

# Raymond J. Harbert College of Business

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THE RAYMOND J. HARBERT COLLEGE OF BUSINESS prepares students to become effective and socially responsible managers of business, industrial organizations, and government agencies and responsible citizens and leaders of society. To achieve this goal, the Harbert College offers undergraduate programs leading to the bachelor of science in business administration. In addition, it offers graduate work for the degrees of master of business administration (MBA), master of science in business administration (MSBA) with a concentration in finance, master of science in management information systems (MSIS), master of accountancy (MAc), and the doctor of philosophy (PhD) in business. The Harbert College of Business and the School of Accountancy are accredited at the undergraduate and graduate levels by the Association to Advance Collegiate Schools of Business (AACSB International). Detailed information on graduate programs may be found in the Graduate School section in this *Bulletin*.

## Curriculum

The undergraduate curriculum includes a two-year Pre-Business curriculum required of all students and a two-year Major curriculum selected by the student. These two curricula provide a balanced course of study for all students, with approximately one-half of the hours in business courses and one-half in courses offered outside the college. The courses required have been selected so that all students will have access to the “common body of knowledge” as designated by the College’s accrediting agency, AACSB International.

**The Pre-Business curriculum**, followed by all business students in their freshman and sophomore years, provides a sound foundation of work in the arts and sciences, including courses in mathematics, humanities, social sciences and natural sciences. This lower division curriculum also includes some of the introductory business courses. Students must satisfactorily complete specific portions of the pre-business curriculum prior to moving on to the major curriculum. See the Office of Academic Advising for details.

**The Major curriculum** allows each student to concentrate or major in an area of interest during the junior and senior years. Currently offered majors are listed at the bottom of this page.

Through these curricula, the Harbert College seeks to develop in its students the analytical, decision-making and communication skills required of managers who lead modern organizations.

## Admission to the College

Students entering the pre-business curriculum directly from high school or another university, in addition to meeting Auburn University’s admission requirements, should have competence in the mathematics taught in second year algebra.

Incoming freshmen and external transfer students are admitted directly to the Harbert College of Business. Current non-business students who are interested in transferring into the Harbert College should refer to the “Transfer Guide” on the College’s advising web page.

## Graduation Requirements

To graduate, business students must meet the hours and subject matter requirements of their curricula, must have an overall GPA of at least 2.0 on all courses attempted at Auburn University, must have an overall GPA of at least 2.0 in all courses required for the major, and must meet all other university requirements. At least 50 percent of the business credit hours required for the business degree must be taken at Auburn University.

## Student Services

The Harbert College’s **Office of Academic Advising** is responsible for orienting all new students to the college and for advising business students on their academic matriculation. Incoming freshmen in their first semester and students on academic warning are required to meet with their academic advisor prior to registration to have their academic plan approved. All other students are strongly encouraged to meet with their academic advisor each semester as well.

The College’s **Office of Professional and Career Development** is available to all business students for professional development and career guidance. Some of the services provided include career coaching, resume writing assistance, mentoring, mock interviews, and employer engagement.

## Online Program

For details on the Online Business Administration Degree Completer Program, please visit <https://harbert.auburn.edu/degrees-programs/undergraduate/online-programs/bsba-online-degree-completer/index.html> (<https://harbert.auburn.edu/degrees-programs/undergraduate/online-programs/bsba-online-degree-completer/>)

## Minors

For departmental minors, business courses must be at the 3000-level or above, with the exception of Aviation Management minor, and from an approved list.

- Accountancy ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/schoolofaccountancyacct/accountancy\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/schoolofaccountancyacct/accountancy_minor/))
- Business ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/minors/business\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/minors/business_minor/))
- Honors Business ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/minors/honors-business\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/minors/honors-business_minor/))
- Business Analytics ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/department-of-business-analytics-and-information-systems/businessanalytics\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/department-of-business-analytics-and-information-systems/businessanalytics_minor/))
- Business-Engineering-Technology ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/department-of-business-analytics-and-information-systems/businessengineeringtechnology\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/department-of-business-analytics-and-information-systems/businessengineeringtechnology_minor/))
- Entrepreneurship and Family Business ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/entrepreneurshipandfamilybusiness\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/entrepreneurshipandfamilybusiness_minor/))
- Finance ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentoffinancefinc/finance\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentoffinancefinc/finance_minor/))
- Human Resource Management ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/humanresourcemanagement\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/humanresourcemanagement_minor/))
- Information Assurance ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/department-of-business-analytics-and-information-systems/informationassurance\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/department-of-business-analytics-and-information-systems/informationassurance_minor/))
- International Business ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentoffinancefinc/internationalbusiness\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentoffinancefinc/internationalbusiness_minor/))
- Information Systems Management ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/department-of-business-analytics-and-information-systems/informationssystemsmangement\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/department-of-business-analytics-and-information-systems/informationssystemsmangement_minor/))
- Marketing ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmarketingmktg/marketing\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmarketingmktg/marketing_minor/))
- Organizational Leadership ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/organizationaldevelopmentandchange\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/organizationaldevelopmentandchange_minor/))
- Professional Sales ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmarketingmktg/professionalselling\\_minor\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmarketingmktg/professionalselling_minor_minor/))
- Real Estate Development ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentoffinancefinc/realestatedevelopment\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentoffinancefinc/realestatedevelopment_minor/))
- Supply Chain Management ([http://bulletin.auburn.edu/undergraduate/collegeofbusiness/schoolofsupplychainmngtscmn/scmn\\_minor/](http://bulletin.auburn.edu/undergraduate/collegeofbusiness/schoolofsupplychainmngtscmn/scmn_minor/))

## Undergraduate Certificates

- Certificate in Accountancy (<http://bulletin.auburn.edu/undergraduate/collegeofbusiness/schoolofaccountancyacct/certificateinaccountancy/>)

## Graduate Programs

- Accountancy — Graduate Certificate, MAcc ([http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/accountancymac\\_major/](http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/accountancymac_major/))
- Business Administration — MBA, MS, PhD ([http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/businessadministrationmbamsphd\\_major/](http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/businessadministrationmbamsphd_major/))
- Finance — MS, PhD ([http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/financemsba\\_major/](http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/financemsba_major/))
- Management — PhD ([http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/managementmsbamsisphd\\_major/](http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/managementmsbamsisphd_major/))
- Supply Chain Management — Graduate Certificate, MS (<http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/supplychain/>)
- Business Analytics and Information Systems — Graduate Certificate, MS, PhD (<http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/informationssystem/>)

- Business Analytics — Graduate Certificate ([http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/bual\\_gcrt/](http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/bual_gcrt/))
- Information Systems Management — MS (On-Campus/Online) (<http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/informationssystemsis/ISMN-MS/>)
- Information Systems Management — PhD (<http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/informationssystemsis/ISMN-phd/>)
- Management Information Systems — Graduate Certificate ([http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/MIS\\_gcrt/](http://bulletin.auburn.edu/thegraduateschool/graduatedegreesoffered/MIS_gcrt/))

## Accounting Courses

**ACCT 2110 PRINCIPLES OF FINANCIAL ACCOUNTING (3)** LEC. 3. Basic accounting principles with focus on preparation and use of financial statements. Credit will not be given for both ACCT 2110 and ACCT 2810. Sophomore standing.

**ACCT 2117 HONORS PRINCIPLES OF FINANCIAL ACCOUNTING (3)** LEC. 3. Pr. Honors College. Basic accounting principles with focus on preparation and use of financial statements. Sophomore standing.

**ACCT 2210 PRINCIPLES OF MANAGERIAL ACCOUNTING (3)** LEC. 3. Pr. ACCT 2110 or ACCT 2117. Emphasis on cost accounting, budgeting, and decision making using managerial accounting information. Sophomore standing.

**ACCT 2700 BUSINESS LAW (3)** LEC. 3. Introduction to contracts, sales, torts, ethics and the judicial system. Focus is on the business environment.

**ACCT 2707 HONORS BUSINESS LAW (3)** LEC. 3. Pr. Honors College. Introduction to contracts, sales, torts, ethics and the judicial system. Focus is on the business environment.

**ACCT 2810 FUNDAMENTALS OF ACCOUNTING (3)** LEC. 3. Principles of financial and managerial accounting. Not open to undergraduates majoring in Business. Credit will not be given for both ACCT 2110 and ACCT 2810.

**ACCT 2817 HONORS FUNDAMENTALS OF ACCOUNTING (3)** LEC. 3. Principles of financial and managerial accounting. Not open to undergraduates majoring in Business. Credit will not be given for both ACCT 2110 and ACCT 2810.

**ACCT 3210 ACCOUNTING FOR DECISION MAKING (3)** LEC. 3. Pr. ACCT 2110 or ACCT 2113 or ACCT 2117. A study of how cost data for products, projects, or services are recorded, analyzed, and used for decision making. Junior standing applies to ACCT 3210. ACCT 3210 is limited to students in the BSBA Online completer program.

**ACCT 3310 BUSINESS PROCESSES AND INTERNAL CONTROLS (3)** LEC. 3. Pr. ACCT 2110 or ACCT 2113 or ACCT 2117. Developing knowledge of business processes, accounting for those business processes, and the internal controls surrounding such processes, both in a manual and computerized environment. Limited to students in the BSBA Online completer program. Credit will not be given for both ACCT 3310 and ACCT 3520.

**ACCT 3810 PROFESSIONAL DEVELOPMENT IN ACCOUNTANCY (1)** LEC. 1. SU. Pr. (P/C ACCT 3110 or P/C ACCT 3113 or P/C ACCT 5110) and P/C BUSI 2010. Career planning and preparation for transition from university student to accounting professional.

**ACCT 4900 DIRECTED STUDIES (1-3)** IND. SU. Advanced individual research and study in accounting under the direction of a faculty member. Course may be repeated for a maximum of 6 credit hours.

**ACCT 4920 ACCOUNTING INTERNSHIP (1-6)** DSL/LEC. SU. Internship opportunity with an accounting firm, corporation, or governmental entity. Course may be repeated for a maximum of 6 credit hours.

**ACCT 5110 INTERMEDIATE ACCOUNTING I (3)** LEC. 3. Pr. ACCT 2110 or ACCT 2113 or ACCT 2117. Accounting principles and theory including accounting for current assets, liabilities, and investments. Junior standing applies to ACCT 5110. ACCT 5113 is limited to students accepted to online accounting program.

**ACCT 5120 INTERMEDIATE ACCOUNTING II (3)** LEC. 3. Pr. ACCT 3110 or ACCT 3113 or ACCT 5110. Grade of C or better. Continuation of ACCT 5110, with emphasis on fixed assets, capital structure, and cash flows. Junior standing applies to ACCT 5120. ACCT 5123 is limited to students accepted to online accounting program.

**ACCT 5130 ADVANCED ACCOUNTING TOPICS (3)** LEC. 3. Pr. ACCT 3120 or ACCT 3123 or ACCT 5120. Emphasis on advanced accounting topics including business combinations, foreign currency transactions, derivatives, and other advanced financial topics.

**ACCT 5140 SPECIAL TOPICS IN ACCOUNTING (3)** LEC. 3. Pr. ACCT 3120 or ACCT 3123 or ACCT 5120. A study of current issues in accounting theory and practice. Topics include regulations and economic and technological developments.

**ACCT 5150 CURRENT ISSUES IN ACCOUNTING (3)** LEC. 3. Pr. P/C ACCT 5110. Departmental approval. Examination of current issues in the accounting profession.

**ACCT 5210 COST ACCOUNTING (3)** LEC. 3. Pr. ACCT 2110 or ACCT 2113 or ACCT 2117. A study of how cost data for products, projects, or services are recorded, analyzed, and used for decision making. Junior standing applies to ACCT 5210.

**ACCT 5300 AUDITING AND ASSURANCE SERVICES (3)** LEC. 3. Pr. ACCT 3110 or ACCT 5110. Principles of auditing standards, ethics, controls, evidence, sampling, and audit reports.

**ACCT 5410 INCOME TAX I (3)** LEC. 3. Pr. ACCT 3110 or ACCT 3113 or ACCT 5110. Principles of federal taxation as it applies to individuals and property transactions.

**ACCT 5420 INCOME TAX II (3)** LEC. 3. Pr. ACCT 4410 or ACCT 4413 or ACCT 5410. Tax accounting for individuals, partnerships, corporations, estates, and trusts. Extensive use of a tax-service program. ACCT 5423 is limited to students accepted to online accounting program.

**ACCT 5510 ACCOUNTING INFORMATION SYSTEMS (3)** LEC. 3. Pr. P/C ACCT 3110 or P/C ACCT 3113 or P/C ACCT 5110. Developing knowledge of business processes, accounting for those business processes, and the internal controls surrounding such processes, both in a manual and computerized environment.

**ACCT 5520 ACCOUNTING ANALYTICS (3)** LEC. 3. Pr. (ACCT 3110 or ACCT 3113 or ACCT 5110) and (CTCT 3250 or CTCT 3253) and (P/C ACCT 3520 or P/C ACCT 3523 or P/C ACCT 5510). Students will learn to analyze data and solve accounting based problems using advanced spreadsheet techniques, database management systems and other analysis tools.

**ACCT 5610 GOVERNMENTAL AND NOT-FOR-PROFIT ACCOUNTING (3)** LEC. 3. Pr. ACCT 3120 or ACCT 3123 or ACCT 5120. Accounting for governmental and not-for-profit entities. Focus on effective use of resources.

**ACCT 5620 ISSUES IN INTERNATIONAL ACCOUNTING (3)** LEC. 3. Pr. P/C ACCT 5110. Departmental approval. Accounting issues concerning international business activity.

**ACCT 5700 ADVANCED BUSINESS LAW (3)** LEC. 3. Pr. ACCT 2700. Legal principles concerning secured transactions, bankruptcy, trusts and estates, partnership law, property, corporations, accountant's legal liability, and negotiable instruments. ACCT 5703 is limited to students accepted to online accounting program.

**ACCT 5810 CORPORATE GOVERNANCE & ACCOUNTING ETHICS (3)** LEC. 3. Pr. ACCT 3120 or ACCT 3123 or ACCT 5120. Analyzing the impact of corporate governance and accounting ethics on business transactions.

**ACCT 6110 INTERMEDIATE ACCOUNTING I (3)** LEC. 3. Accounting principles and theory including accounting for current assets, liabilities, and investments.

**ACCT 6120 INTERMEDIATE ACCOUNTING II (3)** LEC. 3. Pr. ACCT 3110 or ACCT 3113 or ACCT 5110 or ACCT 6110 or ACCT 6116. Continuation of ACCT 6110/6116, with emphasis on fixed assets, capital structure, and cash flows.

**ACCT 6130 ADVANCED ACCOUNTING TOPICS (3)** LEC. 3. Pr. ACCT 3120 or ACCT 3123 or ACCT 5120 or ACCT 6120 or ACCT 6126. Emphasis on advanced accounting topics including business combinations, foreign currency transactions, derivatives, and other advanced financial topics.

**ACCT 6150 CURRENT ISSUES IN ACCOUNTING (3)** LEC. 3. Pr. ACCT 5110. Departmental approval. Examination of current issues in the accounting profession.

**ACCT 6210 COST ACCOUNTING (3)** LEC. 3. Pr. ACCT 2110 or ACCT 2113 or ACCT 2117. A study of how cost data for products, projects, or services are recorded, analyzed, and used for decision making.

**ACCT 6300 AUDITING AND ASSURANCE SERVICES (3)** LEC. 3. Pr. ACCT 3110 or ACCT 5110 or ACCT 6110. Principles of auditing standards, ethics, controls, evidence, sampling, and audit reports.

**ACCT 6410 INCOME TAX I (3)** LEC. 3. Pr. ACCT 3110 or ACCT 3113 or ACCT 5110 or ACCT 6110 or ACCT 6116. Principles of federal taxation as it applies to individuals and property transactions.

**ACCT 6420 INCOME TAX II (3)** LEC. 3. Pr. ACCT 4410 or ACCT 4413 or ACCT 5410 or ACCT 6410 or ACCT 6416. Tax accounting for individuals, partnerships, corporations, estates and trusts. Extensive use of a tax-service program.

**ACCT 6510 ACCOUNTING INFORMATION SYSTEMS (3)** LEC. 3. Pr. ACCT 3110 or ACCT 3113 or ACCT 5110 or P/C ACCT 6110 or P/C ACCT 6116. Developing knowledge of business processes, accounting for those business processes, and the internal controls surrounding such processes, both in a manual and computerized environment.

**ACCT 6520 ACCOUNTING ANALYTICS (3)** LEC. 3. Pr. (ACCT 3110 or ACCT 3113 or ACCT 5110 or ACCT 6110 or ACCT 6116) and (ACCT 3520 or ACCT 3523 or ACCT 5510 or ACCT 5513 or ACCT 6510 or ACCT 6516). Students will learn to analyze data and solve accounting based problems using advanced spreadsheet techniques, database management systems and other analysis tools.

**ACCT 6610 GOVERNMENTAL AND NOT-FOR-PROFIT ACCOUNTING (3)** LEC. 3. Pr. ACCT 3120 or ACCT 3123 or ACCT 5120 or ACCT 6120. Accounting for governmental and not-for-profit entities. Focus on effective use of resources.

**ACCT 6620 ISSUES IN INTERNATIONAL ACCOUNTING (3)** LEC. 3. Pr. ACCT 5110. Departmental approval. Accounting issues concerning international business activity.

**ACCT 6700 ADVANCED BUSINESS LAW (3)** LEC. 3. Pr. ACCT 2700. Legal principles concerning secured transactions, bankruptcy, trusts and estates, partnership law, property, corporations, accountant's legal liability, and negotiable instruments.

**ACCT 6810 CORPORATE GOVERNANCE & ACCOUNTING ETHICS (3)** LEC. 3. Pr. ACCT 3120 or ACCT 3123 or ACCT 5120 or ACCT 6120 or ACCT 6126. Analyzing the impact of corporate governance and accounting ethics on business transactions.

**ACCT 7110 RESEARCH IN ACCOUNTING (3)** LEC. 3. Pr. ACCT 3120 or ACCT 3123 or ACCT 5120 or ACCT 6120. Departmental approval. An evaluation, critique, and application of financial accounting theory to current reporting problems using current research tools and resources.

**ACCT 7130 FINANCIAL ANALYSIS & VALUATION (3)** LEC. 3. Pr. ACCT 3120 or ACCT 3123 or ACCT 5120 or ACCT 6120. Financial analysis to support managerial, investor, and creditor decision-making, forecasting financial statements and earnings, and applying valuation models to accounting measurement and investment decisions.

**ACCT 7210 ACCOUNTING FOR DECISION MAKING AND CONTROL (3)** LEC. 3. Pr. ACCT 3210 or ACCT 3213 or ACCT 5210 or ACCT 5213 or ACCT 6210 or ACCT 6216. Departmental approval. Relationship between management accounting and information systems and analysis of costs.

**ACCT 7300 ADVANCED AUDITING AND ASSURANCE SERVICES (3)** LEC. 3. Pr. ACCT 4310 or ACCT 4313 or ACCT 5300 or ACCT 5303 or ACCT 6300 or ACCT 6306. Advanced topics in auditing and assurance services.

**ACCT 7320 FRAUD EXAMINATION (3)** LEC. 3. Pr. ACCT 4310 or ACCT 4313 or ACCT 5300 or ACCT 5303 or ACCT 6300 or ACCT 6306. Learning how and why occupational fraud is committed and how fraudulent conduct is deterred, investigated, and resolved.

**ACCT 7410 FEDERAL TAX RESEARCH (3)** LEC. 3. Pr. ACCT 5420 or ACCT 5423 or P/C ACCT 6420 or ACCT 6426. Departmental approval. Sources of authority used in federal tax research and survey of tax policy issues.

**ACCT 7420 CORPORATE AND PARTNERSHIP TAXATION (3)** LEC. 3. Pr. ACCT 5420 or ACCT 5423 or ACCT 6420 or ACCT 6426. Tax issues involving corporations and partnership.

**ACCT 7510 INTEGRATED ACCOUNTING APPLICATIONS (3)** LEC. 3. Pr. ACCT 3530 or ACCT 3533 or ACCT 5520 or ACCT 5523 or ACCT 6520 or ACCT 6526. Design and analysis of accounting information systems and relational databases.

**ACCT 7520 ENTERPRISE ACCOUNTING SYSTEMS (3)** LEC. 3. Departmental approval. Design, analysis and use of Enterprise accounting systems.

**ACCT 7710 PROFESSIONAL DEVELOPMENT (0)** IND. Professional development topics and events for Master of Accountancy students. Course may be repeated for a maximum of 10 credit hours.

**ACCT 7970 ADVANCED SPECIAL TOPICS IN ACCOUNTING (3)** LEC. 3. Departmental approval. Industry issues in accounting.



## Business Admin Courses

**BUSI 1010 PROFESSIONAL AND CAREER DEVELOPMENT IN BUSINESS I (1)** LEC. 1. Introduction to career readiness including exploration and discovery of career interests and values, with an emphasis on personal and professional development opportunities that enhance career preparedness.

**BUSI 2010 PROFESSIONAL AND CAREER DEVELOPMENT IN BUSINESS II (1)** LEC. 1. Articulation and creation of personal branding through learning job search essentials including resumes, cover letters, social media, interviewing, networking, and internships.

**BUSI 2100 ORAL COMMUNICATION FOR BUSINESS (1)** LEC. 1. Theories and techniques of strong oral communication skills, with real-world applications for business.

**BUSI 2900 DIRECTED STUDIES (1-3)** IND. SU. Independent study option for freshmen and sophomores in the College of Business for students who seek general or free elective credit. Course may be repeated for a maximum of 3 credit hours.

**BUSI 3010 PROFESSIONAL DEVELOPMENT IN BUSINESS III (1)** LEC. 1. Pr. P/C BUSI 2010. Preparation for conducting an intern/career position job search. Develop career planning and job search skills.

**BUSI 3250 INTERNATIONAL BUSINESS (3)** LEC. 3. Beginning with a foundation in the movement of goods, services, people, money, technology, and information across borders students will learn how culture, social issues, economic, regulatory, legal and political factors impact businesses and consumers alike. A running theme will be the diversity of environments and people that impact international business.

**BUSI 3257 INTERNATIONAL BUSINESS (3)** DSL/LEC. Beginning with a foundation in the movement of goods, services, people, money, technology, and information across borders students will learn how culture, social issues, economic, regulatory, legal and political factors impact businesses and consumers alike. A running theme will be the diversity of environments and people that impact international business.

**BUSI 3510 INTRODUCTION TO BUSINESS AND ENGINEERING (3)** LEC. 3. Principles of business and engineering issues in new product and business development.

**BUSI 3520 INTEGRATING BUSINESS AND ENGINEERING THEORIES WITH PRACTICE (3)** LEC. 2. LAB. 3. Case study problems from business and engineering practice.

**BUSI 3560 LEADERSHIP FOR BUSINESS AND ENGINEERS (1)** LEC. 1. Overview of leadership concepts and skills.

**BUSI 4010 PROFESSIONAL AND CAREER DEVELOPMENT IN BUSINESS IV (1)** LEC. 1. Execution of career readiness concepts, integrating ethical leadership and decision making in order to assist in the transition from the classroom to the workforce.

**BUSI 4920 BUSINESS INTERNSHIP (1-3)** AAB/INT. SU. Internship option for students to gain work experience who seek general or free elective credit. Approval of instructor prior to internship, and completion of or current enrollment in two or more of the following: ACCT 2110, ECON 2020, ECON 2030, FINC 3610, MNGT 3100, or MKTG 3310. Course may be repeated for a maximum of 3 credit hours.

**BUSI 4970 SPECIAL TOPICS IN BUSINESS (3)** LEC. 3. Coreq. BUSI 4540. A special topics course to encompass a variety of interdisciplinary business topics. Course may be repeated for a maximum of 6 credit hours.

**BUSI 5540 ENTREPRENEURSHIP AND STRATEGIC MANAGEMENT OF TECHNOLOGY AND INNOVATION (4)** LEC. 4. Pr. (BUSI 3510 or ENGR 3510) and (BUSI 3520 or ENGR 3520). Acceptance into the BET minor program. Develop student skills for starting a new business and making strategic decisions concerning technology.

**BUSI 5550 PRODUCT/PROCESS DESIGN AND DEVELOPMENT I (2)** LEC. 2. Must be enrolled in BET minor. Processes to develop and present design proposal for cooperating industry.

**BUSI 5560 PRODUCT/PROCESS DESIGN AND DEVELOPMENT II (3)** LEC. 1. LAB. 6. Pr. (ENGR 5540 or BUSI 5540). Must be admitted to BET minor. Cross-functional team design projects for sponsoring industry.

**BUSI 6540 ENTREPRENEURSHIP AND STRATEGIC MANAGEMENT OF TECHNOLOGY AND INNOVATION (4)** LEC. 4. Develop student skills for starting a new business and making strategic decisions concerning technology. May count either BUSI 5540 or BUSI 6540.

**BUSI 6550 PRODUCT/PROCESS DESIGN AND DEVELOPMENT I (2)** LEC. 2. Develop student skills for starting a new business and making strategic decisions concerning technology.

**BUSI 6560 PRODUCT/PROCESS DESIGN AND DEVELOPMENT II (3)** LEC. 6. LAB. 1. Pr. (BUSI 5540 or ENGR 6540) and (BUSI 5970 or ENGR 6970). Cross-functional team design projects for sponsoring industry.

**BUSI 7110 FINANCIAL ANALYSIS (3)** LEC. 3. Departmental approval. Integrated course combining financial accounting and corporate finance for MBA students.

**BUSI 7120 QUANTITATIVE ANALYSIS FOR BUSINESS DECISIONS (3)** LEC. 3. Departmental approval. Integrated course in statistical methods and management science for MBA students.

**BUSI 7130 STRATEGIC ANALYSIS AND THE COMPETITIVE ENVIRONMENT (3)** LEC. 3. Departmental approval. Integrated course covering business strategy and the external environment in a global context.

**BUSI 7140 ORGANIZATIONAL LEADERSHIP, ETHICS AND CHANGE (3)** LEC. 3. Departmental approval. Integrated course covering individual and group behavior in organizations, effective team building, motivation, and communications, ethical behavior, and leading organizations through change. May count either BUSI 7140 or BUSI 7146.

**BUSI 7150 OPERATIONAL EXCELLENCE THROUGH SUPPLY CHAIN AND QUALITY MANAGEMENT (3)** LEC. 3. An examination of the strategic roles of supply chain and quality management in the creation of outstanding product and service operations. Departmental approval. May count either BUSI 7150 or BUSI 7156.

**BUSI 7160 ADVANCED PROFESSIONAL DEVELOPMENT (1)** LEC. 1. This course prepares students for career success by focusing on self-assessment, industry/job/company research, personal brand identification, resumes and cover letters, interviewing, career and company research, presentation skills, and benefits and negotiation. Course may be repeated for a maximum of 3 credit hours.

**BUSI 7210 STRATEGIC MARKETING MANAGEMENT (3)** LEC. 3. Departmental approval. Covers key aspects of marketing, including product, pricing, distribution, and promotion strategies. Emphasis is placed on marketing analysis and strategy development.

**BUSI 7220 INFORMATION TECHNOLOGY FOR COMPETITIVE ADVANTAGE (3)** LEC. 3. Examines the strategic role information technology plays in influencing competitive advantage. Departmental approval. May count either BUSI 7220 or BUSI 7226.

**BUSI 7230 COST ANALYSIS AND SYSTEMS (3)** LEC. 3. Departmental approval. Integrates production and cost theory from economics with managerial and cost accounting theory and systems for MBA

**BUSI 7250 INTERNATIONAL BUSINESS OPERATIONS (3)** LLB. Departmental approval. Examines the economic, financial, legal, political, social, and cultural factors impacting international business operations. Participation in a specified global experience is a requirement of this course.

**BUSI 7310 INTEGRATED BUSINESS PROJECT AND CASE ANALYSIS (3)** LEC. 3. Integrates knowledge gained from MBA classes and applies that knowledge to address actual business problems. Departmental approval. May count either BUSI 7310 or BUSI 7316.

**BUSI 7920 MBA INTERNSHIP (0-6)** DSL. SU. Departmental approval. Internship for MBA students in business organizations. Course may be repeated for a maximum of 6 credit hours.

**BUSI 7970 SPECIAL TOPICS IN BUSINESS ADMINISTRATION (1-3)** AAB. Departmental approval. Specialized topics in business administration not otherwise covered in existing courses. Course may be repeated for a maximum of 6 credit hours.

## Business Analytics Courses

**BUAL 2600 BUSINESS ANALYTICS I (3)** LEC. 3. Pr. (MATH 1610 or MATH 1617 or MATH 1680 or MATH 1683). Introduction to analytics in business including use of data to make business decisions, basic predictive business modeling, and communication of analytical results.

**BUAL 2650 BUSINESS ANALYTICS II (3)** LEC. 3. Pr. BUAL 2600 or STAT 2610 or STAT 2010 or STAT 2017 or STAT 2510 or STAT 3010 or STAT 2513. A second course in quantitative analysis in business including statistical inference, classification analysis, predictive modeling, forecasting, introduction to data mining.

**BUAL 3010 PROFESSIONAL DEVELOPMENT IN BUSINESS ANALYTICS (1)** LEC. 1. SU. Pr. P/C BUAL 2650 and P/C BUSI 2010. Career planning and preparation for employment as an analytics professional.

**BUAL 4910 PRACTICUM (1-3)** PRA. SU. Supervised practical application of business analytics theory and methods. Course may be repeated for a maximum of 3 credit hours.

**BUAL 4920 BUSINESS ANALYTICS INTERNSHIP (1-6)** INT. SU. The internship program represents an opportunity for students to be exposed to analytics environments first-hand and to integrate this experience with their formal education. The practical nature of the internship facilitates the educational process and provides valuable work experience. Course may be repeated for a maximum of 6 credit hours.

**BUAL 5600 PRINCIPLES OF PREDICTIVE MODELING (3)** DSL/LEC. Pr. BUAL 2650. Introduction to linear models including multiple linear regression and model building in business decision making and applications. Credit will not be given for both BUAL 5600 and BUAL 6600/6606.

**BUAL 5610 PREDICTIVE MODELING FOR BUSINESS DECISIONS (3)** DSL/LEC. Pr. BUAL 2650. Basic data mining techniques including neural networks, decision trees, clustering algorithms, linear programs, text and web mining in business setting. Credit will not be given for both BUAL 5610 and BUAL 6610/6616.

**BUAL 5650 BUSINESS DATA MANAGEMENT AND ACQUISITION (3)** LEC. 3. Pr. BUAL 2600 or BUAL 2603. Management and governance of the big data environment that is necessary to support extracting, merging, and preparing large data sets for analysis.

**BUAL 5660 DESCRIPTIVE ANALYTICS FOR BUSINESS DECISIONS (3)** LEC. 3. Pr. BUAL 2600 or BUAL 2603. Advanced topics in big data management, with emphasis on various technical environments used in the big data environment. Credit will not be given for both BUAL 5660 and BUAL 6660/6666.

**BUAL 5700 BIG DATA INFRASTRUCTURE AND APPLICATIONS (3)** LEC. 3. Pr. ISMN 5650. Advanced topics related to big data infrastructure and using these technologies to create data science applications. The course provides deep understanding of various state-of-art data science approaches using different distributed and (or) cloud computing environments. Credit will not be given for both BUAL 5700 and BUAL 6700/6706.

**BUAL 5710 ADVANCED DATA AND TEXT ANALYTICS (3)** LEC. 3. Pr. (BUAL 5700 or BUAL 6700 or BUAL 6706) and (P/C BUAL 5660 or P/C BUAL 6660 or P/C BUAL 6666). This course covers advanced approaches used for writing crawlers and spiders, text analytics, sentiment analysis, social media analytics, network analytics, and deep learning for solving business and organizational problems. The course provides conceptual and hand-on understanding of such state-of-art analytics approaches using various python libraries. Knowledge of python programming is necessary to do well in the course.

**BUAL 5860 COMMUNICATING QUANTITATIVE RESULTS IN BUSINESS (3)** LEC. 3. Pr. BUAL 5610 and BUAL 5660. A case-based, project-oriented approach to business decision making based on company's mission and strategic objectives. Credit will not be given for both BUAL 5860 and BUAL 6860/6866.

**BUAL 5900 DIRECTED STUDIES (1-3)** IND. SU. Faculty led individualized or group-oriented in-depth study of a topic in business analytics. May include literary research, algorithm development, programming, data analysis, or a combination of these. Course may be repeated for a maximum of 6 credit hours.

**BUAL 5960 SPECIAL PROBLEMS (3)** DSL. This course may be either a self-learning course or a lecture course designed to enhance the student's knowledge of a selected topic. If self-learning, the course will be designed individually for each student with agreement between the student and the professor. Coursework may include traditional exams, readings, papers, or more specific projects and tasks depending on the material and the course objectives. Course may be repeated for a maximum of 6 credit hours.

**BUAL 6600 PRINCIPLES OF PREDICTIVE MODELING (3)** DSL/LEC. Pr. BUAL 2650. Introduction to linear models including multiple linear regression and model building in business decision making and applications. Credit will not be given for both BUAL 5600 and BUAL 6600/6606.

**BUAL 6610 PREDICTIVE MODELING FOR BUSINESS DECISIONS (3)** DSL/LEC. Basic data mining techniques including neural networks, decision trees, clustering algorithms, linear programs, text and web mining in business setting. Credit will not be given for both BUAL 5610 and BUAL 6610/6616.

**BUAL 6650 BUSINESS DATA MANAGEMENT AND ACQUISITION (3)** LEC. 3. Managing, governing, extracting, merging, and preparing large data sets for analysis.

**BUAL 6660 DESCRIPTIVE ANALYTICS FOR BUSINESS DECISIONS (3)** LEC. 3. Advanced topics in big data management, with emphasis on loading and cleansing the data for analysis. May count either BUAL 5660 or BUAL 6660/6666.



**BUAL 6700 BIG DATA INFRASTRUCTURE AND APPLICATIONS (3)** LEC. 3. Pr. ISMN 5650 or ISMN 6650 or ISMN 6656. This course covers advanced topics related to big data infrastructure and using these technologies to create data science applications. The course provides deep understanding of various state-of-art data science approaches using different distributed and (or) cloud computing environments. Credit will not be given for both BUAL 5700 and BUAL 6700/6.

**BUAL 6710 ADVANCED DATA AND TEXT ANALYTICS (3)** LEC. 3. Pr. (BUAL 5700 or BUAL 6700 or BUAL 6706) and (P/C BUAL 5660 or P/C BUAL 6660 or P/C BUAL 6666). This course covers advanced approaches used for writing crawlers and spiders, text analytics, sentiment analysis, social media analytics, network analytics, and deep learning for solving business and organizational problems. The course provides conceptual and hand-on understanding of such state-of-art analytics approaches using various python libraries. Knowledge of python programming is necessary to do well in the course.

**BUAL 6800 DATA VISUALIZATION (3)** DSL/LEC. This course is designed as a graduate level class in which graduate students will learn the various elements and techniques of data visualization. The focus of the course will be to learn the challenges of big data and how effective utilization of data visualization techniques can help with decision making. Course will cover the principles of effective visualization designs as well as get hands on experience with developing dashboards and present analysis in other visual formats.

**BUAL 6860 COMMUNICATING QUANTITATIVE RESULTS IN BUSINESS (3)** LEC. 3. Pr. BUAL 6610 or BUAL 6616. A case-based, project-oriented approach to business decision making based on company's mission and strategic objectives. Credit will not be given for both BUAL 5860 and BUAL 6860/6866.

**BUAL 6900 DIRECTED STUDIES (3)** IND. 3. SU. This course is a self-learning course designed to enhance the student's knowledge of a selected topic. The course will be designed individually for each student with agreement between the student and the professor. Coursework may include traditional exams, readings, papers, or more specific projects and tasks depending on the material and the goal of the student. Course may be repeated for a maximum of 9 credit hours.

**BUAL 6960 SPECIAL PROBLEMS (3)** IND. 3. This course is a self-learning course designed to enhance the student's knowledge of a selected topic. The course will be designed individually for each student with agreement between the student and the professor. Coursework may include traditional exams, readings, papers, or more specific projects and tasks depending on the material and the goal of the student. Course may be repeated for a maximum of 9 credit hours.

## Entrepreneurship Family Bus Courses

**ENFB 3140 ESSENTIALS OF ENTREPRENEURSHIP (3)** LEC. 3. Pr. ECON 2030 or ECON 2033 or ECON 2037. The application of basic business principles to the entrepreneurial environment. May count either ENFB 3140 or ENFB 4140.

**ENFB 4160 FAMILY BUSINESS MANAGEMENT (3)** LEC. 3. Pr. ENFB 3140 or ENFB 4140. Study of aspects of managing an established family business, on a day-to-day basis, and of planning for succession to the next generation.

**ENFB 4170 MANAGING ENTREPRENEURIAL START-UPS (3)** LEC. 3. Pr. ENFB 3140 or ENFB 4140. Study of aspects of managing and marketing concepts and processes that can be utilized to launch new ventures or a new division within an existing business.

**ENFB 4180 GROWTH STRATEGIES FOR EMERGING COMPANIES (3)** LEC. 3. Pr. ENFB 3140 or ENFB 4140. Study of the important aspects of starting and managing a franchise business.

**ENFB 4190 NEW VENTURE CREATION (3)** LEC. 3. Pr. ENFB 3140 or ENFB 4140. Analysis of industrial, competitive, market and financial aspects of starting a business.

**ENFB 4200 BUSINESS PLAN FOR THE NEW VENTURE (3)** LEC. 3. Pr. ENFB 3140 or ENFB 4140. Application of business principles to a practical, hands-on project.

**ENFB 4210 CORPORATE VENTURING-ENTREPRENEURS IN ORGANIZATIONS (3)** LEC. 3. Pr. ENFB 3140 or ENFB 4140. Study of the entrepreneurial process as it applies to the operations of a department or functional area within an established organization.

**ENFB 4920 INTERNSHIP (1-6)** INT. Pr. 2.50 GPA. Approval by departmental internship program committee. Course may be repeated for a maximum of 6 credit hours.

**ENFB 4950 SEMINAR IN ENTREPRENEURSHIP AND FAMILY BUSINESS (3)** LEC. 3. Pr. ENFB 3140. This seminar covers emerging issues in entrepreneurship. Prerequisite: ENFB 3140 or Departmental Approval. Course may be repeated for a maximum of 6 credit hours.

**ENFB 5900 DIRECTED STUDIES (1-3)** IND. SU. Independent study on current topics in management. Course may be repeated for a maximum of 6 credit hours.

**ENFB 5960 SPECIAL PROBLEMS (1-3)** IND. Independent study investigating current literature in management. Course may be repeated for a maximum of 6 credit hours.

**ENFB 6900 DIRECTED STUDIES (1-3)** IND. SU. Independent study on current topics in management. Course may be repeated for a maximum of 3 credit hours.

**ENFB 6960 SPECIAL PROBLEMS (3)** DSL/IND. Departmental approval. General management theories, practices, and functions in industry and business. Individual work with a designated faculty member. Course may be repeated for a maximum of 6 credit hours.

## Finance Courses

**FINC 2400 PERSONAL FINANCE (3)** LEC. 3. Plans for managing personal financing problems involving insurance, housing, household budgeting, investments, personal and bank loans, personal credit and time value of money.

**FINC 3010 PROFESSIONAL DEVELOPMENT IN FINANCE (1)** LEC. 1. SU. Pr. (P/C FINC 3610 or FINC 3613 or FINC 3617) and P/C BUSI 2010. Career planning and preparation for employment in the finance industry.

**FINC 3100 FUNDAMENTALS OF GLOBAL TRADE (3)** LEC. 3. COB academic standards. Export management skills, including basic global supply chain management and trade finance. Junior standing.

**FINC 3200 RISK AND INSURANCE (3)** LEC. 3. Essentials of risk management, with emphasis on the use of insurance, including the characteristics of property, liability, life and health insurance. Junior standing.

**FINC 3250 PRINCIPLES OF REAL ESTATE (3)** LEC. 3. Fundamental principles and practices as applied to the purchase, sale and lease and management of real estate. Junior standing.

**FINC 3610 PRINCIPLES OF BUSINESS FINANCE (3)** LEC. 3. Pr. ACCT 2110 or ACCT 2117 or ACCT 2810 or ACCT 3110 or ACCT 3113 or ACCT 2813. Corporate finance from the perspective of a financial manager. Topics include time value of money, valuation, and capital budgeting. May count either FINC 3610 or FINC 3810.

**FINC 3617 HONORS PRINCIPLES OF BUSINESS FINANCE (3)** LEC. 3. Pr. Honors College. ACCT 2117. Corporate finance from the perspective of a financial manager. Topics include financial planning and forecasting cash budgeting, capital budgeting, basic valuation, dividends. Fall, Spring. Junior standing.

**FINC 3620 SMALL BUSINESS FINANCE (3)** LEC. 3. Pr. FINC 3610 or FINC 3613 or FINC 3617. Financial control, financial forecasting, working capital and sources of financing in a small and closely-held business environment.

**FINC 3630 ADVANCED BUSINESS FINANCE (3)** LEC. 3. Pr. (FINC 3610 or FINC 3613 or FINC 3617) and (BUAL 2600 or STAT 2010 or STAT 2017 or STAT 2510 or STAT 2513 or STAT 2610 or STAT 3010 or STAT 3610). C or better in FINC 3610. In-depth analysis of financial concepts including valuation capital budgeting, cost of capital, leasing, financial analysis, and capital structure.

**FINC 3640 INVESTMENTS (3)** LEC. 3. Pr. FINC 3610 or FINC 3613 or FINC 3617. Types of investment security markets, investment instruments, concepts and strategies for institutional and individual investors.

**FINC 3700 FINANCIAL MARKETS INSTITUTIONS (3)** LEC. 3. Pr. FINC 3610 or FINC 3613 or FINC 3617. Overview of the financial system, organization and regulation of financial markets and institutions, the behavior and structure of interest rates.

**FINC 3750 FINANCIAL MODELING (3)** LEC. 45. Pr. P/C FINC 3630 and P/C FINC 3640. Application of financial management and investments concepts through Excel modeling. Topics include capital budgeting, capital asset pricing, cost of capital, stock and bond valuation. Advanced topics include DCF modeling, portfolio optimization and VBA.

**FINC 3810 FOUNDATIONS OF BUSINESS FINANCE (3)** LEC. 3. Pr. ACCT 2810 or ACCT 2813 or ACCT 2110 or ACCT 2117. Foundations of Business Finance is a broad based introductory course that will focus on finance functions and applications of finance principles. This course is not open to undergraduates majoring in business. Junior standing. May count either FINC 3610 or FINC 3810.

**FINC 4210 PROPERTY AND LIABILITY INSURANCE (3)** LEC. 3. Pr. FINC 3200. Commercial risks and the insurance contracts used to address these risks.

**FINC 4410 FIXED INCOME (3)** LEC. 3. Pr. FINC 3640. Overview of fixed income characteristics, markets, and trading. Topics include Treasuries, yield curves, corporate bond analysis, asset-backed securities, municipal bonds, preferred stock, money market instruments, measuring interest rate risk with duration and convexity, and bond portfolio management.

**FINC 4630 FINANCIAL STRATEGY (3)** LEC. 3. Pr. (ACCT 3110 or ACCT 3113 or ACCT 5110 or ACCT 6110) and (FINC 3630 or FINC 3633). The advanced application of corporate finance through case analysis, company analysis, and current topics.

**FINC 4650 FINANCIAL STATEMENT ANALYSIS (3)** LEC. 3. Pr. FINC 3610 or FINC 3613 or FINC 3617. Evaluation and assessment of financial condition, performance, and reporting strategies of firms using relevant financial and market information.

**FINC 4660 SECURITY ANALYSIS (3)** LEC. 3. Pr. (ACCT 3110 or ACCT 3113 or ACCT 5110 or ACCT 6110) and (FINC 3630 or FINC 3633) and FINC 3640. Analysis, techniques and selection of securities to meet specific investment objectives. Focus on individual security analysis and portfolio management.

**FINC 4700 MANAGEMENT OF FINANCIAL INSTITUTIONS (3)** LEC. 3. Pr. FINC 3700. Management strategies for firms including management of credit, liquidity, capital and interest rate risks in a regulated environment.

**FINC 4720 FINANCIAL SECTOR REGULATION AND SUPERVISION (3)** LEC. 3. Pr. FINC 3700. The course will facilitate understanding of regulatory and supervisory oversight tools used by financial sector regulators to control new and emerging issues/risks facing financial institutions and markets, and how financial institutions and markets manage and operate to in light of these regulatory and supervisory requirements.

**FINC 4750 ADVANCED FINANCIAL MODELING (3)** LEC. 3. Pr. FINC 3750 and (FINC 4650 or FINC 4653). Departmental approval. The course teaches advanced financial modeling and valuation, including public and acquisition comparables, discounted cash flows, merger consequences and leveraged buyout analysis.

**FINC 4760 ADVANCED SECURITY ANALYSIS (3)** LEC. 3. Pr. FINC 4750. Departmental approval. The course focuses on the comprehensive analysis of individual securities for potential inclusion in an actively managed investment portfolio. The course will cover the basics of traditional financial statement and valuation analysis in addition to macro-economic analysis, political analysis, technical analysis, derivatives, history of financial markets, commodities, competitive analysis, fixed income analysis, and trading.

**FINC 4780 ADVANCED PORTFOLIO MANAGEMENT (3)** LEC. 3. Pr. FINC 4760. The course teaches students to analyze financial problems and develop sophisticated financial models for modern portfolio management.

**FINC 4900 DIRECTED STUDIES (1-3)** IND. SU. Departmental approval. Advanced individual research and study in finance under the direction of a faculty member. Course may be repeated for a maximum of 6 credit hours.

**FINC 4920 INTERNSHIP (1-6)** AAB/INT. SU. Departmental approval. The internship program offers the opportunity to gain relevant and meaningful work experience. Course may be repeated for a maximum of 9 credit hours.

**FINC 4970 SPECIAL TOPICS (1-3)** AAB. Departmental approval. Specialized topics and current developments and innovations in finance. Course may be repeated for a maximum of 6 credit hours.

**FINC 4997 HONORS THESIS (1-6)** IND. Pr. Honors College. Departmental approval.. Course may be repeated for a maximum of 6 credit hours.

**FINC 5250 REAL ESTATE FINANCE (3)** LEC. 3. Pr. FINC 3250 and (FINC 3610 or FINC 3613 or FINC 3617). This class presents the fundamental concepts of real estate finance. Students will study the institutions and instruments of real estate finance, factors affecting the flow of funds into various real estate markets, and how lenders assess risks and price their loans. The ultimate investment outlets for many of the financing products studied in the course are also covered in some detail. Real estate basics will be briefly reviewed. The main focus will be on the legal, economic, institutional, quantitative, and strategic elements of the real estate financing process for both residential and commercial properties.

**FINC 5260 REAL ESTATE INVESTMENT (3)** LEC. 3. Pr. (FINC 3610 or FINC 3613 or FINC 3617) and FINC 3250. Analysis and evaluation of real estate investments including cash flow measurement for both residential and commercial investment projects.

**FINC 5510 MULTINATIONAL FINANCIAL MANAGEMENT (3)** LEC. 3. Pr. FINC 3610 or FINC 3613 or FINC 3617. Advantages and problems associated with the modern multinational corporation, including analysis of currency risk, hedging, and political risk.

**FINC 5670 MERGERS, ACQUISITIONS, AND RESTRUCTURING (3)** LEC. 3. Pr. FINC 3630 or FINC 3633. Strategic analysis of corporate restructuring including valuation methods, control issues, takeover defense measures, and diversification issues. May count either FINC 5670 or FINC 6670/FINC 6676.

**FINC 5680 FINANCIAL ENGINEERING (3)** LEC. 3. Pr. FINC 3630 or FINC 3633 or FINC 3640 or FINC 3700. Examination of derivative securities with emphasis on applying derivative securities to the management of corporate financial risk.

**FINC 6250 REAL ESTATE FINANCE (3)** LEC. 3. Pr. FINC 7600 or FINC 7606 or BUSI 7110 or BUSI 7116. Departmental approval. Study of real estate markets including regulatory and legal issues, valuation of income producing property, financing sources, corporate real estate, investment performance measurement.

**FINC 6260 REAL ESTATE INVESTMENT (3)** LEC. 3. Pr. BUSI 7110 or BUSI 7116. This class presents the fundamental concepts of real estate investment analysis. Students will study lease analysis to allow for cash flow projection based on those leases. Students will use those cash flow projections in property valuation to enable a discussion of deal structuring, ownership structures, and funding sources. Real estate as an asset class will be discussed in a broader portfolio context, including REIT, mutual fund, and hedge fund investing. Coverage of those institutional investors also allows for framing real estate in a global investing context. Emerging trends will be discussed as time allows. Real estate basics will be briefly reviewed. The main focus will be on the legal, economic, institutional, quantitative, and strategic elements of real estate investing in a modern, global context.

**FINC 6510 MULTINATIONAL FINANCIAL MANAGEMENT (3)** LEC. 3. Advantages and problems associated with the modern multinational corporation, including analysis of currency risk, hedging, and political risk.

**FINC 6670 MERGERS, ACQUISITIONS AND RESTRUCTURING (3)** LEC. 3. Pr. BUSI 7110 or BUSI 7116. Strategic analysis of corporate restructuring including valuation methods, control issues, takeover defense measures, and diversification issues. Departmental approval. May count either FINC 6670 or FINC 6676.

**FINC 6680 FINANCIAL ENGINEERING (3)** LEC. 3. Pr. FINC 7600 or FINC 7606 or BUSI 7110 or BUSI 7116. Departmental approval. Theory and pricing of derivative securities with emphasis on applying derivative securities in corporate financial risk management.

**FINC 7630 HEALTH CARE FINANCE (3)** LEC. 3. Pr. (FINC 7600 or FINC 7606) or BUSI 7110 or BUSI 7116. Departmental approval. Techniques and analysis of financial management in a health care setting. Emphasis on financial planning and forecasting, budgeting, capital investment analysis in the regulated healthcare marketplace.

**FINC 7640 ADVANCED INVESTMENTS (3)** LEC. 3. Pr. (FINC 7600 or FINC 7606) or (BUSI 7110 or BUSI 7116). Departmental approval. Types of investment securities, regulation and operation of securities markets and the theory and practice of investments.

**FINC 7650 APPLIED FINANCIAL MANAGEMENT (3)** LEC. 3. Pr. (FINC 7600 or FINC 7606) or BUSI 7110. Departmental approval. The integration of financial theory with practice through spreadsheets, case analysis, company analysis, and current topics in finance.

**FINC 7660 SECURITY ANALYSIS AND MANAGEMENT (3)** LEC. 3. Pr. (FINC 7600 or FINC 7606) or (BUSI 7110 or BUSI 7116). Departmental approval. Advanced analytical methods for security valuation, managing investment portfolios, and developing appropriate investment strategies.

**FINC 7690 GLOBAL FINANCIAL MARKETS (3)** LEC. 3. Analysis and examination of financial institutions and markets in an evolving regulatory and global marketplace for financial services and products.

**FINC 7900 DIRECTED STUDIES (1-3)** IND. SU. Departmental approval. In-depth research and study under the direction of a faculty member. Topics are variable within finance and finance-related areas. Course may be repeated for a maximum of 6 credit hours.

**FINC 7970 SPECIAL TOPICS (1-3)** DSL. Departmental approval. Specialized topics in finance and finance-related areas not otherwise covered in existing courses. Course may be repeated for a maximum of 6 credit hours.

**FINC 7990 RESEARCH AND THESIS (1-10)** MST. Course may be repeated with change in topics.

**FINC 8620 THEORY OF FINANCE (3)** LEC. 3. Pr. FINC 7600 or FINC 7606 or FINC 7640 or FINC 7646. Choice under certainty and uncertainty, time-state preference models, stochastic dominance, the mean-variance criterion, and asset pricing models Miller-Modigliani propositions would be developed.

**FINC 8640 INVESTMENTS (3)** SEM. 3. Pr. FINC 8620. This course focuses on current literature in Investments. Students should develop the insights necessary to identify problems and conduct research in Investments.

**FINC 8650 SEMINAR IN CORPORATE FINANCE (3)** SEM. 3. Pr. FINC 86250. This course focuses on current literature in Corporate Finance. Students should develop the insights necessary to identify problems and conduct research in Corporate Finance.

**FINC 8690 FINANCIAL MARKETS AND INTERMEDIATION (3)** LEC. 3. Pr. FINC 8620. This course focuses on current literature in financial markets and intermediation. Students should develop the insights necessary to identify problems and conduct research in this area.

**FINC 8700 SPECIAL TOPICS IN FINANCE (3)** LEC. 3. Pr. FINC 7600 or FINC 7606 or FINC 7640 or FINC 7646. Varies according to faculty and students interests. This could be a course like Options, Futures and Derivatives, or a course with several participating faculty members discussing their own research.

**FINC 8800 SEMINAR ON FACULTY RESEARCH AND EXTENSIONS (1-3)** LEC. 3. SU. Departmental approval. Rotating faculty members will present their current published and unpublished research. Readings will be assigned. Student/faculty discussions are expected to follow the usual seminar format.

**FINC 8880 SEMINAR (1)** SEM. SU. Admission to the Ph.D. in Business with a Concentration in Finance. Seminar presentations by visiting scholars, Finance Faculty and Ph.D. students.

**FINC 8990 RESEARCH AND DISSERTATION (1-12)** DSR. Course may be repeated for a maximum of 60 credit hours.

## Human Resource Mngt Courses

**HRMN 3420 HUMAN RESOURCE MANAGEMENT (3)** LEC. 3. Pr. P/C MNGT 3100 or P/C MNGT 3103 or P/C MNGT 3107 or P/C MNGT 3810. Management of human resources dealing with selection, training, placement, appraisal, compensation, and employee representation.

**HRMN 4920 INTERNSHIP (1-6)** AAB/INT. SU. Pr. 2.50 GPA. Approval by departmental intern program committee. Course may be repeated for a maximum of 6 credit hours.

**HRMN 5460 HUMAN RESOURCE LEGISLATION (3)** LEC. 3. Pr. HRMN 3420 or HRMN 3423. Legislation that impacts the management of human resources within the organization.

**HRMN 5470 EMPLOYEE COMPENSATION (3)** LEC. 3. Pr. HRMN 3420 or HRMN 3423. Modern compensation systems, strategic planning, wage and salary management, benefits administration and pay incentive development.

**HRMN 5510 HUMAN RESOURCE PLANNING, DEVELOPMENT, AND APPRAISAL (3)** LEC. 3. Pr. HRMN 3420 or HRMN 3423. Theory, practice and design of managerial systems in these functions.

**HRMN 5540 HUMAN RESOURCES SELECTION AND PLACEMENT (3)** LEC. 3. Pr. (HRMN 3420 or HRMN 3423) and (BUAL 2600 or STAT 2010 or STAT 2017 or STAT 2510 or STAT 2513 or STAT 2610 or STAT 3010). A review of contemporary issues involved in administering a program for selecting employees.

**HRMN 5900 DIRECTED STUDIES (1-3)** IND. SU. Independent study on current topics in management. Course may be repeated for a maximum of 6 credit hours.

**HRMN 5960 SPECIAL PROBLEMS (1-3)** IND. Independent study investigating current literature in management. Course may be repeated for a maximum of 6 credit hours.

**HRMN 6460 HUMAN RESOURCE LEGISLATION (3)** LEC. 3. Pr. HRMN 3420 or HRMN 3423. Legislation that impacts the management of human resources within the organization.

**HRMN 6470 EMPLOYEE COMPENSATION (3)** LEC. 3. Pr. HRMN 3420 or HRMN 3423. Study of the theory, procedures, techniques, and practices used to administer modern organization compensation systems.

**HRMN 6510 HR PLANNING DEV & APPRAISAL (3)** LEC. 3. Pr. HRMN 3420 or HRMN 3423. Theory, practice, and design of managerial systems and these functions.

**HRMN 6540 HUMAN RESOURCES SELECTION AND PLACEMENT (3)** LEC. 3. Pr. (HRMN 3420 or HRMN 3423) and (BUAL 2600 or STAT 2010 or STAT 2017 or STAT 2510 or STAT 2513 or STAT 2610 or STAT 3010). A review of contemporary issues involved in administering a program for selecting employees.



**HRMN 6900 DIRECTED STUDIES (1-3)** IND. SU. Departmental approval. Independent study on current topics in management. Course may be repeated for a maximum of 3 credit hours.

**HRMN 6960 SPECIAL PROBLEMS (3)** IND. Departmental approval. General management theories, practices, and functions in industry and business. Individual work with a designated faculty member. Course may be repeated for a maximum of 6 credit hours.

## Information Systems Management Courses

**ISMN 2140 INTRODUCTION TO MANAGEMENT INFORMATION SYSTEMS (2)** LEC. 2. The fundamental principles of the structure and management of information systems. Credit will not be given for both ISMN 2140/2143 and ISMN 3140/3143.

**ISMN 3010 PROFESSIONAL DEVELOPMENT IN INFORMATION SYSTEMS (1)** LEC. 1. SU. Pr. P/C ISMN 3140 and P/C BUSI 2010. Career planning and preparation for employment as an information systems management professional.

**ISMN 3040 BUSINESS TELECOM MANAGEMENT (3)** LEC. 3. Pr. ISMN 3140 or ISMN 3143. Voice communications and technology and data communications (LAN, WAN, internet broadband), networks, protocols, standards, legislation and project development and management.

**ISMN 3070 BUSINESS SYSTEM LOGIC AND MODELING (3)** LEC. 3. Concepts, techniques, and tools for discovering, specifying, and modeling business logic are introduced, explored, and applied.

**ISMN 3080 PROGRAMMING AND COMPUTER APPLICATIONS (3)** LEC. 3. Visual and object-oriented business programming languages are introduced and explored.

**ISMN 3140 INTRODUCTION TO MANAGEMENT INFORMATION SYSTEMS (2)** LEC. 2. The fundamental principles of the structure and management of information systems. Credit will not be given for both ISMN 2140/2143 and ISMN 3140/3143.

**ISMN 3830 DATABASE MANAGEMENT SYSTEMS (3)** LEC. 3. Business applications software in a database environment, complex data, and file structures, systems design consideration of global and distributed databases.

**ISMN 3840 ANALYSIS OF BUSINESS SYSTEMS (3)** LEC. 3. The study and application of tools, techniques, and methodologies to analyze, understand, and model business systems.

**ISMN 4090 DIGITAL BUSINESS DESIGN (3)** LEC. 3. Pr. ISMN 3830 or MNGT 3830 or MNGT 3833. Students bring together knowledge of digital technologies and their skills in business design and development to create innovative, leading-edge processes, products, and services for today's modern organizations.

**ISMN 4850 COMPETITIVE STRATEGIES THROUGH INFORMATION (3)** LEC. 3. Emphasizes how competitive strategies for companies are formulated and implemented using a combination of information technologies.

**ISMN 4920 INTERNSHIP (1-6)** AAB/INT. SU. Approval by departmental internship program committee. Course may be repeated for a maximum of 6 credit hours.

**ISMN 5040 TELECOMMUNICATIONS MANAGEMENT (3)** LEC. 3. Pr. ISMN 3140 or ISMN 3143. Discussion of the importance of telecommunications to an organization, including technology required, use strategy, and management.

**ISMN 5290 BUSINESS PROGRAMMING FOR ANALYTICS (3)** LEC. 3. Programming languages and skills, with emphasis on designing and implementing computer-based business solutions. Credit will not be given for both ISMN 5290/5293 and ISMN 6290/6296.

**ISMN 5360 APPLICATION OF GEOSPATIAL INFORMATION SYSTEMS FOR BUSINESS (3)** LEC. 3. GIS involves the use of GIS and desktop mapping technology to aid in processes such as disaster recovery, facility planning and management, market segmentation, and community growth. The student will learn how to strategically use GIS to facilitate organizational performance. Credit will not be given for both ISMN 5360/5363 and ISMN 6360/6366.

**ISMN 5370 PROJECT MANAGEMENT (3)** LEC. 3. Tools and techniques of information technology project management including leading project management software. Credit will not be given for both ISMN 5370/5373 and ISMN 6370/6373.

**ISMN 5620 BUSINESS APPLICATIONS WITH OPEN SOURCE SOFTWARE (3)** LEC. 3. Overview of business solutions with open source software. Students will have a hands-on opportunity to learn to administer and manage open source software and to become comfortable deploying/employing popular OSS applications as business solutions.

**ISMN 5630 CLIENTSIDE INTERNET PGM (3)** LEC. 3. Fundamentals of client-side Internet programming using technologies such as HTML, JavaScript, Cascading Style Sheets, and XML. Credit will not be given for both ISMN 5630 and ISMN 6630/6636.

**ISMN 5640 SERVERSIDE INTERNET PGM (3)** DSL/LEC. Fundamentals of server-side Internet programming using technologies such as PHP, MySQL, and XML.

**ISMN 5650 ADVANCED BUSINESS APPLICATION DEVELOPMENT (3)** LEC. 3. Pr. ISMN 3080. Fundamentals of developing comprehensive, component-based local and Internet business applications. Grade of C or better in prerequisite course. Credit will not be given for both ISMN 5650 and ISMN 6650/6656.

**ISMN 5730 SECURITY AND INFORMATION ASSURANCE (3)** LEC. 3. This course covers the fundamentals of computer security and information assurance from a management perspective. The student will be exposed to security and information assurance topics such as security policies, confidentiality, and ethics. Credit will not be given for both ISMN 5730/5733 and ISMN 6730/6736.

**ISMN 5740 INFORMATION RISK ANALYSIS (3)** LEC. 3. In-depth instruction on the range of skills required of persons engaged in the performance of risk analysis functions. Credit will not be given for both ISMN 5740/5743 and ISMN 6740/6746.

**ISMN 5750 INFORMATION TECHNOLOGY AUDITING (3)** LEC. 3. Pr. (ISMN 5730 or ISMN 5670). This course presents in-depth instruction on the range of skills required of persons engaged in the performance of IT audit. The skills include those required by but not limited to a technology analyst, data scientist, or CIO. Credit will not be given for both ISMN 5750/5753 and ISMN 6750/6756.

**ISMN 5880 MANAGEMENT INFORMATION SYSTEMS PROJECTS (3)** LEC. 3. Pr. ISMN 3830. This course synthesizes theory and principles of management information systems (MIS) using real-life, hands-on-projects, through experiential learning.

**ISMN 5900 DIRECTED STUDIES (1-3)** AAB/IND. SU. Independent study on current topics in information systems management. Course may be repeated for a maximum of 6 credit hours.

**ISMN 5960 SPECIAL PROBLEMS (3)** IND. 3. Independent study investigating current literature in information systems management. Course may be repeated for a maximum of 6 credit hours.

**ISMN 6040 TELECOMMUNICATIONS MANAGEMENT (3)** LEC. 3. Discussion of the importance of telecommunications to an organization, including technology required, use strategy, and management. Credit will not be given for both ISMN 5040 and ISMN 6040/6046.

**ISMN 6270 CURRENT ISSUES IN INFORMATION SYSTEMS FOR ORGANIZATIONS (3)** LEC. 3. This course covers current issues in Information Systems Management and Technology. As such, topics may differ from semester to semester. The objective of the course is to allow students to become familiar with issues such as emerging technologies, information systems and their role in vertical portals, and the role of information systems in industry. Course is designed to enable students to take it twice with subject change. Course may be repeated for a maximum of 6 credit hours.

**ISMN 6290 BUSINESS PROGRAMMING FOR ANALYTICS (3)** LEC. 3. Programming languages and skills, with emphasis on designing and implementing computer-based business solutions. Credit will not be given for both ISMN 5290 and ISMN 6290.

**ISMN 6370 PROJECT MANAGEMENT (3)** LEC. 3. Tools and techniques of information technology project management including leading project management software. Credit will not be given for both ISMN 5370/5373 and ISMN 6370/6376.

**ISMN 6380 SOCIAL MEDIA AS A TOOL FOR BUSINESS STRATEGY (3)** LEC. 3. Learn how to use social media as a tool to integrate business processes and enhance business performance. Credit will not be given for both ISMN 5380/5383 and ISMN 6380/6386.

**ISMN 6620 BUSINESS APPLICATIONS WITH OPEN SOURCE SOFTWARE (3)** LEC. 3. Evaluates business solutions with open source software. Students will have a hands-on opportunity to learn to administer and manage open source software and to become comfortable deploying/employing popular OSS applications as business solutions.

**ISMN 6630 CLIENTSIDE INTERNET PROGRAMMING (3)** LEC. 3. Fundamentals of client-side Internet programming using technologies such as HTML, JavaScript, Cascading Style Sheets, and XML. Credit will not be given for both ISMN 5630 and ISMN 6630/6636.

**ISMN 6640 SERVERSIDE INTERNET PGM (3)** LEC. 3. Fundamentals of server-side Internet programming using technologies such as PHP, MySQL, and XML. Credit will not be given for both ISMN 5640 and ISMN 6640/6646.

**ISMN 6650 ADVANCED BUSINESS APPLICATION DEVELOPMENT (3)** LEC. 3. Fundamentals of developing comprehensive, component-based local and Internet business applications. Credit will not be given for both ISMN 5650 and ISMN 6650/6656.

**ISMN 6670 SECURITY AND INFORMATION ASSURANCE (3)** LEC. 3. This course covers the fundamentals of computer security and information assurance from a management perspective. The student will be exposed to security and information assurance topics such as security policies, confidentiality and ethics. Organizational issues of security and methodologies for information assurance will be discussed from a managerial perspective.

**ISMN 6680 ADVANCED DATA BASE ADMINISTRATION AND DEVELOPMENT (3)** LEC. 3. Pr. ISMN 3830 or ISMN 7830 or ISMN 7836. Key tasks and functions required of a database administrator in a business environment. Credit will not be given for both ISMN 5680 and ISMN 6680/6686.

**ISMN 6690 KNOWLEDGE MANAGEMENT AND ORGANIZATIONAL LEARNING (3)** LEC. 3. Introduction to knowledge management and its role in organizational decision-making and learning. Studies of issues related to management, creation, and use of knowledge as well as issues related to system design and implementation. Credit will not be given for both ISMN 5690 and ISMN 6690/6696.

**ISMN 6710 INFORMATION RISK ANALYSIS (3)** LEC. 3. Departmental approval. In-depth instruction on the range of skills required of persons engaged in the performance of risk analysis functions.

**ISMN 6730 SECURITY AND INFORMATION ASSURANCE (3)** LEC. 3. This course covers the fundamentals of computer security and information assurance from a management perspective. The student will be exposed to security and information assurance topics such as security policies, confidentiality and ethics. Credit will not be given for both ISMN 5730/5733 and ISMN 6730/6736.

**ISMN 6740 INFORMATION RISK ANALYSIS (3)** LEC. 3. In-depth instruction on the range of skills required of persons engaged in the performance of risk analysis functions. Credit will not be given for both ISMN 5740/5743 and ISMN 6740/6746.

**ISMN 6750 INFORMATION TECHNOLOGY AUDITING (3)** LEC. 3. This course presents in-depth instruction on the range of skills required of persons engaged in the performance of IT audit. The skills include those required by but not limited to a technology analyst, data scientist, or CIO. May count either ISMN 5750 or ISMN 6750.

**ISMN 6870 BUSINESS INTELLIGENCE APPLICATIONS (3)** LEC. 3. Pr. ISMN 3830 or BUAL 5650. Key tasks, tools, techniques and methodologies supporting the application of Business Intelligence Systems in organizations, and related management issues. Credit will not be given for both ISMN 5870 and ISMN 6870/6876.

**ISMN 6880 MANAGEMENT INFORMATION SYSTEMS PROJECTS (3)** DSL/LEC. Synthesizes theory and principles of management information systems (MIS) using real-life, hands-on-projects.

**ISMN 6900 DIRECTED STUDIES (3)** DSL/IND. 3. SU. Independent study on current topics in information systems management. Course may be repeated for a maximum of 9 credit hours.

**ISMN 6960 SPECIAL PROBLEMS (3)** DSL/IND. 3. General information systems management theories, practices, and functions in industry and business. Individual work with a designated faculty member. Course may be repeated for a maximum of 9 credit hours.

**ISMN 7020 BUSINESS TELECOMMUNICATIONS AND NETWORKS (3)** LEC. 3. Provides an understanding of voice and data communications, e.g., networks (LAN, internet), protocols standards, legislation and project development, so that managers, might utilize telecommunications effectively.

**ISMN 7140 MANAGING END USER COMPUTING (3)** LEC. 3. Studies MIS from user's perspective, and compares it with the roles of the professional department. Course covers support of desktop applications, data usage, and communications.

**ISMN 7360 INTEGRATING THEORY AND PRACTICE FOR TECHNOLOGY MANAGERS (3)** LEC. 3. A study of the technical and non-technical forces that influence the decision-making process in companies by the use of innovative instructional material.

**ISMN 7380 INTEGRATING INFORMATION TECHNOLOGIES TO PROVIDE COMPETITIVE ADVANTAGE (3)** LEC. 3. How to integrate effectively information technologies in formulating and implementing competitive strategies for companies.

**ISMN 7660 INFORMATION SYSTEMS ANALYSIS AND DESIGN (3)** LEC. 3. General systems theory, information systems logical and physical analysis, structured and object-oriented methodologies and prototyping, system documentation, general design and use of CASE tools.

**ISMN 7730 MANAGEMENT OF INNOVATION (3)** LEC. 3. Pr. BUSI 7220 or BUSI 7226. The process of product and service innovation on two levels: managing product design and general strategies for managing multiple innovation streams.

**ISMN 7760 QUANT METHODS IN OPS MNGT (3)** LEC. 3.

**ISMN 7830 DATABASE DEVELOPMENT AND DESIGN (3)** LEC. 3. Database management systems using database methodologies to support business applications, including requirements for distributed databases.

**ISMN 7870 EXPERT SYSTEMS IN BUSINESS (3)** LEC. 3. Pr. BUSI 7220 or BUSI 7226. Study of expert systems and other knowledge-based systems in the organization, including relevant concepts, methodologies, architectures, strategies, and issues.

**ISMN 7880 ADV MNGT OF INFO SYS (3)** LEC. 3. In-depth inquiry and analysis of advanced information technologies in organizations.

**ISMN 7890 INFORMATION RESOURCE MANAGEMENT (3)** LEC. 3. Pr. BUSI 7220 or BUSI 7226. Management of information systems resources, unique management problems in a computer information systems environment. Strategic and competitive analysis of information technology.

**ISMN 7970 SPECIAL TOPICS IN INFORMATION SYSTEMS MANAGEMENT (1-3)** LEC. 1-3. Specialized topics in information systems management not otherwise covered in existing courses. Course may be repeated for a maximum of 6 credit hours.

**ISMN 7980 MSIS PROJECT (1-10)** DSL/IND. 1-10. SU. Departmental approval. Independent exploration of an approved topic/problem that allows the student to demonstrate the application of knowledge and capabilities gained during the program. Approval of the project and assessment of its deliverables by the student's advisory committee is required. Course may be repeated for a maximum of 10 credit hours.

**ISMN 8010 IS MANAGEMENT RESEARCH SEM. I (3)** SEM. 3. Departmental approval. Preparation in conceptualization, conduct, and presentation MIS research.

**ISMN 8020 IS MANAGEMENT RESEARCH SEMINAR II (3)** SEM. 3. Departmental approval. Preparation in conceptualization, conduct, and presentation of applied and case studies research in MIS.

**ISMN 8030 DOCTORAL SEMINAR IN INFORMATION SYSTEMS RESEARCH I (3)** SEM. 3. Research methodologies used in conducting research with emphasis on empirical research methods.

**ISMN 8040 DOCTORAL SEMINAR IN INFORMATION SYSTEMS RESEARCH II (3)** SEM. 3. Research methodologies used in conducting research with emphasis on conceptual and empirical research methods.

**ISMN 8500 ADVANCED IS MANAGEMENT RESEARCH SEMINAR I (3)** SEM. 3. Departmental approval. Theoretical foundations and research directions in the management of technology and technological innovation, with the primary focus on information technology and research.

**ISMN 8660 ADVANCED IS MANAGEMENT RESEARCH SEMINAR II (3)** SEM. 3. Departmental approval. Theoretical foundations and research directions in the alignment of information technology strategy to business objectives and goals.

**ISMN 8990 RESEARCH AND DISSERTATION (1-10)** DSL/DSR. Must be degree seeking PhD student in the Business with concentration in IS program.

## Management Courses

**MNGT 3010 PROFESSIONAL DEVELOPMENT IN MANAGEMENT (1)** LEC. 1. SU. Pr. (P/C MNGT 3100 or P/C MNGT 3103 or P/C MNGT 3107) and P/C BUSI 2010. Career planning and preparation for employment in a management position.

**MNGT 3100 PRINCIPLES OF MANAGEMENT (3)** LEC. 3. Management functions and the applications of management principles in organization. Junior standing. May count either MNGT 3100 or MNGT 3810.

**MNGT 3107 HONORS PRINCIPLES OF MANAGEMENT (3)** LEC. 3. Pr. Honors College. Management functions and the applications of management principles in organization. Fall, Spring. Junior standing.

**MNGT 3460 ORGANIZATIONAL BEHAVIOR (3)** LEC. 3. Pr. P/C MNGT 3100 or P/C MNGT 3103 or P/C MNGT 3107 or P/C MNGT 3810. Study, analysis and application of theories and techniques for understanding, predicting and managing human behavior in the organizational context.

**MNGT 3810 MANAGEMENT FOUNDATIONS (3)** LEC. 3. Management Foundations is a broad based introductory course that will focus on management functions and applications of management principles. This course is not open to undergraduates majoring in business. Junior standing. May count either MNGT 3100 or MNGT 3810.

**MNGT 3970 GLOBAL PERSPECTIVES IN BUSINESS IN SPAIN (6)** LEC. 6. The objective of the course is to learn about business in Spain by immersing the student totally into the Spain language and culture. Course may be repeated for a maximum of 12 credit hours.

**MNGT 4100 MANAGEMENT IN GLOBAL BUSINESS ENVIRONMENT (3)** LEC. 3. Pr. MNGT 3100 or MNGT 3103 or MNGT 3107. Issues unique to managing operations in the global business environment.

**MNGT 4400 ORGANIZATIONAL CHANGE (3)** LEC. 3. Pr. MNGT 3100 or MNGT 3103 or MNGT 3107. The complexities involved in implementing change in organizations.

**MNGT 4610 INTERNATIONAL FIELD ANALYSIS PROJECT COURSE (3)** LEC. 3. Field analysis team projects with local or multinational organizations in a foreign county. Course will be taught in conjunction with COB International Studies Programs.

**MNGT 4690 ETHICAL ISSUES IN MANAGEMENT (3)** LEC. 3. Pr. (MNGT 3100 or MNGT 3103 or MNGT 3107) and (FINC 3610 or FINC 3613 or FINC 3617). The course is designed to help students gain a better understanding of how ethical dilemmas can impact managerial decisions.

**MNGT 4800 STRATEGIC MANAGEMENT (3)** LEC. 3. Pr. (MKTG 3310 or MKTG 3313 or MKTG 3317) and (MNGT 3100 or MNGT 3103 or MNGT 3107) and (FINC 3610 or FINC 3613 or FINC 3617). Objectives, strategy, and policies pertaining to a total organization. Problem-solving and the relationship between the functional areas of an organization. College of Business Information Technology requirement.

**MNGT 4920 INTERNSHIP (1-6)** AAB/INT. SU. Pr. 2.50 GPA. MNGT 3100. Approval by departmental intern program committee. Course may be repeated for a maximum of 6 credit hours.

**MNGT 4950 SEMINAR IN MANAGEMENT (1-10)** AAB/SEM. Course may be repeated for a maximum of 10 credit hours.

**MNGT 5560 LEADERSHIP (3)** LEC. 3. Facilitates the understanding of leadership and allows student to examine their own leadership behaviors.

**MNGT 5900 DIRECTED STUDIES (1-3)** IND. SU. Independent study on current topics in management. Course may be repeated for a maximum of 6 credit hours.

**MNGT 5960 SPECIAL PROBLEMS IN MANAGEMENT (1-3)** AAB/IND. Departmental approval. Independent study investigating current literature in management. Course may be repeated for a maximum of 6 credit hours.

**MNGT 6560 LEADERSHIP (3)** LEC. 3. Facilitates the understanding of leadership and allows student to examine their own leadership behaviors.

**MNGT 6900 DIRECTED STUDIES (1-3)** IND. SU. Departmental approval. Independent study on current topics in management. Course may be repeated for a maximum of 3 credit hours.

**MNGT 6960 SPECIAL PROBLEMS (1-3)** AAB/IND. Departmental approval. General management theories, practices, and functions in industry and business. Individual work with a designated faculty member. Course may be repeated for a maximum of 6 credit hours.

**MNGT 7970 SPECIAL TOPICS IN MANAGEMENT (3)** LEC. 3. Departmental approval. Current topics in management.

**MNGT 8030 RESEARCH METHODS IN MANAGEMENT I (3)** LEC. 3. Pr. MNGT 8400. Research methodologies used in conducting research with emphasis on empirical organizational behavior research methods. A graduate-level course taken in major field, and working knowledge of SPSS or SAS.

**MNGT 8310 SEMINAR IN ADVANCED ORGANIZATIONAL BEHAVIOR (3)** LEC. 3. Departmental approval. Advanced study of theories and research in organizational behavior. Overarching organizational behavior paradigms and theoretical perspectives and research findings at the individual and group levels of analysis.

**MNGT 8320 SEMINAR IN STRATEGY IMPLEMENTATION (3)** LEC. 3. Departmental approval. Review of the major theoretical perspectives and the empirical literature supporting the research field of strategic management with an emphasis on strategy implementation.

**MNGT 8330 SEMINAR IN STRATEGY FORMULATION (3)** LEC. 3. Departmental approval. Review of the major theoretical perspectives and the empirical literature supporting the research field of strategic management with an emphasis on strategy formulation.



**MNGT 8400 ADVANCED QUANTITATIVE METHODS FOR MANAGEMENT I (4)** LEC. 3. LAB. 1. Pr. STAT 7000. Study of the application of linear regression analysis to business research. First advanced course in applied linear statistics models. STAT 7000 or approved equivalent.

**MNGT 8990 RESEARCH AND DISSERTATION (1-10)** DSR. Course may be repeated with change in topics.

## Marketing Courses

**MKTG 3010 PROFESSIONAL DEVELOPMENT IN MARKETING (1)** LEC. 1. SU. Pr. (P/C MKTG 3310 or P/C MKTG 3313 or P/C MKTG 3317) and P/C BUSI 2010. Career planning and preparation for employment in the marketing industry.

**MKTG 3310 PRINCIPLES OF MARKETING (3)** LEC. 3. Study of functions, institutions, and basic problems in marketing of goods and services in a global economy. Credit will not be given for both MKTG 3310 and MKTG 3810. Junior standing.

**MKTG 3317 HONORS PRINCIPLES OF MARKETING (3)** LEC. 3. Pr. Honors College. ECON 2027 or ECON 2020. Study of functions, institutions, and basic problems of marketing goods and services in a global economy. Junior standing.

**MKTG 3810 FOUNDATIONS OF BUSINESS MARKETING (3)** LEC. 3. Broad-based course for non-business majors that focuses on marketing functions and applications of marketing principles. Students enrolled in a business major or the Marketing minor may not enroll in this course. May count either MKTG 3310 or MKTG 3810; credit will not be awarded for both MKTG 3310 and MKTG 3810. Junior standing.

**MKTG 4310 SPORTS AND ENTERTAINMENT MARKETING (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Application of marketing theory and practice to the sports and entertainment business.

**MKTG 4330 RETAIL MANAGEMENT (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Principles of retail operation: facility location, layout, purchasing, pricing and merchandise control.

**MKTG 4340 MARKETING AND NEW PRODUCT DEVELOPMENT (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Marketing-based analysis of profitable new products and brand extensions involving the invention, development, and product launch plus sustaining market success.

**MKTG 4350 SERVICES MARKETING (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Examination of marketing in service industries and implementation of service marketing strategies.

**MKTG 4360 MARKETING RESEARCH AND ANALYTICS (3)** LEC. 3. Pr. (MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810) and (BUAL 2650 or BUAL 2653). Grade of C or better in prerequisite courses. Research methods in marketing and their application to marketing problems.

**MKTG 4370 SALES MANAGEMENT (3)** LEC. 3. Pr. (MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810) and P/C MKTG 4390. Grade of C or better in prerequisite courses. Principles and practices of organization and administration of sales organizations.

**MKTG 4390 PERSONAL SELLING (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Selling strategy as an interdisciplinary business activity.

**MKTG 4400 INTERNATIONAL MARKETING (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Strategy, policy, and the variables affecting international marketing decisions.

**MKTG 4410 CONSUMER BEHAVIOR (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Critical review and analysis of possible pragmatic applications of consumer behavior theories used for marketing decision making.

**MKTG 4420 ADVANCED PERSONAL SELLING (3)** LEC. 3. Pr. (MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810) and (MKTG 4390 or MKTG 4393). Grade of C or better in prerequisite courses. Advanced personal selling skills, practices and programs are covered. Emphasis is placed on sales presentations, demonstrations, negotiations and relationship building skills.

**MKTG 4430 BUSINESS TO BUSINESS MARKETING (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Marketing strategy and applications for business-to-business companies and markets.

**MKTG 4440 MARKETING ETHICS AND CORPORATE SOCIAL RESPONSIBILITY (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Explores marketing ethics and social responsibility from an organizational perspective.

**MKTG 4450 CUSTOMER RELATIONSHIP MANAGEMENT (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3810. This course is designed to compare and contrast the basic concepts of customer relationship management (CRM) as related to sales strategy. Grade of C or better in prerequisite course.

**MKTG 4460 ADVERTISING STRATEGY (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313. The course applies research in psychology and the behavioral sciences to advertising strategy, including the methodology for planning, execution, and evaluation of advertising campaigns.

**MKTG 4470 PHARMACEUTICAL MARKETING (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3317 or MKTG 3810. This course will examine the current pharmaceutical marketing environment from a practical perspective. Grade of C or better in prerequisite course.

**MKTG 4480 PRICING STRATEGY (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3317 or MKTG 3810. The examination of pricing objectives, strategy, and tactics in marketing. Grade of C or better in prerequisite course.

**MKTG 4500 DIGITAL MARKETING (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Use of electronic media and the Internet for marketing strategy.

**MKTG 4800 MARKETING STRATEGY (3)** LEC. 3. Pr. MKTG 4360 or MKTG 5360 and At least 9 credits in MKTG 4050-4970. and MKTG 3310 or MKTG 3317. Grade of C or better in MKTG 3310 or MKTG 3317, 9 hours of Marketing electives between 4050 and 4970, and Pr/Cr MKTG 4360. Strategic perspectives of market dynamics in different competitive environments across organizational levels.

**MKTG 4900 DIRECTED STUDIES (3)** AAB/IND. 3. SU. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317. Grade of C or better. Advanced research, reading and study in marketing.

**MKTG 4920 MARKETING STUDENT INTERNSHIP PROGRAM (3)** AAB/INT. 3. SU. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317. Departmental approval. Grade of C or better. Provides a relevant and meaningful work experience in a marketing or marketing-related business, industry or organization.

**MKTG 4970 SPECIAL TOPICS IN MARKETING (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317. Grade of C or better. Examination of current marketing topics. Course may be repeated for a maximum of 9 credit hours.

**MKTG 4980 MARKETING STRATEGY (3)** LEC. 3. Pr. MKTG 4360 and At least 9 credits in MKTG 4050-4970. and MKTG 3310. Pr., Grade of C or better in MKTG 3310 or MKTG 3317 and 9 hours of Marketing Electives. Strategic perspectives of market dynamics in different competitive environments across organizational levels.

**MKTG 5350 SERVICES MARKETING (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Examination of marketing in service industries and implementation of service marketing strategies.

**MKTG 5360 MARKETING RESEARCH AND ANALYTICS (3)** LEC. 3. Pr. (MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810) and (BUAL 2650 or BUAL 2653). Grade of C or better in prerequisite courses. Research methods in marketing and their application to marketing problems.

**MKTG 5370 SALES MANAGEMENT (3)** LEC. 3. Pr. (MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810) and (P/C MKTG 4390 or P/C MKTG 4393). Grade of C or better in prerequisite courses. Principles and practices of organization and administration of sales organizations.

**MKTG 5500 DIGITAL MARKETING (3)** LEC. 3. Pr. MKTG 3310 or MKTG 3313 or MKTG 3317 or MKTG 3810. Grade of C or better in prerequisite course. Use of electronic media and the Internet for marketing strategy.

**MKTG 6350 SERVICES MARKETING (3)** LEC. 3. Examination of marketing in service industries and implementation of service marketing strategies.

**MKTG 6360 MARKETING RESEARCH AND ANALYTICS (3)** LEC. 3. Research methods in marketing and their application to marketing problems.

**MKTG 6370 SALES MANAGEMENT (3)** LEC. 3. Principles and practices of organization and administration of sales organizations.

**MKTG 6500 DIGITAL MARKETING (3)** LEC. 3. Use of electronic media and the Internet for marketing strategy.

**MKTG 7970 SPECIAL STUDIES IN MARKETING (3)** LEC. 3. Departmental approval. Variable content in the marketing area. Course may be repeated for a maximum of 6 credit hours.

## Supply Chain Management Courses

**SCMN 2150 OPS: MANAGEMENT OF BUSINESS PROCESSES (2)** LEC. 2. Fundamental concepts, techniques and tools of business processes. May count either SCMN 2150 or SCMN 3150.

**SCMN 3710 LOGS: MNGT OF FULFILLMENT PROC (3)** LEC. 3. Pr. SCMN 2150 or SCMN 2153 or SCMN 3150 or SCMN 3153. SCMN 2150/2153 requires a grade of 'C' or better. Management of logistics processes involved in meeting customer demand, including inventory, transportation, distribution, and related activities. Fall, Spring, Summer.

**SCMN 3720 TRANS: MNGT OF PRODUCT FLOWS (3)** LEC. 3. Pr. SCMN 2150 or SCMN 2153 or SCMN 3150 or SCMN 3153. SCMN 2150/2153 requires a grade of 'C' or better. Management of transportation operations and the role of transportation in achieving supply chain objectives. Fall, Spring, Summer

**SCMN 3730 PURCHASING: SUPPLY MANAGEMENT AND SOURCING (3)** LEC. 3. Pr. SCMN 2150 or SCMN 2153 or SCMN 3150 or SCMN 3153. SCMN 2150/2153 requires a grade of 'C' or better. In-depth coverage of purchasing and supply management processes, strategies, and tools. Fall, Spring, Summer

**SCMN 3810 PROFESSIONAL DEVELOPMENT IN SUPPLY CHAIN MANAGEMENT (1)** LEC. 1. SU. Pr. P/C BUSI 2010 and (SCMN 2150 or SCMN 3150). SCMN majors only. Career planning and preparation for supply chain internships and professional experience opportunities. Credit will not be given for both SCMN 3810 and BUSI 3010 or SCMN 4810. Fall, Spring.

**SCMN 3910 PRACTICUM IN SUPPLY CHAIN MANAGEMENT (1-3)** PRA. 1-3. SU. Pr. (SCMN 2150 or SCMN 2153 or SCMN 3150) and CTCT 3250. Departmental approval. CTCT 3250/3253 requires a grade of 'C' or better. SCMN majors only. Cooperatively selected field activity to gain practical SCM experience. Course may be repeated for a maximum of 6 credit hours.

**SCMN 3920 INTERNSHIP IN SUPPLY CHAIN MANAGEMENT (0-6)** INT. SU. Pr. (SCMN 2150 or SCMN 2153 or SCMN 3710 or SCMN 3713) and (CTCT 3250 or CTCT 3253). CTCT 3250/3253 requires a grade of 'C' or better. SCMN majors only. Professional work experience in a supply chain focused position. Course may be repeated for a maximum of 6 credit hours.

**SCMN 4620 SUSTAINABLE SUPPLY CHAIN MANAGEMENT (3)** LEC. 3. Pr. (SCMN 3710 or SCMN 3713) and (SCMN 3720). Pressure from customers, policy makers and non-governmental organizations compels companies to address the environmental footprint of their operations and the social impact they have on local communities. This course focuses on the "triple bottom line," which addresses how a company must strategically incorporate environmental, social and economic dimensions.

**SCMN 4700 SUPPLY CHAIN PERFORMANCE MANAGEMENT (3)** LEC. 3. Pr. (SCMN 3710 or SCMN 3713) and SCMN 3720 and (CTCT 3250 or CTCT 3253). Pre-requisites require a grade of 'C' or better. SCMN majors and minors only. Understanding and managing supply chain performance through the use of metrics, analysis, and improvement strategies. Fall, Spring.

**SCMN 4730 SUPPLY CHAIN TOOLS AND TECH (3)** LEC. 3. Pr. (SCMN 3710 or SCMN 3713) and SCMN 3720. Tools, techniques and technologies of various supply chain processes.

**SCMN 4750 ENTERPRISE SYSTEMS IN SUPPLY CHAIN MANAGEMENT (3)** LEC. 3. Pr. SCMN 4700 and SCMN 4730. This course provides detailed hands-on training on ERP systems using SAP. The course will cover end to end ERP operation, including procurement, manufacturing, sales & distribution, human resources, cost and management accounting, etc. At the end of this class, students who complete it with a B or above will automatically be eligible for their SAP Recognition Certificate provided they have also passed SCMN 4730 and SCMN 4700 with B or above.

**SCMN 4770 SUPPLY CHAIN OPERATIONS MANAGEMENT (3)** LEC. 3. Pr. (SCMN 3710 or SCMN 3713) and SCMN 3720. Review and application of current supply chain strategies processes and information technologies required to compete in today's global marketplace. The course will focus on presenting key manufacturing management techniques used to balance supply with demand to ensure customer satisfaction.

**SCMN 4780 INTEGRATED LOGISTICS STRATEGY (3)** LEC. 3. Pr. SCMN 3710 and SCMN 3720. Pr. SCMN 3710 and SCMN 3720 with a C or better. Strategies and tactics for improving service and financial performance of transportation companies and their customers. Fall.

**SCMN 4800 SUPPLY CHAIN STRATEGY: A GLOBAL PERSPECTIVE (3)** LEC. 3. Pr. (SCMN 3710 or SCMN 3713) and SCMN 3720 and SCMN 3730 and (CTCT 3250 or CTCT 3253). Capstone course providing an intensive study of strategies used to facilitate global flows of product, information, and payments. Fall, Spring, Summer

**SCMN 4820 SUPPLY CHAIN CONSULTING (3)** LEC. 3. Pr. BUAL 2600 and BUAL 2650 and SCMN 3920. Departmental approval. This special topic course is intended to help develop essential skills in planning and executing a company-focused consulting project.

**SCMN 4900 DIRECTED STUDIES IN SUPPLY CHAIN MANAGEMENT (1-3)** LEC/SEM. SU. Pr. (SCMN 3710 or SCMN 3713) and SCMN 3720 and SCMN 3730. Departmental approval. Advanced individual research of SCM topic under direction of a faculty member. Course may be repeated for a maximum of 3 credit hours.

**SCMN 4970 SPEC TOPS IN SUPPLY CHAIN MGMT (3-6)** LEC. 3-6. Pr. SCMN 3710 and SCMN 3720 and SCMN 3730. Departmental approval. Current topics and issues related to the field of supply chain management. Course may be repeated for a maximum of 6 credit hours.

**SCMN 5390 INTEGRATING BUSINESS PROCESSES WITH ERP (3)** LEC. 3. Examination of how integrating business processes in ERP environment promotes strategic alignment and performance gains for an organization. May count either SCMN 5390 or SCMN 6390.

**SCMN 5500 INVENTORY AND WAREHOUSE MANAGEMENT (3)** LEC. 3. Pr. SCMN 3710 and SCMN 3720. Departmental approval. This course focuses on issues related to managing inventories in a supply chain. Topics include: role of inventory in supply chains, inventory-related policies and decisions, and dealing with supply and demand uncertainty. Issues related to safety stock and replenishment planning, impact of lead times, and management of multi-echelon supply chains are covered. Additional issues related to warehousing inventory, such as storage and slotting policies, receiving and put away, order picking strategies and warehouse management are covered.

**SCMN 5600 SUPPLY CHAIN PLANNING (3)** LEC. 3. Pr. SCMN 3710 and SCMN 3720. Departmental approval. This course focuses on long-term and short-term planning of supply chains to provide a strategic fit with business objectives. Topics include: framework for supply chain planning and decision-making, distribution network designs and managing uncertainty, demand forecasting and aggregate planning. Issues related to supply chain coordination and planning for product availability under service levels are also covered. Additional issues related to sales and operations planning, managing economies of scale and revenue management are also covered.

**SCMN 5720 QUALITY & PROCESS IMPROVEMENT (3)** LEC. 3. Pr. (SCMN 2150 or SCMN 2153) and (BUAL 2600 or BUAL 2603 or STAT 2010 or STAT 2017 or STAT 2510 or STAT 2513 or STAT 2610 or STAT 3010 or STAT 3600) and (P/C BUAL 2650 or P/C BUAL 2653) and SCMN 3710 and SCMN 3720. Fundamentals of process improvement; techniques for performing quality control functions; quality management systems.

**SCMN 6390 INTEGRATING BUSINESS PROCESSES WITH ERP (3)** LEC. 3. LAB. 0. Examination of how integrating business processes in ERP environment promotes strategic alignment and performance gains for an organization. Credit will not be given for both SCMN 5390 and SCMN 6390.

**SCMN 6500 INVENTORY AND WAREHOUSE MANAGEMENT (3)** LEC. 3. This course focuses on issues related to managing inventories in a supply chain. Topics include: role of inventory in supply chains, inventory-related policies and decisions, and dealing with supply and demand uncertainty. Issues related to safety stock and replenishment planning, impact of lead times, and management of multi-echelon supply chains are covered. Additional issues related to warehousing inventory, such as storage and slotting policies, receiving and put away, order picking strategies and warehouse management are covered.

**SCMN 6600 SUPPLY CHAIN PLANNING (3)** LEC. 3. This course focuses on long-term and short-term planning of supply chains to provide a strategic fit with business objectives. Topics include: framework for supply chain planning and decision-making, distribution network designs and managing uncertainty, demand forecasting and aggregate planning. Issues related to supply chain coordination and planning for product availability under service levels are also covered. Additional issues related to sales and operations planning, managing economies of scale and revenue management are also covered.

**SCMN 6720 QUALITY & PROCESS IMPROVEMENT (3)** LEC. 3. Fundamentals of process improvement; techniques for performing quality control functions; quality management systems. Fall, Spring. Student should have completed a basic statistics course prior to enrolling in SCMN 6720.

**SCMN 6900 DIRECTED STUDIES (3) IND.** SU. This course is a self-learning course designed to enhance the student's knowledge of a selected topic. The course will be designed individually for each student with agreement between the student and the professor. Coursework may include traditional exams, readings, papers, or more specific projects and tasks depending on the material and the goal of the student. Course may be repeated for a maximum of 9 credit hours.

**SCMN 6960 SPECIAL PROBLEMS (3) IND.** This course is a self-learning course designed to enhance the student's knowledge of a selected topic. The course will be designed individually for each student with agreement between the student and the professor. Coursework may include traditional exams, readings, papers, or more specific projects and tasks depending on the material and the goal of the student. Course may be repeated for a maximum of 9 credit hours.

**SCMN 7600 SUPPLY MNGT AND MANUFACTURING (3) LEC.** 3. Pr. P/C BUSI 7150. The management of purchasing, supply and materials management, manufacturing processes related to the fulfillment of supply chain requirements. Spring.

**SCMN 7700 DEMAND MNGT & FULFILLMENT (3) LEC.** 3. Pr. P/C BUSI 7150. The management of logistical processes related to the fulfillment of supply chain requirements. Primary topics include tin integrated planning, operations, and performance analysis of demand, inventory, transportation, distribution, and customer relationships. Summer.

**SCMN 7770 SUPPLY CHAIN MANAGEMENT (3) LEC.** 3. Problems and analysis in the design and management of the retail, industrial and service supply chain.

**SCMN 7800 SUPPLY CHAIN STRATEGY (3) LEC.** 3. Pr. P/C BUSI 7150. Advanced study of integrated supply chain theory, strategy, and practice. Topics include network design, collaboration, inventory visibility, process synchronization, information management, and financial analysis. Fall.

**SCMN 7900 DIRECTED STUDIES (3) IND.** SU. Departmental approval. This course is a self-learning course designed to enhance the student's knowledge of a selected topic. The course will be designed individually for each student with agreement between the student and the professor. Coursework may include traditional exams, readings, papers, or more specific projects and tasks depending on the material and the goal of the student. Course may be repeated for a maximum of 9 credit hours.

**SCMN 8900 DIRECTED STUDIES (3) IND.** SU. Departmental approval. This course is a self-learning course designed to enhance the student's knowledge of a selected topic. The course will be designed individually for each student with agreement between the student and the professor. Coursework may include traditional exams, readings, papers, or more specific projects and tasks depending on the material and the goal of the student. Course may be repeated for a maximum of 9 credit hours.

**SCMN 8990 RESEARCH AND DISSERTATION (1-10) DSR.** Must be degree seeking PhD student in the Business with concentration in the Supply Chain Management program.