Accounting

22ACCT092
Fundamentals of Bookkeeping-Accountancy II
An examination of advanced transactions in bookkeeping accountancy. Students will explore bookkeeping-accountancy standards for assets, liabilities and equities. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22ACCT093
Fundamentals of Bookkeeping-Accountancy III
An examination of specialized transactions in bookkeeping-accountancy. Students will explore the corporate accounts and fundamentals of statement preparation. Prereq.: Fund of Bkpg Acct II (22ACCT092). BoK: NA. Credit Level: U. Credit Hrs: 3.00

22ACCT094
Fundamentals of Managerial Accounting
An examination of introductory topics in Managerial Accounting. Coverage will include contemporary issues in the application of bookkeeping-accountancy to the use and interpretation of data for managerial efficiency. Prereq.: Fund of Bkpg-Acct I (22ACCT093). BoK: NA. Credit Level: U. Credit Hrs: 3.00

22ACCT245
Accounting Concepts I
This course will cover the accounting cycle, accounting for merchandising operations, asset and equity measurement, receivables, long term long term assets, payables and inventory. BoK: QR. Credit Level: U. Credit Hrs: 3.00

22ACCT246
Accounting Concepts II
This course will cover long term liabilities, corporate transactions, stock transactions, statement of cash flow and analysis of financial statements using ratios. Prereq: 22ACCT245. BoK: QR. Credit Level: U. Credit Hrs: 3.00

22ACCT271
Accounting for Decision Making
This course will cover cost-volume-profit analysis, budgeting, variable costing, just in time inventory methods, present value, capital budgeting, net present value, payback, and rate of return. Prereq: 22ACCT246. BoK: QR. Credit Level: U. Credit Hrs: 3.00

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

Accounting

22ACCT282H
Introduction to Managerial Accounting
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

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. G. Credit Hrs: 4.00

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

H=University Honors course.
Accounting

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

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

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

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

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

22ACCT821 Managerial Accounting
Dedicated to an exploration of the discipline of managerial accounting, specifically planning and controlling, non-business decision making, and inventory valuation and income determination. Computer spreadsheets will be used extensively. Prereq: 22ACCT713. Credit Level: G. Credit Hrs: 4.00

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

H=University Honors course.
Accounting

22ACCT845
Tax Accounting Methods and Procedures
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
Examinations 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

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

22ACCT879
Accounting Information Systems
Analysis of accounting information needs of organizations, alternatives for satisfying these needs, and problems in implementation. Prereq: 22ACCT321. Credit Level: G. Credit Hrs: 3.00

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

22ACCT887
International Accounting
Theory and practice-analysis of principles and procedures underlying information systems of international business. Terminology, foreign exchange, government regulations and other problem areas are considered. Prereq: 22ACCT321. Credit Level: G. Credit Hrs: 4.00

22ACCT888
International Accounting
Theory and practice-analysis of principles and procedures underlying information systems of international business. Terminology, foreign exchange, government regulations and other problem areas are considered. Prereq: 22ACCT321. Credit Level: G. Credit Hrs: 4.00

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

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

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

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

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

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

Business Administration

22BA140
Pathways to Business
Provides an extended orientation, exploring and working with university resources. BoK: NA. Credit Level: U. Credit Hrs: 3.00

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

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
Business Administration

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 cr 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.whythemoneymatters.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

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

22BA580
Business Strategy
The capstone course of undergraduate curriculum. Provides a framework for integrating knowledge from all functional areas. Perspective is that of general management of the enterprise. Prereq: 22FIN380, 22INTB380, 22MGMT380, 22GA380, 22OM380. BoK: NA.

Business Administration

22BA580
Business Strategy
Credit Level: U. Credit Hrs: 4.00

22BA595
Research in Business Administration
Research on advanced topic in business administration designed and coordinated by members of the class. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

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

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

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

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

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

H=University Honors course.
Business Law

22BLAW271 Business Law I
A study of the legal environment of business, including the principles of dispute resolution, tort, consumer protection, antitrust and employment law. BoK: SS., SE. Credit Level: U. Credit Hrs: 3.00

22BLAW272 Business Law II
Contract and property law. The law of negotiated obligations, with emphasis on economic and social reasons for contract rules. Introduction to the Uniform Commercial Code. Survey of the law of real and personal property. BoK: SS., SE. Credit Level: U. Credit Hrs: 3.00

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

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

Economic Education

22ECED611 Introduction to Economics Teaching
An introductory course to the basics of teaching economics. This is a 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, 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

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, 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: 1.00-8.00

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

H=University Honors course.
Economics

22ECON101H
Introduction to Economics Honors
3 ug cr. MICROECONOMICS (Honors) Honors students only. Transfer Module. BoK: SS. Credit Level: U. Credit Hrs: 3.00

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. Perm of Instructor. 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.
Economics

22ECON321
Introduction to Applied Econometrics
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

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 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

22ECON484
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. Perm. of Department. BoK: NA. Credit Level: U. Credit Hrs: 1.00-9.00

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

H=University Honors course.
**Economics**

**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

**22ECON531**
**Implementing Economic Curriculum**
Experienced-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 ECONS33. BoK: NA. Credit Level: U, G. Credit Hrs: 1.00-9.00

**22ECON535**
**Macroeconomics for Teachers**
Continuation of ECONS34. 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

H=University Honors course.
Economics

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 break-even analysis, flexible budgeting, transfer pricing, and capital budgeting. BoK: NA. Credit Level: U, G. Credit Hrs: 3.00

22ECON565
Industrial Organization

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, identity 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

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

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,
Economics

22ECON671  
Economic Data Analysis I
summarize and display economic data and (4) simple statistical techniques to analyze economic data. Prereq: Econ 521 or equivalent. Credit Level: U. Credit Hrs: 1.00

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. Credit Level: U. Credit Hrs: 1.00

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. Credit Level: U. Credit Hrs: 1.00

22ECON674  
Survey Methods in Economics
(cross listed with Political Science 751) Methodological aspects of survey design and analysis. MA standing only. Credit Level: U. Credit Hrs: 1.00

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. Credit Level: U. Credit Hrs: 1.00

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. Credit Level: U. Credit Hrs: 1.00

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. Credit Level: U. Credit Hrs: 1.00

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. Credit Level: U. Credit Hrs: 1.00

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. Credit Level: U. Credit Hrs: 1.00

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

22ECON670  
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

22ECON680  
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 Perm of Instructor. 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

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

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

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

Entrepreneurship/Family Business

22ENTR401  
Introduction to Innovation
This introductory course on innovation and entrepreneurship addresses two major topics. 1. The seven knowledge areas of innovation: intellect, domain knowledge, thinking, problem solving, creativity, innovation and execution. 2. The innovation process model is applied to entrepreneurial ideation, conceptualization and opportunity recognition. 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. Credit Level: U. Credit Hrs: 4.00

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

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

H=University Honors course.
Entrepreneurship/Family Business

22ENTR570 | Entrepreneurship

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

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

22ENTR599 | Guided Study in Entrepreneurship and Family Business
Individual study under direction of faculty member. BoK: NA. Credit Level: U. Credit Hrs: 1.00-4.00

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

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

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

22ENTR735 | Management of Closely Held and Family Business
This course emphasizes 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

22ENTR781 | Independent Study in Entrepreneurship
Student independently pursues small, entrepreneurial and/or family business topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. Perm of Instructor. Credit Level: G. Credit Hrs: 1.00-4.00

22ENTR782 | Special Topics in Entrepreneurship
This course emphasis is in depth study of selected topics. Credit Level: G. Credit Hrs: 1.00-4.00

Finance

22FIN281 | Personal Finance
Principles and procedures in planning and management of personal financial problems. Development of personal financial plans and budgets. The role and use of financial intermediaries, such as credit and savings institutions, in family financing; insurance, real estate and securities investments; estate planning. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22FIN361 | Foundations of Finance: Risk and Value
Provides the student with an understanding of the theoretical underpinnings of finance. The course covers a set of topics focusing on preparing students for financial decision-making. Prereq: 22FIN352.

22FIN361 | Foundations of Finance: Risk and Value
BoK: NA. Credit Level: U. Credit Hrs: 3.00

22FIN372 | Survey of Investments
This course will cover the concept of investing. Topics will include understanding risk and return, bond fundamentals, common stock, market indexes, convertible securities, managing the equity portfolio, mortgage-backed securities and contemporary issues. Prereq: 22ACCT245, 22ACCT246. BoK: QR. Credit Level: U. Credit Hrs: 3.00

22FIN380 | Business Finance
This is the core finance course required of business majors. Business Finance acquaints students with the fundamental principles of finance. Two key concepts developed in the course will be the time value of money and the tradeoff between risk and return. You will develop the analytical tools necessary to interpret corporate financial statements in order to value many financial investments. A major emphasis in the class will be on learning how to think systematically about financial valuation and how to apply these insights to a variety of business (e.g., capital budgeting decisions) and personal (e.g., retirement planning, automobile/mortgage loans) financial problems. Prereq: 15MA/227, 22AQ282, 22QA287. BoK: NA. Credit Level: U. Credit Hrs: 4.00

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

22FIN402 | Raising Capital
This course covers financial markets, instruments and institutions with the primary focus being on the capital raising and financing activities of firms at different stages in their life cycles. One of the critical activities a company must do well to succeed is the raising of capital. The when, where and how of raising capital is the focus of the course. The perspective will typically be that of a firm wishing to raise capital, though we will also examine financing transactions from the viewpoint of the participating financial intermediary. We analyze financing choices for younger firms, for which there exists little or no security price information and then examine capital raising issues relevant to larger, listed firms. Topics to be covered in this course include the role of financial intermediaries - such as commercial and investment banks - in the capital raising process, the decision to go public, mechanism and pricing of initial public offerings, role of investment banks in IPOs, high-tech firm financing, venture capital, bank debt, private placements, public debt markets, commercial paper and junk bond markets. Prereq: 22FIN401, 22AQ282. BoK: NA. Credit Level: U. Credit Hrs: 2.00

22FIN403 | Mergers and Acquisitions
This course uses an analytical framework and real-world applications to introduce the key principles and techniques of successful mergers, acquisitions, divestitures and leveraged 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 to retain the merged entity's flexibility? When do leveraged buyouts 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...
Finance

22FIN403  Mergers and Acquisitions
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 optimality 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 student apply the financial theory developed in the core finance courses to analyze and make recommendation concerning corporate financial decisions in the context of case studies of actual businesses. This course covers a wide range of finance topics: financial analysis, estimating funds requirements, working capital management, capital structure policies, financing decisions, estimation of the cost of capital, investment decisions and valuation. In addition, we will be integrating oral communication through class participation, written communication and the application of the PC through written cases, the regulatory and legal environment, international finance issues, and the stressing of ethical issues of businesses. Prereq: 22FIN401, 22FIN431. BoK: NA. Credit Level: U. Credit Hrs: 2.00

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

22FIN407  International Finance
International finance, and international business finance in particular, is all about making decisions in the context of international financial environment. This course focuses on developing some of the tools that are necessary for students to be able to frame and solve the basic problems in international financial decision-making. We will confine our study to the topics of international financial environment, exchange rate behavior and its management, and investment/financing decisions of multi-national corporations (MNCs). By the end of the course you should be comfortable with the assumptions and techniques required for making financial decisions by the MNCs. Prereq: 22FIN401. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22FIN408  New Venture Finance
This course is required for all Entrepreneurship majors. The objective is to provide students with a working knowledge of the accounting and finance tools required by entrepreneurs to understand, evaluate, fund and manage new ventures. The class will examine approaches to financing new and growing ventures that will increase the likelihood of success, while avoiding the pitfalls of those which have failed. Prereq: 22FIN401, 22FIN421.

H=University Honors course.
Methods include: time value of money, stock and bond pricing, net present value, risk measurement, and capital asset pricing model, and basic capital budgeting. Credit Level: G. Credit Hrs: 4.00

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

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

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

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

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

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

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

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: 4.00

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H=University Honors course.
Finance

22FIN742 Options and Futures
Credit Level: G. Credit Hrs: 4.00

22FIN745 Portfolio Management I
An in-depth coverage of portfolio theory and performance evaluation. Prereq: 22FIN735, 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN746 Portfolio Management II
Application of portfolio theory to the construction and management of investment portfolios. Prereq: 22FIN745. Credit Level: G. Credit Hrs: 2.00

22FIN747 Real Estate and Alternative Investments
A survey of essential topics in real estate and alternative investments and their role in portfolio diversification and portfolio performance. Prereq: 22FIN745, Coreq: 22FIN735, 22FIN711. Credit Level: G. Credit Hrs: 2.00

22FIN751 Money and Capital Markets
An in-depth analysis of institutions, money markets, bond markets, and equity markets that comprise the financial system. Prereq: 22FIN711. Credit Level: G. Credit Hrs: 4.00

22FIN752 Derivative Markets and Risk Management
Applications of derivatives to the analysis and management of portfolio risk and return. Prereq: 22FIN711, 22FIN735. Credit Level: G. Credit Hrs: 2.00

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

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

22FIN761 Advanced Corporate Finance
An in-depth analysis of corporate governance and ownership structure, executive compensation and corporate performance, and strategic considerations in financial policies. Prereq: 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: 22FIN13. 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, contracting in the presence of asymmetric information, bargaining, & auctions. Credit Level: G. Credit Hrs: 3.00

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

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

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

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

H=University Honors course.
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<th>Course Code</th>
<th>Course Name</th>
<th>Prerequisites</th>
<th>Credit Level</th>
<th>Credit Hrs</th>
</tr>
</thead>
<tbody>
<tr>
<td>22HM440</td>
<td>Senior Project I</td>
<td>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.</td>
<td>U</td>
<td>3.00</td>
</tr>
<tr>
<td>22HM441</td>
<td>Senior Project II</td>
<td>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. Prereq: 22HM441. BoK: NA.</td>
<td>U</td>
<td>3.00</td>
</tr>
<tr>
<td>22HM442</td>
<td>Senior Project III</td>
<td>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.</td>
<td>U</td>
<td>3.00</td>
</tr>
<tr>
<td>22HM471</td>
<td>Hotel &amp; Restaurant Purchasing &amp; Cost Control</td>
<td>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.</td>
<td>U</td>
<td>3.00</td>
</tr>
<tr>
<td>22HM472</td>
<td>Restaurant and Bar Management</td>
<td>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.</td>
<td>U</td>
<td>3.00</td>
</tr>
<tr>
<td>22HM481</td>
<td>Energy Management</td>
<td>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. BoK: NA.</td>
<td>U</td>
<td>3.00</td>
</tr>
<tr>
<td>22HM482</td>
<td>Rooms Division Management</td>
<td>This course will cover revenue management, lodging systems, room division, and housekeeping, and loss prevention. BoK: NA.</td>
<td>U</td>
<td>3.00</td>
</tr>
<tr>
<td>22HM483</td>
<td>Ethics in Hospitality and Tourism</td>
<td>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.</td>
<td>U</td>
<td>3.00</td>
</tr>
<tr>
<td>22HM484</td>
<td>International Hospitality Management</td>
<td>This course will cover globalization, tourism and the lodging sector; emergence of international hotel, international human resources management and global competition. BoK: NA.</td>
<td>U</td>
<td>3.00</td>
</tr>
<tr>
<td>22HM486</td>
<td>Hospitality Marketing</td>
<td>This course will cover revenue management, lodging systems, room division, and housekeeping, and loss prevention. BoK: NA.</td>
<td>U</td>
<td>3.00</td>
</tr>
</tbody>
</table>
Hospitality Management

22HM486
Hospitality Marketing
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 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

22INTB214
Study Abroad Montreal, Canada: Developing International Business Skills
Students will attend classes at the University of Quebec at Montreal along with Canadian students. Course will focus on the assessment and development of skills necessary to work in a global business environment. Perm of Department. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22INTB214H
Cultural Competency: Understanding the Cultural Gap
Course will focus on understanding culture and development of skills necessary to work in a global business environment. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22INTB380
Global Business Environment
Introductory course in international business. Provides an overview of financial, economic, marketing, management, accounting and operations issues related to doing business in a global environment. Also covers trade policy and international institutions involved in global business. Prereq: 22ACCT282, 15ECON101, 15ECON102. BoK: DC. Credit Level: U. Credit Hrs: 4.00

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

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

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

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

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.

H=University Honors course.
International Business

**22INTB503**  
Study Abroad - Linz, Austria: Language & Culture  
Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

**22INTB504**  
Study Abroad - Linz, Austria I  
Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

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

**22INTB506**  
Study Abroad - Linz, Austria III  
Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

**22INTB507**  
Study Abroad - Linz, Austria  
Study Abroad, Linz, Austria: Students will enroll in Business courses at Johannes Kepler University, Linz, Austria. Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

**22INTB511**  
Study Abroad: China  
Students will visit the People's Republic of China and explore economic, political, social and cultural conditions as they apply to doing business in China. Students will attend class sessions that will include lectures by local Chinese experts and foreign business executives. They will visit companies in China and they will visit key cultural sites. Prereq: 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB512**  
Study Abroad Chile: Doing Business in Chile  
Students will attend classes at the Universidad del Desarrollo, in Santiago, Chile. The course focuses on building understanding of the Chilean business environment, trade relations with the US and development of an enlarged trade agreement between North and South America. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB513**  
Study Abroad: Mexico  
Students will attend class sessions in Mexico focused on doing business in Mexico. They will visit local companies and visit historic and cultural sites. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB515**  
Service Learning Study Abroad: Central America  
Students will work on a service learning project in Central America. The project will involve some business consulting to local business. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB516**  
Study Abroad Ireland  
Course delivered at University of Cork, Ireland as part of study abroad program. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 3.00-6.00

**22INTB517**  
Study Abroad Thailand: Doing Business in Thailand  
Students will attend classes in Thailand. The course focuses on building understanding of the Thai business culture, environment and trade relations with the U.S. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB518**  
Study Abroad France and Spain  
Students will visit Toulouse, France and Barcelona, Spain and explore economic, political, social and cultural conditions as they apply to doing business in France, Spain and the European Union. Students will attend class sessions that will include lectures by local European experts and foreign business executives. They will visit companies in France and Spain and will visit key cultural sites. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB518**  
Study Abroad France and Spain  
Study Abroad France and Spain economic, political, social and cultural conditions as they apply to doing business in France, Spain and the European Union. Students will attend class sessions that will include lectures by local European experts and foreign business executives. They will visit companies in France and Spain and will visit key cultural sites. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB525**  
International Accounting and Financial Management  
Identify and explain accounting and financial controls necessary to be an effective global manager. Prereq: 22INTB380, 22ACCT282, 22FIN352. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB530**  
Management of Cultural Differences  
Students will do extensive reading and review of the literature on managing multi-cultural environments. Students will present analyses of cross-cultural management issues; assessments of business practices in other cultures; and development of cross cultural training principles. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB535**  
Virtual Teams  
This course will focus on cross-cultural communications, teamwork and virtual teams. UC students will work virtually with European students at one of our partner schools in Europe. (No travel is involved.) You will work in team (including UC and European students) using video conference technology, email and Internet/Web camera to do research on teams, teamwork, virtual teams and cross-cultural communication. The course involves assigned readings on teams and teamwork as well as research in particular topical areas. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB571**  
International Marketing  

**22INTB587**  
International Accounting  

**22INTB593**  
Special Topics in International Business  
In depth study of selected topics in international business. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB594**  
Current Issues in International Business  
The purpose of this course is to investigate current issues and controversies in global business. The rising power of China, instability in the Middle East, and north-south economic disparity are just a few of the critical issues in global business today. Through a combination of book chapters, cases and articles in the business press, we will investigate the problems associated with globalization, outsourcing, immigration, political and economic instability, resource scarcity, and cultural differences. This is a project-based seminar/learning community since this is an emerging field. Prereq: 22INTB380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

**22INTB594H**  
The New Global Economy  
Students will work with University of Quebec at Montreal students through video conferences and direct meetings in Cinti and Montreal to work on a field case related to contemporary issues in International Business. Prereq: 22INTB380. BoK: SE, DC. Credit Level: U. Credit Hrs: 3.00-6.00

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H=University Honors course.  

College of Business  17
International Business

22INTB594H
The New Global Economy
4.00

22INTB599
Guided Study in International Business
Individual study under the direction of a faculty member. Prereq: Consent of Instructor. BoK: NA. Credit Level: U. Credit Hrs: 1.00-4.00

22INTB801
International Study Abroad - Location A
An intensive course in International Management. Credit Level: G. Credit Hrs: 1.00-8.00

22INTB802
International Business: Study Abroad Linz-Prague
Students will study the expanding European Union and doing business in Central and Eastern Europe. Course will focus on emerging of market economies, cross-cultural management, and the global impact of EU expansion. Credit Level: G. Credit Hrs: 4.00

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

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

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

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

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

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

Information Systems

22IS280H
Computer Problem Solving for Business
transaction processing and knowledge management systems. Formerly 22 IS 270. BoK: NA. Credit Level: U. Credit Hrs: 5.00

22IS290
Business Application Development
This is an introductory course on Web application development, using Microsoft’s newest development platform, Visual Studio.Net 2008. This course also covers ASP.Net and VB.Net. Students are expected to develop a simple Web application that incorporates these technologies. The course includes a mandatory lab component where students can practice with the concepts and approaches discussed in the classroom. The objectives of the course are to: introduce students to the basic components of an information system, give students hands-on experience with the development of a simple, dynamic (i.e. data driven) Web-based application, using one of the most popular development platforms in industry (.Net). BoK: NS. Credit Level: U. Credit Hrs: 4.00

22IS320
Business Process Modeling
One of the most important activities for an information systems professional is analyzing, modeling and documenting business processes. Process models can greatly benefit organizations by helping them to identify opportunities to use information technology to streamline operations and optimize organizational performance. The objectives of this course are to expose students to the importance of business process modeling, the skills required of effective business analysts, the systems development life cycle, specific process modeling techniques such as Data Flow Diagrams and Use Cases, the role of Business Process Management (BPM) at the organizational level, and one or more specific BPM tools (e.g. BlueSpring or Pro Vision). BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS330
Database Design
Data is increasingly recognized as a vital organizational resource. With the growing use of advanced data management technologies and applications, database systems have been recognized as strategic resources to achieve competitive advantage. The objective of this course is to provide students with a comprehensive introduction to the following managerial and technical issues in database design: concepts of data management and database systems, database design life cycle, conceptual data modeling using entity-relationship models, logical database design using relational data model, normalization of relations, and relational algebra and structure query language (SQL). BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS340
IT Architecture and Networks
This course is designed to give IS students a strong foundation in systems architecture and the principles of data communications. Specifically, this course will give the student and understanding of the following aspects of data communications: technology - the technology underlying computer systems, data communications, networks and communications software; architecture - the way in which computer components, computer and network hardware, software and network services are interconnected; and applications - how data communications can be used to support organizations’ business strategies. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22IS410
Advanced Application Development
The objective of this course is to provide students with exposure to application development using Sun’s Java language and Java 2 Enterprise Edition development platform. The goals are to give students a firm foundation in the logic of programming, and to expose students to a popular object-oriented language (Java) that is widely used for systems development, particularly for Web-based systems. Prereq: 22IS290. BoK: NA. Credit Level: U. Credit Hrs: 4.00
Information Systems

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 architectural 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

22IS640 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

Information Systems

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 application systems with a focus on web-based application systems. Credit Level: G. Credit Hrs: 4.00

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

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 representation of data, 2) hardware architecture, 3) software architecture and 4) data communications. Credit Level: G. Credit Hrs: 4.00

H=University Honors course.
Advanced Data Management
The focus of this course is on database implemen- tation and administration. The topics covered include physical database design, transaction and concurrency control, security, integrity, backup and recovery, database tuning, migration and reengineering, client/server and distributed databases and web/database connectivity. Prereq: 22IS732. Credit Level: G. Credit Hrs: 4.00

Information Systems

College of Business

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 insure 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 implement- tion and administration. The topics covered include physical database design, transaction and concurrency control, security, integrity, backup and recovery, database tuning, migration and reengineering, client/server and distributed databases and web/database connectivity. Prereq: 22IS732. Credit Level: G. Credit Hrs: 4.00

22IS751
IT Auditing
IT Auditing is an examination of the controls within an entity's information technology infrastructure. Its goal is to ensure that the organization's information systems are adequately protected and monitored, meet legal standards, safeguard assets, maintain data integrity, and are operating effectively and efficiently to acheive 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. Perm of Instructor. Credit Level: G. Credit Hrs: 2.00

22IS792
Industry Practicum II
All MS-IS students must fulfill an experience-based learning component by doing (1) a supervised industry project; or (2) at least two quarters of co-op work. The project will be supervised by an IS faculty member. The student must prepare an industry practicum proposal which includes the problem statement and a definition of the scope of the project. The final deliverable should be a solution to the defined problem.
Information Systems

22IS792 Industry Practicum II
problem in the form of an actual implementation or design, depending on the scope of the problem addressed. At the end of the project, the student must submit and present a project report. Students doing a co-op must similarly prepare and present a written report on the project they worked on during the co-op. Perm of Instructor. Credit Level: G. Credit Hrs: 2.00

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

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

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

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

Management

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

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

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

22MGMT171 Managerial Communication
This course will challenge students to develop professional communication skills. More specifically, the course emphasizes effective presentations and writing in business contexts. Students will practice related techniques through varied individual and group applications that leverage language, visuals and technology. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22MGMT191 Directed Studies in Free Enterprise II
Directed Studies in Free Enterprises. A didactic opportunity for students to participate in experiential internships or Students in Free Enterprise projects. Requires a minimum of thirty contact hours of participation. Perm of Instructor. BoK: SE. Credit Level: U. Credit Hrs: 3.00

22MGMT192 Directed Studies in Free Enterprise III
Directed Studies in Free Enterprises. A didactic opportunity for students to participate in experiential internships or Students in Free Enterprise projects. Requires a minimum of thirty contact hours of participation. Perm of Instructor. BoK: SE. Credit Level: U. Credit Hrs: 3.00

22MGMT193 Directed Studies in Free Enterprise IV
Directed Studies in Free Enterprises. A didactic opportunity for students to participate in experiential internships or Students in Free Enterprise projects. Requires a minimum of thirty contact hours of participation. Perm of Instructor. BoK: SE. Credit Level: U. Credit Hrs: 3.00

22MGMT194 Directed Studies in Free Enterprise V
Directed Studies in Free Enterprises. A didactic opportunity for students to participate in experiential internships or Students in Free Enterprise projects. Requires a minimum of thirty contact hours of participation. Perm of Instructor. BoK: SE. Credit Level: U. Credit Hrs: 3.00

22MGMT195 Directed Studies in Free Enterprise VI
Directed Studies in Free Enterprises. A didactic opportunity for students to participate in experiential internships or Students in Free Enterprise projects. Requires a minimum of thirty contact hours of participation. Perm of Instructor. BoK: SE. Credit Level: U. Credit Hrs: 3.00

22MGMT380 Management
Students will learn and apply principles of organizational behavior in work settings. Problems & issues facing managers will be examined using behavioral theories and concepts. BoK: DC. Credit Level: U. Credit Hrs: 4.00

22MGMT380H Management - Honors
Students will learn and apply principles of organizational behavior in work settings. Problems & issues facing managers will be examined using behavioral theories and concepts. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MGMT393H Personal Development and Leadership
This course is designed to help students explore leadership characteristics and learn related skills. Each class session examines a leadership issue from personal and interpersonal levels. This format rests on the fundamental premise: effective leadership demands that leaders develop deeper understanding of themselves and those they lead. Numerous leadership topics are covered, building a comprehensive model of human attitudes, behaviors and interactions that accentuates the complexities and challenges of leadership. BoK: SS., SE. Credit Level: U. Credit Hrs: 3.00

22MGMT401 Leadership and Personal Development
Course designed to assist students to both explore concepts of leadership as well as to assess and develop their own skills. Prereq; 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

H=University Honors course.
Management

22MGMT410
Managerial Effectiveness
This course covers the second half of the field of organizational behavior and focuses on group and social processes in organizations. Topics such as teams, decision making, ethics, leadership, power, and conflict are explored in a method that interweaves theory, research, and experiential learning. Prereq: 22MGMT405. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22MGMT411
Interpersonal Processes and Teams
Course designed to provide students with greater understanding of teams and interpersonal processes in the work setting. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MGMT485
Human Resource Management
This course provides an introduction to basic human resource management functions that drive and support the changing world of work. Topics include recruitment, selection, compensation, training, performance management and strategic HRM. Prereq: 22MGMT380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MGMT596
Managing in a Competitive Environment: A Capstone Experience
Prepares students through an integrative capstone experience using a field case study or business simulation. Prereq: 22FIN352, 22OA375, 22MKTG377, 22OM385, 22INTB390. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22MGMT599
Independent Study
Prereq.: Perm. of instr. Perm of Instructor. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22MGMT712
Corporate Strategy
Focuses on both the analytical and structural framework for competitive analysis, as well as the formulation of policy and strategic decisions for the business corporation. This course focuses on the management of the total enterprise. All the basic functional areas are addressed in an integrative manner in terms of the relevance to the entire enterprise. The course emphasizes the ability to make decisions in the face of unstructured problems. Prereq: 22ACCT711, 22ACCT713, 22FIN713, 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

22MGMT733
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

Management

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Marketing

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

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

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

22MKTG577 Advertising
Essentials of advertising and advertising strategy. Trains students to think about advertising problems from the perspective of the managers responsible for solving the problems. Topics include setting objectives, copy and message strategy, media selection, budget decision and audience targeting. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22MKTG580 Professional Selling
Presents the role of professional selling within the context of the marketing and promotional mix of the firm. Guides students in their understanding of the principles of professional selling. Prereq: 22MKTG280. BoK: NA. Credit Level: U. Credit Hrs: 4.00

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 practitioner-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 usage 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

22MKTG589 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.
### Marketing

#### 22MKTG594
Current Topics in Marketing  
BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00

#### 22MKTG595
Product Design Studio  
Students work in multi-disciplinary teams to complete new product design field projects. Represented disciplines may include Design, Business, Engineering and others. Assignments vary depending on the client needs. Perm of Department. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00

#### 22MKTG597
Field Project in Marketing  
Student teams working on real marketing problems supplied by various client organizations. Perm of Instructor. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00

#### 22MKTG599
Independent Study  
Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. BoK: NA. Credit Level: U. Credit Hrs: 1.00-8.00

#### 22MKTG710
Marketing Planning  
Students will examine the marketing planning process, develop an awareness of major marketing problems that organization face, and cultivate proficiency through development of a marketing plan. Perm of Instructor. Credit Level: G. Credit Hrs: 4.00

#### 22MKTG711
Marketing for Managers  
Provides students with a thorough appreciation for the benefits and pitfalls of executing a customer orientation. Market segmentation is introduced as a process for opportunity analysis and prioritization in organizations. Critical factors in the management of mature products and the introduction of new products and services are considered. Major emphasis is given to those practices and procedures that yield long-term relationships with one’s customers. Credit Level: G. Credit Hrs: 4.00

#### 22MKTG712
Marketing Research for Managers  
Explores the role of marketing research in marketing management. Students do hands-on tasks to perfect their understanding of methods for collecting, analyzing, and summarizing data pertinent to solving marketing problems. Effective oral and written communication of research results is stressed. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

#### 22MKTG713
Qualitative Marketing Research  
Covers qualitative marketing research methods (e.g. focus groups, depth interviews) and response interpretation. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 1.00-4.00

#### 22MKTG714
Systematic Innovation Tools  
This course focuses on how to create value and growth through innovation in new and existing markets. Students will thoroughly understand a wide range of innovation methods, they will understand how to lead and facilitate teams in the use of innovation tools, and they will learn how to adapt and apply innovation methods to every aspect of the marketing function. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

#### 22MKTG715
Consumer and Institutional Purchasing Behavior  
Emphasizes behavioral science concepts in an application-oriented environment as they relate to the process of consumption. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

#### 22MKTG720
Product Development and Management  
Discusses product mix, development and strategy; product-market integration, acquisitions and mergers. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

#### 22MKTG722
Business-to-Business Marketing for Managers  
Covers analysis, planning, and strategy for marketing to business customers. Prereq: 22MKTG710, 22MKTG711, 22MKTG800. Credit Level: G. Credit Hrs: 4.00

#### 22MKTG723
Pricing  
Demand estimation, pricing models, and pricing strategy. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 4.00

#### 22MKTG724
Services Marketing  
Marketing problems and strategies specific to services organizations. Prereq: 22MKTG711. Credit Level: G. Credit Hrs: 4.00

#### 22MKTG725
Advertising and Promotions  
Provides an overview of the components of an integrated marketing communications plan. Topics include setting objectives, message strategy, media strategy, and measuring effectiveness. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

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

#### 22MKTG727
E-Marketing for Managers  
Introduces the Internet, the World Wide Web and related technologies as they are used for the marketing, selling, and distribution of goods and services. Students develop an understanding of opportunities and limitations and how to use these technologies to improve marketing practice. The course makes use of lectures, readings, cases, guest speakers, and student projects. Prereq: 22MKTG710, 22MKTG711. Credit Level: G. Credit Hrs: 4.00

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

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

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

#### 22MKTG732
Management of the Sales Function  
Discusses marketing opportunities abroad and development of appropriate marketing structure and process. Prereq: 22MKTG711, 22MKTG710. Credit Level: G. Credit Hrs: 1.00-4.00

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

22MKTG733 Retailing
Credit Hrs: 1.00-4.00

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

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

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

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

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

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

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

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

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

Marketing

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

22MKTG887 Advanced Measurement and Analysis Methods
Covers applications of psychometric measurement theory to business research situations. Topics include validity, reliability, factor analysis and structural equations modeling. Designed to teach students how to conduct academic research. Credit Level: G. Credit Hrs: 3.00

22MKTG889 Pro Seminar in Marketing
Presentations of individual faculty research at the PhD level. Credit Level: G. Credit Hrs: 3.00

22MKTG891 Independent Study in Marketing
Student independently pursues marketing topics of specific individual interest. Student must obtain a faculty supervisor and approval prior to registration. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG895 Special Topics in Marketing
Provides in-depth study of selected topics in marketing. Special offerings under this course number will be publicized on bulletin boards and by classroom announcement. Topics could include Marketing Ethics, Pricing, Social Influence Strategies, Direct Marketing and Services Marketing. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG898 Behavioral Seminar in Marketing
Offers an analysis of theories and current research in the field. Credit Level: G. Credit Hrs: 3.00

22MKTG971 Research in Marketing
Development of independent research topic with individual faculty. Credit Level: G. Credit Hrs: 1.00-15.00

22MKTG981 MS/MBA Thesis Research
Variable cr. Credit Level: G. Credit Hrs: 1.00-6.00

22MKTG991 PhD Dissertation Research
Variable cr. Credit Level: G. Credit Hrs: 1.00-15.00

Operations Management

22OM380 Operations Management
Survey of the operations function in industrial, service and public organizations. Includes forecasting, line balancing, aggregate scheduling, layout, inventory planning, work measurement, quality control, quality improvement, MRP. Prereq: 22QA281, 22QA282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM475 Quality Management
The role of total quality in modern business. The course focuses on both technical and statistical methodology and managerial practices to achieve high quality and organizational performance. Prereq: 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

Operations Management

22OM476
Operations Planning and Scheduling
Introduces the student to planning and control as practiced in state-of-the-arts firms. The principles of inventory and capacity are covered. Prereq: 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM480
Project Management and New Product Development
Explores the issues of Project organization, budgeting, control, leadership, risk management, new product development and conflict resolution throughout the life cycles of a project. Students will consider resource allocation and scheduling using PERT/CPM and Project Mgt. software and are introduced to PMI’s PMBOK. Prereq: 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM481
Supply Chain Management
Supply chain management deals with the flow of goods and information through a production or distribution network to ensure that the right products are delivered to the right place in the right quantity at the right time to meet customer expectations. The course covers both strategic and operational aspects of managing a supply chain. Possible topics include network design, logistics, inventory management, coordination and contracting. Prereq: 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM488
Service Sector Operations
An introduction to managing service businesses, primarily from an operational perspective. Topics include capacity and demand management, the use of queuing concepts, facility location and layout, designing processes and systems for good customer experience, aligning the front and back office, managing customer service operations, and methods for designing innovative new services. Prereq: 22OM380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM490
Forecasting and Risk Management
A survey of analytical techniques used to assist in managing under uncertainty. Topics include time series and other forecasting techniques, as well as Monte Carlo simulation to assess the risk associated with managerial decisions. Prereq: 22QA380. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22OM585
Operations Policy and Strategy
Case treatment of operations strategy and policy at the executive level. As the capstone, integrative course, emphasis is placed on synthesis, decision and activities involving process design, the use and control of resources, scheduling and quality management. Prereq: 22QA711, 22QA712, 22QA713. Credit Level: G. Credit Hrs: 4.00

22OM594
Readings In Operations Management
Advanced studies in selected issues. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22OM596
Guided Study in Operations Management
Individual study under the direction of a faculty member. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

22OM711
Management of Operations
Introduces basic operations principles through case studies and explores major operations problems. Areas of concentration are decisions and activities involving process design, the use and control of resources, scheduling and quality management. Prereq: 22QA711, 22QA712, 22QA713. Credit Level: G. Credit Hrs: 4.00

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 Baldrige 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. Informa- tion 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. Fore- casting seasonal and nonseasonal time series. Special forecasting techniques such as transfer function modeling, and intervention analysis. Prereq: 22QA721. Credit Level: G.
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

Product Information and Supply Management

22PRSM410
Product Information and Supply Management I
Exposes the complex exchange systems that comprise the network of organizations and activities which add value to products. Students will develop a global system perspective as designers, leaders and custodians of the network. Prereq: 22FIN352, 22QA375, 22MKTG377, 22OM385, 15ECON271. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22PRSM508
Product Information and Supply Management II
Provides a case-based managerial course with a focus on integrating the marketing efforts of vertical players whose assumed common objective is to maximize cost-efficiencies and deliver net value to their customers, using collaborative designs. Field projects are used to apply skills and acquire experiential learning. Prereq: 22PRSM410. BoK: NA. Credit Level: U. Credit Hrs: 3.00

22PRSM509
Guided Study in Product Information and Supply Management
Individual study under direction of a faculty member. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00

Quantitative Analysis

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

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

22QA281
Business Statistics I
Develops fundamental knowledge and skills for applying statistics in business decision making. Part I topics include descriptive statistics, hypothesis testing, simple and multiple regression and experimental design. Formerly 22 QA 241. BoK: QR. Credit Level: U. Credit Hrs: 4.00

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

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

22QA282H
Business Statistics II - Honors
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. Prereq: 22QA281, 22QA282. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22QA380H
Business Analytics - Honors
Analytical approaches to decision making. Topics include optimization, simulation models and other analytical techniques, such as PERT/CPM, decision analysis and waiting line models. Prereq: 22QA281H, 22QA282H. 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

H=University Honors course.
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>22QA571</td>
<td>Simulation Modeling</td>
<td>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</td>
</tr>
<tr>
<td>22QA585</td>
<td>Applications Development Using VBA</td>
<td>This course covers the use of visual basic for application for the development of applications of management science models for planning and decision support in a spreadsheet environment. Prereq: 22QA380. BoK: NA. Credit Level: U. Credit Hrs: 4.00</td>
</tr>
<tr>
<td>22QA596</td>
<td>Guided Study In Quantitative Analysis</td>
<td>Project and research work undertaken by a student with the approval and supervision of a faculty member. BoK: NA. Credit Level: U. Credit Hrs: 1.00-6.00</td>
</tr>
<tr>
<td>22QA701</td>
<td>Business Statistics</td>
<td>Introduction to statistical and probabilistic analysis with focus on practical decisions and risk using quantitative models &amp; Microsoft Excel. Topics include descriptive and graphical statistical methods, sampling and sampling distributions, estimation and hypothesis testing. This course assumes prior knowledge of Excel. This course is the first in a required series of core quantitative analysis courses in the full-time MBA curriculum. The subsequent courses are QA 702 and QA 703. Credit Level: G. Credit Hrs: 2.00</td>
</tr>
<tr>
<td>22QA702</td>
<td>Decision Models for Managers</td>
<td>This course is the second in a required sequence of core quantitative analysis in the full-time MBA curriculum that provides an introduction to statistical and probabilistic analysis with a focus on practical decisions and risk analysis using quantitative models and Microsoft Excel. The topics covered in this course and QA 701 include descriptive and graphical statistical methods, sampling and sampling distribution, estimation, hypothesis testing, analysis of variance, regression, decision modeling and simulation. This course assumes prior basic knowledge of Excel. The third required course in this sequence in QA 703. Prereq: 22QA701. Credit Level: G. Credit Hrs: 2.00</td>
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<tr>
<td>22QA703</td>
<td>Optimization Models for Managers</td>
<td>Overview of linear, integer and nonlinear optimization models in business, focusing on modeling, solution and interpretation of results. Substantial use of spreadsheet modeling and analysis. This course is the third in a required sequence of core quantitative analysis courses in the full-time MBA curriculum that provide an introduction to statistical and probabilistic analysis with a focus on practical decisions and risk analysis using quantitative models and Microsoft Excel. The first two courses in the sequence are QA 701 and QA 702. Prereq: 22QA701, 22QA702. Credit Level: G. Credit Hrs: 2.00</td>
</tr>
<tr>
<td>22QA711</td>
<td>Statistics and Decision Models for Managers</td>
<td>Introduction to statistical and probabilistic analysis with focus on practical decisions and risk using quantitative models and Microsoft Excel. Topics include descriptive and graphical statistical methods, sampling and sampling distributions, estimation, hypothesis testing, analysis of variance, regression, decision modeling, and simulation. Assumes prior basic knowledge of Excel. Credit Level: G. Credit Hrs: 4.00</td>
</tr>
<tr>
<td>22QA711</td>
<td>Statistics and Decision Models for Managers</td>
<td>Introduction to statistical and probabilistic analysis with focus on practical decisions and risk using quantitative models and Microsoft Excel. Topics include descriptive and graphical statistical methods, sampling and sampling distributions, estimation, hypothesis testing, analysis of variance, regression, decision modeling, and simulation. Assumes prior basic knowledge of Excel. Credit Level: G. Credit Hrs: 4.00</td>
</tr>
<tr>
<td>22QA712</td>
<td>Optimization Models for Managers</td>
<td>Overview of linear, integer, and nonlinear optimization models in business, focusing on modeling, solution, and interpretation of results. Substantial use of spreadsheet modeling and analysis. Prereq: 22QA711. Credit Level: G. Credit Hrs: 2.00</td>
</tr>
<tr>
<td>22QA721</td>
<td>Methods of Statistics</td>
<td>A survey of statistical methodologies useful for research in a variety of disciplines. Estimation, significance testing, regression, ANOVA and computer applications. Credit Level: G. Credit Hrs: 4.00</td>
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<tr>
<td>22QA723</td>
<td>Sample Survey</td>
<td>Statistical aspects of sample survey. Survey designs; simple random, stratified, cluster, multi-stage, and probability proportional to size sampling. Estimation methods for means, totals, ratios, and proportions. Planning and implementing surveys. Prereq: 22QA721. Credit Level: G. Credit Hrs: 4.00</td>
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<tr>
<td>22QA724</td>
<td>Multivariate Methods</td>
<td>Multivariate normal distribution, its parameters and model diagnostics. Statistical analyses involving multivariate means, covariance and correlation matrices; Special multivariate techniques; principle components, canonlic, discriminant, and factor analyses. Prereq: 22QA722, 22QA731. Credit Level: G. Credit Hrs: 4.00</td>
</tr>
<tr>
<td>22QA725</td>
<td>Forecasting and Time Series Analysis</td>
<td>Univariate Box-Jenkins time series modeling for stationary and nonstationary processes. Fore- casting 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</td>
</tr>
<tr>
<td>22QA726</td>
<td>Design of Experiments</td>
<td>Basic concepts of experimental design. Linear statistical models; analysis of variance and estimation for completely randomized and various blocked designs; analysis of covariance; analysis of unbalanced data; random and mixed models; repeated measures, split-plot, and nested designs. Prereq: 22QA722. Credit Level: G. Credit Hrs: 4.00</td>
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<tr>
<td>22QA727</td>
<td>Data Mining</td>
<td>Hands-on data analysis experiences on real world data with varying topics from year to year using major statistical software, such as SAS and Splus. Case studies involving data management and model fitting; model interpretation and diagnostics. Model approaches including exploratory data analysis; linear models; generalized linear models; classification and regression trees; kernel, splines, and additive models. Prereq: 22QA722. Credit Level: G. Credit Hrs: 4.00</td>
</tr>
</tbody>
</table>

H=University Honors course.
Quantitative Analysis

22QA731 Probability
A solid conceptual foundation for students who require a moderately rigorous treatment of probability. Random variables, stochastic independence, probability distributions, moments, functions of random variables, asymptotic statistics. Credit Level: G. Credit Hrs: 4.00

22QA732 Fundamentals of Statistical Inference
Foundations in statistical estimation and hypothesis testing from frequentist and Bayesian perspectives; sufficiency, efficiency, minimum variance unbiased estimation, maximum likelihood estimation, likelihood ratio testing. Prereq: 22QA731. Credit Level: G. Credit Hrs: 4.00

22QA733 Statistical Decision Theory and Bayesian Analysis
Elements of the basic decision theoretic paradigm from the Bayesian and frequentist viewpoint. Introduction to game theory, utility theory, and subjective probability. Bayesian statistical methods. Prereq: 22QA731, 22QA732. Credit Level: G. Credit Hrs: 4.00

22QA750 Optimization Modeling
Model formulation, graphical analysis, computer solution and application, for linear, nonlinear, continuous, integer, deterministic, and probabilistic mathematical optimization models. Required projects in modeling and solving applications. Prereq: 22QA712. Credit Level: G. Credit Hrs: 4.00

22QA751 Optimization Analysis
Solution techniques and analyses for linear, non-linear, network and integer optimization models including: optimization criteria, simplex routines, duality, sensitivity; Lagrangian duality, gradient, and penalty methods for constrained and unconstrained nonlinear models; and branch-and-bound and cutting plane methods for integer models. Prereq: 22QA750. Credit Level: G. Credit Hrs: 4.00

22QA752 Advanced Topics in Optimization
Solution techniques and analyses for linear, non-linear, network and integer optimization models including: optimization criteria, simplex routines, duality, sensitivity; Lagrangian duality, gradient, and penalty methods for constrained and unconstrained nonlinear models; and branch-and-bound and cutting plane methods for integer models. Prereq: 22QA751. Credit Level: G. Credit Hrs: 4.00

22QA760 Stochastic Modeling
Formulation and analysis of discrete and continuous Markov chains, Poisson process, and birth-death processes. Application in queueing, inventory, and reliability. Required project in modeling and solving applications. Prereq: 15MATH264, 22QA731. Credit Level: G. Credit Hrs: 4.00

22QA761 Advanced Topics in Stochastic Modeling
Construction and application of stochastic models including Markov processes, birth and death processes, branching and queuing processes; Poisson process, Gaussian process, Brownian motion; introduction to stochastic calculus. Prereq: 22QA760. Credit Level: G. Credit Hrs: 4.00

22QA770 Risk Modeling
Static simulation models using Monte Carlo simulation to assess risk with applications in the functional areas of business. Prereq: 22QA712. Credit Level: G. Credit Hrs: 2.00

22QA771 Simulation Modeling
Building simulation models of complex dynamic, stochastic, discrete-event systems using high level simulation software. Topics include modeling, input and output analysis and managing simulation projects.

Quantitative Analysis

22QA771 Simulation Modeling
Prereq: 22QA711. Credit Level: G. Credit Hrs: 4.00

22QA772 Simulation Analysis
Probabilistic and statistical underpinnings of simulation modeling. Topics include random number generators, generating random variates and processes, design and analysis of simulation experiments, variance reduction techniques, gradient estimation and simulation optimization. Prereq: 22QA771. Credit Level: G. Credit Hrs: 4.00

22QA781 Individual Study
Individual study under the direction of a faculty member. Credit Level: G. Credit Hrs: 1.00-4.00

22QA785 Applications Development Using VBA
The use of visual basic for applications for the development of applications of management science models for planning and decision support in a spreadsheet environment. Prereq: 22QA750. Credit Level: G. Credit Hrs: 4.00

22QA786 Case Studies in Management Science
Cases and applications of group-oriented operations research for real-world management applications. Prereq: 22QA750. Credit Level: G. Credit Hrs: 4.00

22QA895 Seminar in Quantitative Analysis
Recent journal articles dealing with the state-of-the-art development will be covered. Variable cr. Credit Level: G. Credit Hrs: 1.00-6.00

22QA971 Research in Quantitative Analysis
Variable cr. Credit Level: G. Credit Hrs: 1.00-15.00

22QA981 MS Thesis Research
Variable cr. Credit Level: G. Credit Hrs: 1.00-9.00

22QA991 PhD Dissertation Research
Variable cr. Credit Level: G. Credit Hrs: 1.00-15.00

Real Estate

22RE391 Principles of Real Estate

22RE395 Real Estate Finance
This course focuses on the technical skills required to value, finance and structure real estate transactions. Topics include basic mortgage calculation and analysis using FRM and ARM examples; investment analysis for existing income properties (Proforma cash flow projections, financial ratios, alternative debt and equity structures and risk analysis); ownership, taxation, and financial structures; financing of real estate development; and the securitization of debt and equity interests in real estate (REITs and CMBS). Prereq: 22RE391. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22RE400 Property and Asset Management
The course is designed to introduce the student to the field of real estate property management by reviewing the basic functions, roles and responsibilities of the property manager and the differing property types.
22RE400
Property and Asset Management
managed. Within the scope & responsibilities of the property manager, we shall also study tenant, asset manager and owner relations, landlord/tenant laws, lease forms, building maintenance and capital replacement issues, and gain on-site insights of key property cost centers such as roofs, paving, mechanical systems and property tax appeals. Prereq: 22RE391. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22RE492
Real Estate Valuation
This course develops the theory and application of methods to value real property. Specifically, the course examines systematic methods to value residential and income producing property, influences upon market value, and trends in the appraisal industry. Prereq: 22RE391. BoK: NA. Credit Level: U. Credit Hrs: 4.00

22RE497
Real Estate Law
Nature of ownership rights; sale of land; broker-agency relationship; real estate finance; landlord-tenant relationship, control of land use; commercial development; succession of estates. Prereq: 22BLAW271, 22RE391. BoK: NA. Credit Level: U. Credit Hrs: 4.00

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

22RE596
Guided Study in Real Estate
Individual study under the direction of a faculty member. Variable cr. Offered ea. qtr. BoK: NA. Credit Level: U. Credit Hrs: 3.00

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

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

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

22RE750
Real Estate Cases, Development and Negotiation
This course covers real estate feasibility analysis, development, leasing, and negotiation within a case study framework. Teams may engage in negotiation exercises using real life cases. Special projects and speakers are also brought into this course. Prereq: 22FIN711. Credit