart. The concept of normalization is stressed in the logical data model. Some exposure to relational algebra is also included. The course includes a mandatory lab component where students implement these concepts using software engineering tools (e.g., ORACLE Designer) and database management software (e.g., ACCESS, ORACLE). Credit Level: G. Credit Hrs: 4.00

22IS736
Network Design
This course will introduce students to the design, implementation, and management of networks and inter-networks. Credit Level: G. Credit Hrs: 2.00

22IS740
Business Intelligence
The course introduces an emerging data management technology: data warehousing. Data warehouses have been created to integrate data from online production systems so that it can be easily accessed. The specific objectives of this class include: Understand how data warehouses differ from OLTP databases; and from client/server and distributed databases; learn dimensioning modeling using Star schema to build data warehouses; introduce the architecture and infrastructure of data warehousing; learn current applications and trends in data warehousing; and common information delivery techniques for data warehouses. - Prereq: 22IS732. Credit Level: G. Credit Hrs: 4.00

22IS750
Advanced Data Management
The focus of this course is on database implementation and administration. The topics covered include physical database design, transaction and concurrency control, security, integrity, backup and

Information Systems

22IS750
Advanced Data Management
recovery, database tuning, migration and reengineering, client/server and distributed databases and web/database connectivity. Prereq: 22IS732. Credit Level: G. Credit Hrs: 2.00

22IS751
IT Auditing
IT Auditing is an examination of the controls within an entity's information technology infrastructure. Its goal is to ensure that the organization's information systems are adequately protected and monitored, meet legal standards, safeguard assets, maintain data integrity, and are operating effectively and efficiently to achieve the organization's goals or objectives. This course will acquaint students with the frameworks, tools and techniques that can be used for such an assessment. Credit Level: G. Credit Hrs: 4.00

22IS755
Information Systems Project Management
The goal of this course is to enable people to use the processes, tools, techniques, and areas of knowledge needed to successfully manage information system projects. Examples of both successful and failed IS projects will be used to gain a better understanding of the management of IS projects. We will also explore the use of automated tools including various project estimating models, life cycle methodologies (pre-defined tasks and work-breakdown structures), and MS Project. How to manage outsourced IS projects and vendor relationships will also be addressed. Prereq: 22IS721. Credit Level: G. Credit Hrs: 4.00

22IS758
IT Service Management
This course is an introduction to ITIL - a widely adopted framework for the management of the IT function. Credit Level: G. Credit Hrs: 2.00

22IS760
CIO Forum
This course is an IT management forum in which Chief Information Officers (CIO's) from industry speak and share their views, perspectives, and thoughts on strategic issues and contemporary topics in enterprise IT management. It is a chance for the students to learn from what is actually happening "in the trenches." Students will perform research on specified topics so as to better inform both the in-class debates and executive's decision making on critical strategic issues. In doing so, students can bridge the gap between theory and practice in enterprise IT management. Credit Level: G. Credit Hrs: 4.00

22IS781
Individual Study
Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22IS782
Special Topics in IS
In-depth study of special topics in Information Systems Credit Level: G. Credit Hrs: 1.00-4.00

22IS790
Industry Practicum I
All MS-IS students must fulfill an experience-based learning component by doing (1) a supervised industry project; or (2) at least two quarters of supervised co-op work. The project will be supervised by an IS faculty member. The student must prepare an industry practicum proposal which includes the problem statement and a definition of the scope of the project. The final deliverable should be a solution to the defined problem in the form of an actual implementation or design, depending on the scope of the problem addressed. At the end of the project, the student must submit and present a project report. Students doing a co-op must similarly prepare and present a written report on the project they worked on during the co-op. Credit Level: G. Credit Hrs: 2.00
Information Systems

22IS792
Industry Practicum II
All MS-IS students must fulfill an experience-based learning component by doing (1) a supervised industry project; or (2) at least two quarters of co-op work. The project will be supervised by an IS faculty member. The student must prepare an industry practicum proposal which includes the problem statement and a definition of the scope of the project. The final deliverable should be a solution to the defined problem in the form of an actual implementation or design, depending on the scope of the problem addressed. At the end of the project, the student must submit and present a project report. Students doing a co-op must similarly prepare and present a written report on the project they worked on during the co-op. Credit Level: G. Credit Hrs: 2.00

22IS794
Industry Practicum III
All MS-IS students must fulfill an experience-based learning component by doing (1) a supervised industry project; or (2) at least two quarters of supervised co-op work. The project will be supervised by an IS faculty member. The student must prepare an industry practicum proposal which includes the problem statement and a definition of the scope of the project. The final deliverable should be a solution to the defined problem in the form of an actual implementation or design, depending on the scope of the problem addressed. At the end of the project, the student must submit and present a project report. Students doing a co-op must similarly prepare and present a written report on the project they worked on during the co-op. Credit Level: G. Credit Hrs: 2.00

22IS795
Seminar in Information Systems
This course will cover a current topic in Information Systems. Credit Level: G. Credit Hrs: 2.00-4.00

22IS971
Research in Information Systems
Var. credit. Credit Level: G. Credit Hrs: 1.00-15.00

22IS991
PhD Dissertation Research
Var. credit. Credit Level: G. Credit Hrs: 1.00-15.00

Management

22MGMT151
Business Fast Track 1
Business Fast Track is designed for new, incoming freshmen to the College of Business. As part of their integral first-year experience, this course seeks to develop foundational business skills and mindset. Students build understandings of business organizations, their environments, and their functional units. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22MGMT152
Business Fast Track 2
Business Fast Track is designed for new, incoming freshmen to the College of Business. As part of their integral first-year experience, this course seeks to develop foundational business skills and mindset. Students build understandings of business organizations, their environments, and their functional units. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22MGMT153
Business Foundations
This course seeks to build foundational understandings of business. It is designed for students transferring/transiting into the College of Business or exploring links between business and non-business specializations. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MGMT171
Managerial Communication
This course will challenge students to develop professional communication skills. More specifically, the course emphasizes
Management

22MGMT712 Corporate Strategy
22FIN714. Credit Level: G. Credit Hrs: 4.00

22MGMT714 Leadership & Organizations
Course introduces central concepts, processes, frameworks and practices to assist the student in understanding what it means to both manage others and 'be managers'. Credit Level: G. Credit Hrs: 4.00

22MGMT715 Corporate Responsibility and Business Ethics
Explores the ethical dimensions and implications of business organizations and practices. Credit Level: G. Credit Hrs: 2.00

22MGMT717 International Business: Managing Across Cultures
This course increases students' ability to recognize cultural and national differences that impact management; deepens appreciation and understanding of these differences and, enhances work effectively with people from different cultures. Credit Level: G. Credit Hrs: 2.00

22MGMT722 Health Care Marketplace 2: Strategic Success
This course follows HC 721 and introduces the principles, methods and concepts of three different aspects of strategic management as it relates to health care organizations: 1) strategic planning and management, 2) competitive positioning and 3) alliances, mergers & acquisitions. The focus is not only on the processes of strategic management and organizational design, but also on strategic learning and development. Methods of evaluating and analyzing the external environment will include discussions of regulatory control, consolidation of industries, disruptive technologies and crisis/prevention management. The interaction of forces inside the organization such as structure, governance, resource management and culture will be analyzed for their impact on the organization's competitive position and strategic direction. Credit Level: G. Credit Hrs: 4.50

22MGMT773 Human Resource Management
Central personnel concepts, functions, processes, and issues in work organizations. Some case analysis. Credit Level: G. Credit Hrs: 4.00

22MGMT781 Individual Study
Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22MGMT782 Special Topics in Management
In-depth study of special topics in management. Prereq: 22MGMT805. Credit Level: G. Credit Hrs: 1.00-4.00

22MGMT784 Management of Organizational Change
This course examines several key challenges associated with organizational change processes, and develops the necessary skills associated with effectively planning and implementing change in organizations. Credit Level: G. Credit Hrs: 4.00

22MGMT785 Leadership
Addresses theories of leadership focusing on acquiring the ability to lead, power, and the effective exercise of leadership in a managerial position. Credit Level: G. Credit Hrs: 4.00

22MGMT789 International Competitiveness
This course builds upon the analytical foundations developed in the MBA course, Competitive Analysis (22BA870). It draws upon the academic disciplines of organizational theory, international business and strategic management. Credit Level: G. Credit Hrs: 4.00

Management

22MGMT826 Organizational Research Design and Methodology
Focuses on the process of empirical research in organizations: strategies, processes, designs and techniques for conducting research. Open to PhD students only. Credit Level: G. Credit Hrs: 3.00

22MGMT895 Special Topics in Management
This course engages students with in-depth study of specific contemporary topics in the field of management. Different topic offered each time. Credit Level: G. Credit Hrs: 3.00

22MGMT899 Research in Management
Development of independent research topic with individual faculty. Credit Level: G. Credit Hrs: 1.00-15.00

22MGMT911 PhD Seminar in Organizational Behavior
Advanced topics course in organizational behavior, focusing on the individual and small-group perspectives. Addresses factors influencing functional and dysfunctional behavior in organizations. Grounding in the basics is assumed. Recent research contributions are emphasized. Credit Level: G. Credit Hrs: 4.00

22MGMT922 PhD Seminar in Organization Theory
Survey of the major theoretical topics and perspectives in Organization Theory, including issues of organizational effectiveness and organizational life cycles. Evaluates the contributions to organization theory of such perspectives as structural contingency theory, resource dependence, and population ecology. Credit Level: G. Credit Hrs: 4.00

22MGMT933 PhD Seminar in Strategic Management
Basic grounding in the field of strategic management, from the academic perspective. Covers history and paradigmatic development. Highlights contributions to strategic management of such related perspectives as industrial organization economics and administrative behavior. Credit Level: G. Credit Hrs: 4.00

22MGMT971 Research in Management, PhD
Research credits for pre-candidacy doctoral students. Credit Level: G. Credit Hrs: 1.00-15.00

22MGMT991 PhD Dissertation Research
Variable cr. Credit Level: G. Credit Hrs: 1.00-15.00

Marketing

22MKTG101 Selling and Society: Relationships Beyond Social Networks
Everybody sells something. This course introduces the field of personal selling w/in a non-business context. Included is an examination of current marketing research & theory as it relates to personal selling & social behavior. The process of selling will be examined from an individual, group and societal levels. Students are introduced to research methods, organizational structure, sub-culture, and social responsibility. BoK: SS. Credit Level: U. Credit Hrs: 3.00

22MKTG201 Advertising and Society: From Ancient Greece to the Super Bowl
An exploration of Advertising throughout history; the ways that the diverse personal, interpersonal, and societal forces that shape people's lives also reflect and shape the world of advertising. Give students a perspective of the role that advertising plays in our society, with emphasis on the ethical norms and values that shape our perceptions and attitudes towards the world of advertising. BoK: SS., SE. Credit Level: U. Credit Hrs: 3.00

H=University Honors course.
Marketing

22MKTG280
Principles of Marketing Management
Provides an overview of the managerial areas within the marketing function. Topics include pricing, distribution, promotion and product planning. Formerly 22 MKTG 377. Prereq: 15ECON101. BoK: NA. Credit Level: U. Credit Hrs: 5.00

22MKTG280H
Principles of Marketing Management
Provides an overview of the managerial areas within the marketing function. Topics include pricing, distribution, promotion and product planning. Formerly 22 MKTG 377H. Prereq: 15ECON101. BoK: NA. Credit Level: U. Credit Hrs: 5.00

22MKTG480
Marketing Research
Methods of gathering, analyzing and reporting of information used to solve marketing management problems. Prereq: 22MKTG280, 22QA282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG485
Buyer Behavior
Provides a basic understanding of the psychological, sociological, anthropological and economic processes affecting consumer choices and examines the implications of these factors for marketing. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG490
Decision Making in Marketing
Topics include consumer and managerial decision making processes, individual and group decision making, techniques marketers use to shape decisions, and the ethical content in many marketing decisions. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG500
Direct Marketing
Direct Marketing is a form of marketing that seeks a measurable customer response (purchase, inquiry, donation) from any location. Pivoting on precise targeting and database segmentation, this most highly accountable form of marketing includes telemarketing, catalog merchandising, and direct response advertising. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG510
Services Marketing
Understanding the distinctive characteristics of services, the implication of these distinctions for marketing, the role of service quality as a determinant of customer satisfaction, and the measurement of these phenomena. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG514
Marketing Innovation Tools
This course focuses on how to create value and growth through innovation in new and existing markets. Students will learn the skills of innovation and how to apply those skills within the context of a marketing strategy framework. Students will apply innovation methods across the entire marketing management continuum including strategy, segmentation, targeting, positioning, and the 4Ps. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG520
Sports Marketing
Understand the sports consumer and marketing mix decisions as they relate to sports and sports properties. Develop evaluation and control measures to determine the effectiveness of the strategic plan. Examine additional areas of interest in sports marketing including sponsorship, the role of technology and fan development. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG528
Marketing Ethics
This course is designed to provide students with a broad, practical overview of ethical issues in marketing. Drawing from moral philosophy and cognitive-psychology, students will acquire and refine analytical and managerial decision-making skills through the application of ethical principles to moral dilemmas represented in case examples. The primary emphasis of this course is on ethical decision-making. A central theme of this course is that good decisions are informed by a thorough understanding of the subjective biases to which individual human judgments and group decisions are prone. Upon successful completion of this course, students should be able to recognize potential sources of individual and group decision biases, and avoid judgemental pitfalls such as unintentional moral relativism. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG530
Branding
This course will explore a range of issues related to the strategic management of Brands including an overview of Brands & Brands Management, brand equity/brand positioning, designing and implementing Brand strategies, and managing Brand Equities across geographic boundaries. Emphasis will be on applying the Strategic Brand Management theory to practical application/case studies. The class will focus on Strategic Brand Management principles which are relevant across a wide range of Branding situations (consumable and non-consumable products, services, retail outlets, people, organizations, places, and even ideas like a political or social cause). Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG572
Business-to-Business Marketing
Discusses the marketing of goods and services to businesses, governments, institutions and nonprofit organizations for use in producing consumer goods and services. Focus is given to the special character of the business market and the interacting between the buyer’s and the seller’s organization. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG573
E-Marketing
Examines the Internet and related technologies as they are used for the marketing, selling and the distribution of goods and services. Develop an understanding of the opportunities and limitations of the Internet (and other information technologies) for marketing and how these technologies influence marketing strategy. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG574
Product Management
The product and brand management decisions that must be made to build and manage brand equity. The tactical elements involved in managing and developing a brand. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG575
Retailing
This course introduces students to retailing from a theoretical and managerial perspective. Major topics covered include consumer behavior, research, store location, service retailing, retail institutions, franchising, operations management, human resources management, merchandising management and retailing in a dynamic environment. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG576
Sales Management
Covers the administration and analysis of policies, personnel, territories and costs. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG577
Advertising
Essentials of advertising and advertising strategy. Trains students to think about advertising problems from the perspective of the managers responsible for solving the problems. Topics include setting objectives,
Marketing
22MKTG577 Advertising
copy and message strategy, media selection, budget decision and audience targeting. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00
22MKTG580 Professional Selling
Presents the role of professional selling within the context of the marketing and promotional mix of the firm. Guides students in their understanding of the principles of professional selling. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00
22MKTG581 Advanced Selling Techniques
The purpose of this course is to examine current sales techniques within the context of the marketing discipline. Students will evaluate the effectiveness of different sales strategies in relation to the target market, customer decision process, type of product sold, and other variables affecting the buying/selling process. Each of these practitioners -based sales techniques has strengths and weaknesses. The goal of this class is to help students identify the value of each sales technique and then determine appropriate use so as to maximize sales effectiveness. Prereq: 22MKTG580. BoK: NA. Credit Level: U. Credit Hrs: 4.00
22MKTG585 Marketing Strategy
Frameworks and tools to solve strategic-level marketing problems. Emphasis on qualitative and quantitative analysis, integrative marketing, decision-making, and strategy formulation. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00
22MKTG593 Special Topics in Marketing
Provides in-depth study of selected topics in marketing. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. Topics could include Marketing Ethics, Pricing, Social Influence Strategies, and Services Marketing. Prereq: 22MKTG410. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00
22MKTG594 Current Topics in Marketing
Provides in-depth study of current topics in Marketing. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. Topics could include marketing regulation, new media or other issues of current relevance. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00
22MKTG595 Product Design Studio
Students work in multi-disciplinary teams to complete new product design field projects. Represented disciplines may include Design, Business, Engineering and others. Assignments vary depending on the client needs. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00
22MKTG597 Field Project in Marketing
Student teams working on real marketing problems supplied by various client organizations. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00
22MKTG599 Independent Study
Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00
22MKTG710 Marketing Planning
Students will examine the marketing planning process, develop an awareness of major marketing problems that organization face, and cultivate proficiency through development of a marketing plan. Credit Level: G. Credit Hrs: 4.00
Marketing

22MKTG725 Advertising
strategy, media strategy, and measuring effectiveness. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 2.00-4.00

22MKTG726 Applied Social Influence Strategies
Principles of social influence and their applications in marketing. Prereq: 22MKTG711, 22MKTG710. Credit Level: G. Credit Hrs: 2.00

22MKTG727 E-Marketing Strategy
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: 22MKTG711. Credit Level: G. Credit Hrs: 2.00-4.00

22MKTG728 Marketing Ethics
Acquire and refine analytical and managerial decision-making skills through the application of ethical principles. Develop an understanding of the subjective biases to which individual human judgments and group decisions are prone. Prereq: 22MKTG711, 22MKTG710. Credit Level: G. Credit Hrs: 2.00

22MKTG729 Direct Marketing
Principles of direct marketing (precise targeting, segmentation and promotion) and their application. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG730 Branding Strategy
This course will explore a range of issues related to the strategic management of Brands including an overview of Brands and Brand Management, brand equity/brand positioning, designing and implementing Brand strategies, and managing Brand equities across geographic boundaries. Emphasis will be on applying the Strategic Brand Management theory to practical application/case studies. The class will focus on Strategic Brand Management principles which are relevant across a wide range of Branding situations (consumable and non-consumable products, services, retail outlets, people, organizations, places, and even ideas like a political or social cause). Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 2.00

22MKTG731 International Marketing for Managers
Provides the fundamentals of sales management and integrates related topics such as database marketing, customer retention, relationship marketing and the impact of the Internet. Prereq: 22MKTG711, 22MKTG710. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG732 Management of the Sales Function
Covers concepts of professional selling and sales management. Prereq: 22MKTG711, 22MKTG710. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG733 Retailing
Analyzes the retailing process, the environment in which it operates and the functions that are performed. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG735 Marketing Strategy for Managers
Familiarizes student with concepts of market analysis and planning of direct practical relevance to the decision-making process. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

Marketing

22MKTG740 Contemporary Issues in Marketing
Deals with different topics each quarter. May be taken more than once; see department for current topics. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG781 Individual Study
Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG782 Special Topics in Marketing
Provides in-depth study of selected topics in marketing. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. Topics could include Marketing Ethics, Pricing, Social Influence Strategies, Direct Marketing and Services Marketing. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

22MKTG791 Master of Science In Marketing Capstone I
Capstone Field Project for MS Marketing degree. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

22MKTG792 Master of Science in Marketing Capstone II
Capstone Field Project for MS Marketing degree. Prereq: 22MKTG791. Credit Level: G. Credit Hrs: 4.00

22MKTG795 Product Design Studio
Students work in multi-disciplinary teams to complete new product design field projects. Represented disciplines may include Business, Design, Engineering and others. Assignments vary depending on client needs. Credit Level: G. Credit Hrs: 1.00-8.00

22MKTG797 Field Project in Marketing
Student teams working on real marketing problems supplied by various client organizations. Credit Level: G. Credit Hrs: 1.00-8.00

22MKTG841 Contemporary Issues & Tools Session I
Provides advanced coverage of current issues, developing fields of marketing practice, and special tools in marketing. Topics vary. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG842 Contemporary Issues & Tools Session II
Provides advanced coverage of current issues, developing fields of marketing practice, and special decision tools in marketing. Topics vary. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG843 Contemporary Issues & Tools Session III
Provides advanced coverage of current issues, developing fields of marketing practice, and special decision tools in marketing. Topics vary. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG844 Contemporary Issues & Tools Session IV
Provides advanced coverage of current issues, developing fields of marketing practice, and special decision tools in marketing. Topics vary. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG879 Marketing Models
Provides advanced coverage of current issues, developing fields of marketing practice, and special decision tools in marketing. Topics vary. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 1.00-6.00

H=University Honors course.
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</thead>
<tbody>
<tr>
<td>22MKTG879</td>
<td>Marketing Models</td>
<td>Offers a treatment of marketing problems emphasizing a quantitative approach.</td>
<td>G</td>
<td>3.00</td>
</tr>
<tr>
<td>22MKTG887</td>
<td>Advanced Measurement and Analysis Methods</td>
<td>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.</td>
<td>U</td>
<td>4.00</td>
</tr>
<tr>
<td>22MKTG889</td>
<td>Pro Seminar in Marketing</td>
<td>Presentations of individual faculty research at the PhD level.</td>
<td>G</td>
<td>3.00</td>
</tr>
<tr>
<td>22MKTG891</td>
<td>Independent Study in Marketing</td>
<td>Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration.</td>
<td>U</td>
<td>1.00-6.00</td>
</tr>
<tr>
<td>22MKTG892</td>
<td>Linear Models</td>
<td>Provides an overview of linear models, regression and correlation, and ANOVA as applied to marketing.</td>
<td>G</td>
<td>3.00</td>
</tr>
<tr>
<td>22MKTG895</td>
<td>Special Topics in Marketing</td>
<td>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.</td>
<td>U</td>
<td>3.00</td>
</tr>
<tr>
<td>22MKTG896</td>
<td>Behavioral Seminar in Marketing</td>
<td>Offers an analysis of theories and current research in the field.</td>
<td>G</td>
<td>3.00</td>
</tr>
<tr>
<td>22MKTG971</td>
<td>Research in Marketing</td>
<td>Development of independent research topic with individual faculty.</td>
<td>G</td>
<td>1.00-15.00</td>
</tr>
<tr>
<td>22MKTG981</td>
<td>MS/MBA Thesis Research</td>
<td>Variable cr.</td>
<td>G</td>
<td>1.00-6.00</td>
</tr>
<tr>
<td>22MKTG991</td>
<td>PhD Dissertation Research</td>
<td>Variable cr.</td>
<td>G</td>
<td>1.00-15.00</td>
</tr>
</tbody>
</table>

**Operations Management**

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<thead>
<tr>
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<tbody>
<tr>
<td>22OM380</td>
<td>Operations Management</td>
<td>Survey of the operations function in industrial, service and public organizations. Includes forecasting, line balancing, aggregate scheduling, layout, inventory planning, work measurement, quality control, quality improvement, MRP.</td>
<td>U</td>
<td>4.00</td>
</tr>
<tr>
<td>22OM380</td>
<td>Quality Management</td>
<td>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.</td>
<td>NA</td>
<td>4.00</td>
</tr>
<tr>
<td>22OM475</td>
<td>Operations Planning and Scheduling</td>
<td>Introduces the student to planning and control as practiced in state-of-the-arts firms. The principles of inventory and capacity are covered.</td>
<td>U</td>
<td>4.00</td>
</tr>
<tr>
<td>22OM476</td>
<td>Operations Planning and Scheduling</td>
<td></td>
<td>U</td>
<td>4.00</td>
</tr>
<tr>
<td>22OM480</td>
<td>Project Management and New Product Development</td>
<td>Explores the issues of Project organization, budgeting, control, leadership, risk management, new product development and conflict resolution throughout the life cycles of a project.</td>
<td>NA</td>
<td>4.00</td>
</tr>
<tr>
<td>22OM481</td>
<td>Supply Chain Management</td>
<td>Supply chain management deals with the flow of goods and information through a production or distribution network to ensure that the right products are delivered to the right place in the right quantity at the right time to meet customer expectations.</td>
<td>NA</td>
<td>4.00</td>
</tr>
<tr>
<td>22OM488</td>
<td>Service Sector Operations</td>
<td>An introduction to managing service businesses, primarily from an operational perspective. Topics include capacity and demand management, the use of queuing concepts, facility location and layout, designing processes and systems for good customer experience, aligning the front and back office, managing customer service operations, and methods for designing innovative new services.</td>
<td>NA</td>
<td>4.00</td>
</tr>
<tr>
<td>22OM490</td>
<td>Forecasting and Risk Management</td>
<td>A survey of analytical techniques used to assist in managing under uncertainty. Topics include time series and other forecasting techniques, as well as Monte Carlo simulation to assess the risk associated with managerial decisions.</td>
<td>NA</td>
<td>4.00</td>
</tr>
<tr>
<td>22OM585</td>
<td>Operations Policy and Strategy</td>
<td>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.</td>
<td>NA</td>
<td>4.00</td>
</tr>
<tr>
<td>22OM593</td>
<td>Hot Topics in Operations Management</td>
<td>Contemporary OM topics will be discussed in this irregularly scheduled seminar-style course.</td>
<td>NA</td>
<td>4.00</td>
</tr>
<tr>
<td>22OM594</td>
<td>Readings In Operations Management</td>
<td>Advanced studies in selected issues.</td>
<td>NA</td>
<td>3.00</td>
</tr>
<tr>
<td>22OM596</td>
<td>Guided Study in Operations Management</td>
<td>Individual study under the direction of a faculty member.</td>
<td>NA</td>
<td>1.00-6.00</td>
</tr>
<tr>
<td>22OM711</td>
<td>Management of Operations</td>
<td>Introduces basic operations principles through case studies and explores major operations problems. Areas of concentration are decision and activities involving process design, the use and control of resources, scheduling and quality management.</td>
<td>NA</td>
<td>4.00</td>
</tr>
</tbody>
</table>

H=University Honors course.  
Operations Management

22OM744
International Operations Strategy
This integrative course emphasizes case analysis and state of the art discussion of operations management challenges. The course particularly focuses on new methods, principles, techniques and technologies that leverage the operations function for competitive advantage. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM761
Project Management
Explores the fundamental and advanced concepts in project management including project initiation, justification, design, planning, budgeting and control. It pays detailed attention to conflicts and conflict resolution, and scheduling and control using PERT/CPM and project management software. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM762
Managing Service Operations
Examines the problems facing managers in various service industries and provides strategic, managerial, and operational tools and techniques for improving how service firms operate. The course employs a combination of conceptual, analytical, case study, and field study approaches to investigate contemporary service operations issues. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM771
Managing for Quality and High Performance
Provides students with knowledge of quality management and performance excellence approaches using the Baldridge criteria, as well as experience in evaluating high-performance management practices in organizations. Can be used as an MBA capstone requirement. Prereq: 22OM711. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM772
Six Sigma & Process Improvement
This course focuses on fundamental concepts and methods of statistical thinking and process improvement in manufacturing and service organizations. Prereq: 22OM711, 22QA712. Credit Level: G. Credit Hrs: 2.00

22OM781
Individual Study
Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22OM783
Supply Chain Strategy and Analysis
Presents an overview of issues relating to the design and operation of supply chains. Information is presented as a mix of technical models and applied case studies. Topics in inventory, transportation, and supply chain collaboration are covered. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM785
Enterprise Resource Planning
This course focuses on the methodologies and practices of ERP as a complete enterprise wide business solution. An ERP system consists of software support modules such as: marketing and sales; field service; product design and development; production and inventory control; procurement; distribution; industrial facilities management; process design and development; manufacturing; quality; human resources; finance and accounting; and information services. In this course we will focus on the Production Planning (PP) and Materials Management (MM) modules of an ERP system, with peripheral attention to other business functions. Prereq: 22OM711. Credit Level: G. Credit Hrs: 4.00

22OM786
Forecasting and Time Series Analysis
Univariate Box-Jenkins time series modeling for stationary and nonstationary processes. Forecasting seasonal and nonseasonal time series. Special forecasting techniques such as transfer function modeling, and intervention analysis. Prereq: 22QA721. Credit Level: G. Credit Hrs: 4.00

Operations Management

22OM786
Forecasting and Time Series Analysis
Credit Hrs: 4.00

22OM895
Special Topics in Operations Management
Varying subjects of topical interest in operations. Credit Level: G. Credit Hrs: 1.00-4.00

22OM899
Research in Operations Management
Perm. of instr. Credit Level: G. Credit Hrs: 1.00-15.00

22OM971
Research in Operations Management
For PhD students only. Credit Level: G. Credit Hrs: 1.00-15.00

22OM981
MBA Thesis Research
Var. credit. Credit Level: G. Credit Hrs: 1.00-15.00

22OM991
PhD Dissertation Research
Var. cr. Credit Level: G. Credit Hrs: 1.00-15.00

Professional Development

22PD502
Professional Development II: Business Career Planning and Placement
Self-assessment, resume writing, career exploration, and interviewing. BoK: NA. Credit Level: U. Credit Hrs: 1.00

Quantitative Analysis

22QA150
Sports by the Numbers
This course will serve as an introduction to sports analytics for students of all backgrounds. We will use ideas popularized from such readings as Moneyball and similar references on sports analytics to examine questions such as: Who is the best QB in the NFL? Is there such a thing as home field advantage? And if so, why? Should football coaches go for it more on the 4th down?" This course will use very simple math and an assortment of popular readings to demonstrate the power of analytics to analyze sports. Students will not need any advanced skills above basic algebra to understand the concepts in this course. BoK: QR. Credit Level: U. Credit Hrs: 3.00

22QA251
Mathematical Statistics I
Foundations of probability, discrete and continuous random variables, special probability distributions. Prereq: 15MATH253, 32IT141. BoK: QR. Credit Level: U. Credit Hrs: 3.00

22QA252
Mathematical Statistics II
Second course in sequence with Mathematical Stat I. Prereq: 22QA251. BoK: QR. Credit Level: U. Credit Hrs: 3.00

22QA281
Business Statistics I
Develops fundamental knowledge and skills for applying statistics in business decision making. Part I topics include descriptive statistics, probability and sampling distribution. Formerly 22 QA 241. Prereq: 15MATH226, 15MATH227. BoK: QR. Credit Level: U. Credit Hrs: 4.00

22QA281H
Business Statistics I
Develops fundamental knowledge and skills for applying statistics to business decision making. Part I topics include descriptive statistics, probability and sampling distribution. Formerly 22 QA 241H BoK: QR. Credit Level: U. Credit Hrs: 4.00

H=University Honors course.
Quantitative Analysis

22QA282
Business Statistics II
Develops fundamental knowledge and skills for applying statistics in business decision making. Part II topics include hypothesis testing, simple and multiple regression and experimental design. Formerly 22 QA 242. Prereq: 22QA281. BoK: QR. Credit Level: U. Credit Hrs: 4.00

22QA282H
Business Statistics II
Develops fundamental knowledge and skills for applying statistics in business decision making. Part II topics include hypothesis testing, simple and multiple regression and experimental design. Formerly 22 QA 242H. Prereq: 22QA281H. BoK: QR. Credit Level: U. Credit Hrs: 4.00

22QA345
Mathematical Statistics III
Third course in sequence with Mathematical Stat I, II. Prereq: 22QA252. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22QA360H
Quantitative Analysis in Sports
This course examines the use of quantitative methods in sports. The course will introduce a variety of quantitative methods and problem solving methodologies using sports applications as motivating examples. The goal is to help students become more familiar and more interested in problem solving and quantitative methods. Many students already spend much of their time following and participating in sports. We will use sports examples to introduce the power and relevance of formal problem solving and quantitative methods. We will use mathematical techniques from statistics, economics, and operations research in our analysis. Previous background in statistics will be helpful. BoK: QR., SS. Credit Level: U. Credit Hrs: 3.00

22QA380
Business Analytics
Analytical approaches to decision making. Topics include optimization, simulation models and other analytical techniques, such as PERT/CPM, decision analysis and waiting line models. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA380H
Business Analytics - Honors
Analytical approach to decision making. Topics include optimization, simulation models and other analytical techniques, such as PERT/CPM, decision analysis and waiting line models. Prereq: 22QA282H, 22QA281H. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA490
Forecasting and Risk Analysis
This course covers the basic concepts and approaches to forecasting and risk analysis in business, including regression, exponential smoothing, ARIMA models and Monte Carlo simulation. Prereq: 22QA380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA550
Optimization Modeling
Model formulation, graphical analysis, computer solution and application for linear, nonlinear, continuous, integer, deterministic, and probabilistic mathematical optimization models. Required projects in modeling and solving applications. Prereq: 22QA380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA571
Simulation Modeling
Building simulation models of complex dynamic, stochastic, discrete-event systems using high level simulation software. Topics include modeling, input, and output analysis and managing simulation projects. Prereq: 22QA242. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA585
Applications Development Using VBA
This course covers the use of basic visual for application for the development of applications of management science models for

H=University Honors course.
Quantitative Analysis

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<tr>
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<th>Credit Hrs</th>
</tr>
</thead>
<tbody>
<tr>
<td>22QA722</td>
<td>Regression Analysis</td>
<td>Prereq: 22QA721</td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA723</td>
<td>Sample Survey</td>
<td></td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA724</td>
<td>Multivariate Methods</td>
<td></td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA725</td>
<td>Forecasting and Time Series Analysis</td>
<td>Prereq: 22QA721</td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA726</td>
<td>Design of Experiments</td>
<td>Prereq: 22QA722</td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA727</td>
<td>Data Mining</td>
<td></td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA731</td>
<td>Probability</td>
<td></td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA732</td>
<td>Fundamentals of Statistical Inference</td>
<td>Prereq: 22QA731</td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA733</td>
<td>Statistical Decision Theory and Bayesian Analysis</td>
<td>Prereq: 22QA731, 22QA732</td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA750</td>
<td>Optimization Modeling</td>
<td>Prereq: 22QA712</td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA751</td>
<td>Optimization Analysis</td>
<td></td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA752</td>
<td>Advanced Topics in Optimization</td>
<td></td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA760</td>
<td>Stochastic Modeling</td>
<td></td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA770</td>
<td>Risk Modeling</td>
<td></td>
<td>G</td>
<td>2.00</td>
</tr>
<tr>
<td>22QA771</td>
<td>Simulation Modeling</td>
<td></td>
<td>G</td>
<td>4.00</td>
</tr>
<tr>
<td>22QA772</td>
<td>Simulation Analysis</td>
<td></td>
<td>G</td>
<td>4.00</td>
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<td>22QA781</td>
<td>Individual Study</td>
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<td>1.00-4.00</td>
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<td>22QA785</td>
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<td></td>
<td>G</td>
<td>4.00</td>
</tr>
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</table>


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Real Estate

22RE593
Special Topics in Real Estate
Usually offered as a research and writing class with each student selecting their own topics to research. Emphasis on research and writing skills. BoK: NA. Credit Level: U. Credit Hrs: 1.00-4.00

22RE596
Guided Study in Real Estate
Offered ea. qtr. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22RE598
Real Estate Development
The purpose of this course is to review property trends and market analysis techniques, as well as the general process of development from a business perspective. The emphasis is upon market and feasibility analysis methods as applied to real estate. In addition, the purpose of this course is to explore different negotiation strategies and models within the context of well prepared real estate and development projects, and use whatever methodologies are appropriate in preparation for the negotiation cases. Prereq: 22RE395, 22RE391. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22RE731
Real Estate Analysis
This is the introductory real estate course. It focuses on urban economics and real estate market analysis. Topics include the determination of land use, rents, and values and the impact of transportation costs on these. An introduction to valuation, financing and investment methods is also provided. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22RE742
Real Estate Finance and Investment
This course combines two courses in five-week modules, real estate finance and real estate investment. It focuses upon technical skills required to analyze and finance income producing property. Proforma cash flow projections, financial ratios, debt financing sources and structures are covered including the CMBS market. Real estate investment risk analysis portfolio theory, as well as REITs and current real estate capital market trends are also examined. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22RE750
Real Estate Cases, Development and Negotiation
This course covers real estate feasibility analysis, development, leasing, and negotiation within a case study framework. Teams may engage in negotiation exercises using real life cases. Special projects and speakers are also brought into this course. Credit Level: G. Credit Hrs: 4.00

22RE781
Individual Study
Individual study under the direction of a faculty member Credit Level: G. Credit Hrs: 1.00-4.00

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