

SCHOOL OF BUSINESS

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE

Undergraduate Courses

Accounting (ACCT)

Accounting 200 – Fundamentals of Financial Accounting

Concepts of financial accounting and external reporting. Nature and measurement of assets, liabilities, equities, revenues, expenses. Emphasis on use and understanding of external financial statements.

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Accounting 210 – Managerial Accounting

Information accumulation, analysis, and use in managerial decisions. Cost-volume-profit relationships; short- and long-term decisions; standards and budgets; segment and managerial performance evaluation. IAI Course BUS 904.

Prerequisite(s): ACCT 200 Minimum Grade of C

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Accounting 301 – Intermediate Accounting Theory and Practice I

Financial accounting concepts and procedures; and measurement and reporting methods with respect to assets, liabilities, owners' equity, revenues and expenses, authoritative pronouncements. Accounting, CMIS, Economics or Finance, Business Administration majors only.

Prerequisite(s): ACCT 200 Minimum Grade of B

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Accounting 302 – Intermediate Accounting Theory and Practice II

Continuation of ACCT 301. Selected complex accounting issues from a theoretical and practical viewpoint: pensions, leases, tax allocation, changing prices, other reporting and disclosure issues.

Prerequisite(s): ACCT 301 Minimum Grade of C

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Accounting 303 – Intermediate Accounting Theory and Practice III

Continuation of ACCT 302. Emphasis of conceptual understanding and the ability to apply financial accounting concepts to practice. Topics include the statement of cash flows and accounting for leases, pensions, deferred taxes. Prerequisites: Good standing in Accountancy Program.

Prerequisite(s): ACCT 302

Credit Hours: 3

Term frequency: Spring; Fall

Accounting 312 - Managerial and Cost Accounting II

Short-and-long term decision making and operational control in changing competitive, service, and manufacturing environments; behavioral, quantitative, and computer applications; continuation of communication and analytical skills development.

Prerequisite(s): ACCT 210 Minimum Grade of C OR ACCT 311 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring; Fall

Accounting 315 – Accounting Systems

Accounting systems, concepts, design, information needs and flows; special emphasis on internal control.

Prerequisite(s): ACCT 200 Minimum Grade of B

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Accounting 321 – Introduction to Taxation

Survey of federal tax laws applicable to individuals, corporations, estates, and trusts.

Prerequisite(s): ACCT 200 Minimum Grade of B

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Accounting 340 – Business Law for Accountants

Accounting and auditing implications of legal issues. Includes securities laws and uniform commercial code areas of sales; commercial paper; secured transactions; partnerships; corporations; agency; and bankruptcy.

Prerequisite(s): ACCT 200 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring; Fall

Accounting 401 – Advanced Financial Accounting

Accounting principles and procedures related to special entities, including: governmental units, partnerships, and multi-corporate entities; and foreign transactions. Primary emphasis on business combinations and consolidated financial statements.

Prerequisite(s): ACCT 302

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Accounting 421 – Advanced Taxation - Individual

U.S. federal taxes for individuals. Includes compliance, tax research and tax planning strategies for individual taxpayers.

Prerequisite(s): ACCT 321 Minimum Grade of C

Credit Hours: 3

Term frequency: Summer; Spring

Accounting 431 – Principles of Auditing

Auditor's decision process; understanding client's business; development of working papers, audit tests, statistical sampling applications, and EDP systems; preparation of audit report and current pronouncements.

Prerequisite(s): ACCT 302 AND ACCT 315

Credit Hours: 3

Term frequency: Summer; Spring

Accounting 441 – Data Analytics for Accounting

A user approach to accounting data analytics. Internal controls. Creating, importing, safeguarding, exporting and analyzing data. Data analysis for decision making using various software platforms.

Prerequisite(s): ACCT 315 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring

Computer Mgmt. & Info. Systems (CMIS)**CMIS 108 – Computer Concepts and Applications**

Computer technology's impact on individuals and our world. Finding and accessing worldwide sources of information; presenting ideas orally, graphically and in writing. Graduation credit may be earned for CS 108 or CMIS 108; but not for both. IAI Course BUS 902.

Credit Hours: 3

Term frequency: Summer; Spring; Fall

CMIS 130 – Introduction to Programming with Logic and Python

This course introduces programming concepts used in developing business applications that require the following elements: Input, Output, Arithmetic Expressions, Loops, and Arrays.

Credit Hours: 3

Term frequency: Summer; Spring; Fall

CMIS 232 – Microsoft IDE programming for Business

Programming with Visual Studio, Microsoft's integrated development environment (IDE), to create business applications that run the .Net framework and mobile operating systems.

Prerequisite(s): CMIS 130 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring; Fall

CMIS 234 – Java Programming for Business

Application of business problem solving techniques, program design and development, and programming logic to create java programs.

Prerequisite(s): CMIS 130 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring; Fall

CMIS 270 – Structured Systems Analysis

Structured tools and techniques as used in business systems analysis and design.

Prerequisite(s): CMIS 108 OR MIS 108 OR CS 108 OR CS 145

Credit Hours: 3

Term frequency: Spring; Fall

CMIS 300 – Web-based Application Design

Analysis, design, and implementation of internet web-site home pages using current tools of hypertext markup languages, integrated software packages, and specialized web creation software.

Prerequisite(s): CMIS 130 Minimum Grade of C

Credit Hours: 3

Term frequency: Fall

CMIS 310 – Information Technology Hardware and Systems Software

Principles and application of computer hardware and software from theoretical underpinnings to installation and configuration of systems. Hands-on and simulated exercises will be completed to emphasize a real-world setting.

Prerequisite(s): CMIS 270 AND CMIS 130

Credit Hours: 3

Term frequency: Summer; Spring; Fall

CMIS 342 – Information Systems for Business

Information system principles applied to Business. Analysis of how computer-based information systems support operational, tactical, and planning decisions.

Prerequisite(s): ACCT 200 Minimum Grade of C AND CMIS 108 Minimum Grade of C

Credit Hours: 3

Term frequency: Summer; Spring; Fall

CMIS 350 – Database Design

Basic concepts/terminology of relational models with emphasis on current technology and business applications including SQL.

Prerequisite(s): CMIS 270 Minimum Grade of C AND (CMIS 130 Minimum Grade of C OR CS 145 Minimum Grade of C)

Credit Hours: 3

Term frequency: Spring; Fall

CMIS 351 – SQL for Data Analytics

An introduction to database structure concepts with emphasis on retrieval of data from databases using SQL for analytics.

Prerequisite(s): CMIS 130 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

CMIS 352 – Intro to Big Data

Intro to big data concepts as well as big data sources, characteristics, analysis techniques, and supporting technologies. No prior programming experience required.

Prerequisite(s): MS 251 Minimum Grade of C

Credit Hours: 3

Term frequency: Fall

CMIS 422 – Information Security

Provides an introduction to the various technical and administrative aspects of Information Security and Assurance.

Prerequisite(s): CMIS 310 with a C or higher or Graduate Standing.

Credit Hours: 3

Term frequency: Spring; Fall

CMIS 424 – Information Technology Audit and Controls

Provides an overview of IT Audit and Controls including IT audit methods, methodologies, and procedures and how IT controls serve business needs.

Prerequisite(s): CMIS 310 with a grade of C or higher or graduate standing.

Credit Hours: 3

Term frequency: Occasionally

CMIS 426 – Ethical Hacking and Penetration Testing in Business

Description: Basic concepts and skills related to ethical hacking, penetration testing, and cybersecurity with emphasis on business environment.

Prerequisite(s): CMIS 310 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring

CMIS 427 – Introduction to Information Systems and Analytics

Introduction to Information System (IS) or Information Technology (IT) security principles, practices, theory and the use of data and analytics for information security applications. Analytical tools used are Python and R.

Prerequisite(s): CMIS 130 Minimum Grade of C AND MS 251 Minimum Grade of C

Credit Hours: 3

Term frequency: Fall

CMIS 435 – Mobile Application Development

Develop apps for mobile devices, including smart phones and tablets, on multiple platforms. Opportunity to develop your own ideas for real-world apps.

Prerequisite(s): CMIS 232 Minimum Grade of C OR CMIS 234 Minimum Grade of C Business

Credit Hours: 3

Term frequency: Spring

CMIS 451 – Data Visualization

Introduction to concepts and methods related to data visualization, including hands-on experience with data visualization software to develop skills in data cleansing, analysis, and visualization.

Prerequisite(s): MS 251 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

CMIS 455 – Advanced Database Concepts and Business Analytics

Advanced programming for querying and reporting from structures databases, working with unstructured data sources, and introduction to business analytics and business intelligence.

Prerequisite(s): CMIS 450 Minimum Grade of C OR CMIS 350 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

CMIS 462 – UNIX and Server Systems

UNIX and Windows server operating systems to include scripting language plus server software installation and configuration.

Prerequisite(s): CMIS 310

Credit Hours: 3

Next available term: Not Currently Scheduled

CMIS 468 – Business Telecommunications

Concepts and terminology dealing with data communication and distributed systems with emphasis on business applications.

Prerequisite(s): CMIS 310 Minimum Grade of C

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Economics (ECON)**Economics 111 – Macroeconomics**

Measurement and determination of national economic activity including production, income, employment, and prices. Role of government policy in U.S. macroeconomy. IAI Course S3 901.

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Economics 112 - Microeconomics

Principles and characteristics of the market economy including: supply, demand, and market equilibrium; household demand, firm cost and supply; market structure, government regulation and deregulation; and factor markets. IAI Course S3 902.

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Economics 301 – Consumer and Firm Decision-Making

Understand how individuals and firms make rational decisions with scarce resources to maximize economic welfare in competitive markets, and roles of irrational and strategic decision-making.

Prerequisite(s): ECON 111 AND ECON 112 AND MS 251

Credit Hours: 3

Term frequency: Spring; Fall

Economics 302 – Economic Growth and Stability

Practical understanding of economic growth and price stability as needed in business, role of fiscal and monetary policy on achieving economic growth and price stability.

Prerequisite(s): ECON 111 AND ECON 112 AND MS 251

Credit Hours: 3

Term frequency: Spring; Fall

Economics 315 – Empirical Business Applications

Demonstrates the application of popular empirical methods for analyzing data using real-world micro and macro data from different business areas: accounting, economics, finance, management, and marketing.

Prerequisite(s): MS 251 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring; Fall

Economics 321 – Economic History of the United States

Description: Analysis of key elements and experiences in U.S. economic development from colonial times to present; evolution of markets; changing role of government and policies.

Prerequisite(s): ECON 111 Minimum Grade of C AND ECON 112 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

Economics 327 – Social Economics: Issues in Income, Employment and Policy

Economic aspects of social problems such as poverty, discrimination and unemployment.

Economic analysis of social policies such as social insurance, welfare programs, employment legislation, and taxation.

Prerequisite(s): ECON 111 AND ECON 112

Credit Hours: 3

Term frequency: Summer; Fall

Economics 343 Money and Banking

The role of money and banking in modern economies, the monetary policy process, regulation and supervision of the financial system, and internationalization of financial markets.

Prerequisite(s): ECON 111 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

Economics 345 – Economics of the Public Sector: National

Role of government in U. S. economy; federal expenditures, revenue, and debt; and evaluation of government policy including analysis of taxes, grants, public services.

Prerequisite(s): ECON 111 AND ECON 112

Credit Hours: 3

Term frequency: Occasionally

Economics 346 – Economics of the Public Sector: State and Local

Public expenditure and taxation; intergovernmental fiscal relations; budgeting; grants; and public choice.

Prerequisite(s): ECON 111 Minimum Grade of C AND ECON 112 Minimum Grade of C

Credit Hours: 3

Term frequency: Infrequently

Economics 411 – The Business of Healthcare

Understanding supply and demand of healthcare and insurance. Emphasis on healthcare delivery and choice, navigating health insurance markets, impact of healthcare regulations, and international comparisons. Requires completion of stated prerequisite or consent of instructor.

Credit Hours: 3

Term frequency: Occasionally

Economics 415 – Econometrics

Empirical research methodology and ethics. Hypothesis testing and predicting with OLS regression. Estimation with violations of classical assumptions. Multicollinearity problems; dummy variables; and model specification. Will not count toward MA or MS in Economics and Finance.

Prerequisite(s): ECON 315 Minimum Grade of C

Credit Hours: 3

Term frequency: Fall

Economics 416 – SAS Base Programming

Reading data from various file formats into SAS and creating new variables. Creating new SAS data sets by subsetting, merging, and restructuring existing data sets. Creating reports in list and HTML format.

Prerequisite(s): MS 251 Minimum Grade of C OR MATH 150 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

Economics 417 – Business Forecasting

Survey of methods to forecast economic and financial conditions and markets for individual products, sectors, or regions. Time series, indicator, judgmental, econometric and Box-Jenkins techniques. Satisfies research requirement for business programs. Will not count toward MA or MS in Economics and Finance.

Prerequisite(s): ECON 315 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring

Economics 428 – Economics Consulting

Students will develop self-marketing skills to value their own abilities, assess costs and benefits of self-employment, and how to prepare economic reports for business clients.

Prerequisite(s): ECON 111 Minimum Grade of C AND ECON 112 Minimum Grade of C AND MS 251 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

Economics 429 – Macroeconomic News and Events

Covers current domestic and international macroeconomic events and policy changes as reported in Wall Street Journal and Financial Times; allows students to analyze macroeconomic news

Prerequisite(s): ECON 111 Minimum Grade of C AND ECON 112 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

Economics 431 – Economics of Careers

Why do people choose to work? What job is right for me? How much am I worth? Learn how Labor Economists can answer these questions.

Prerequisite(s): ECON 111 Minimum Grade of C AND ECON 112 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

Economics 439 – Economics of Sports

Economic analysis applied to issues concerning major professional team sports such as free agency, salary caps, competitive balance, stadium contracts, and franchise relocation.

Prerequisite(s): ECON 111 Minimum Grade of C AND ECON 112 Minimum Grade of C AND MS 250 Minimum Grade of C AND MS 251 Minimum Grade of C

Credit Hours: 3

Term frequency: Summer

Finance (FIN)**Finance 305 – Personal Finance in the Modern Society**

Holistic planning in the modern society for financial well-being. Behavioral aspects of consuming vs. saving, and risk-taking. Enabling education, homeownership, retirement, and financial security through sound choices. Risk management for catastrophic losses due to poor health, accidents, bereavement, and natural disasters.

Prerequisite(s): MS 251 Minimum Grade of C

Credit Hours: 3

Term frequency: Summer

Finance 306 – Real Estate Principles

This introductory class in real estate is to broadly introduce students to the business world of real estate. To prepare students to make sound decisions concerning real estate use and investment.

Prerequisite(s): MS 251 Minimum Grade of C

Credit Hours: 3

Term frequency: Fall

Finance 320 – Financial Management and Decision Making

Introduction to financial decisions, tools, and models. Valuation, capital budgeting, and capital structure. Operating decisions and other long and short-term applications.

Prerequisite(s): ACCT 200 Minimum Grade of C AND MS 251 Minimum Grade of C

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Finance 344 – Financial Markets

Conceptual framework of financial markets and institutions; functions and practices of debt, equity and derivative security markets; Bank and nonbank financial institution operations and regulations.

Prerequisite(s): ECON 111 Minimum Grade of C AND ECON 112 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring; Fall

Finance 360 – Principles of Insurance

Theoretical and applied concepts underlying individual life and health insurance; annuities and property; and assessing risk and calculation of premiums.

Prerequisite(s): MS 251 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

Finance 361 – Retirement Planning and Benefits

Technical aspects of various types of retirement plans will be discussed. The course will cover different types of retirement plans, investment choices, and benefits available to employees.

Prerequisite(s): FIN 320 Minimum Grade of C

Credit Hours: 3

Term frequency: Infrequently

Finance 420 – Problems in Corporate Finance

In-depth development of analytical decision models; and basic and advanced corporate financial theory and application to business and industrial settings.

Prerequisite(s): FIN 320 Minimum Grade of C OR ACCT 312 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring; Fall

Finance 421 – Merger, Capital Structure and Distribution

The focus of this course is on issues related to mergers, capital structure, and distribution. This course is structured for students who wish to expand their knowledge in the area of corporate finance. Topics such as how firms raise capital via security issuances, how mergers are appraised, why firms pay dividends and share repurchases will be discussed in depth.

Prerequisite(s): FIN 420 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring; Fall

Finance 430 – Portfolio Analysis

Modern portfolio theory and asset pricing models; theory and practice of portfolio performance evaluation; structure of equity markets; trading of securities; and mutual funds. Satisfies research requirement for business program.

Prerequisite(s): FIN 320 Minimum Grade of C OR FIN 420 Minimum Grade of C

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Finance 431 – Derivative Securities

Introduction to derivatives; options, forwards, futures and swaps; trading of derivatives and the arbitrage relationships; and pricing of derivatives on equities, debt, commodities and foreign exchange.

Prerequisite(s): FIN 320 OR Graduate level FIN 527 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring; Fall

Finance 432 Fixed Income Securities

Types and characteristics of fixed-income securities. Issuance, trading and valuation. Term structure movement, risk and return. Credit analysis. Fixed-income embedded options and portfolio management.

Prerequisite(s): FIN 320 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring

Finance 435 – Real Estate Finance and Investment

Fundamental concepts, and investigation and evaluation of real (estate) assets. Single residence, multiple dwellings, and commercial properties. Applications based on financial theory and methodology.

Prerequisite(s): FIN 320

Credit Hours: 3

Next available term: Not Currently Scheduled

Term frequency: Occasionally

Finance 436 - Financial Analysis of Entrepreneurial Ventures

Deals with the use of financial tools and techniques to plan, fund, operate and value entrepreneurial ventures. It focuses on the financial management aspects that deal with the different stages of a business venture's life cycle from its development to maturity stages.

Prerequisite(s): FIN 320 Minimum Grade of C

Credit Hours: 3

Term frequency: Infrequently

Finance 440 – Financial Institutions

Financial management of financial institutions: commercial banks, S&L's, insurance companies, and other financial institutions. Asset and liability management.

Prerequisite(s): FIN 320

Credit Hours: 3

Term frequency: Spring; Fall

Finance 445 – Applied Security Analysis and Portfolio Management

Hands-on experience in the practice of investing. Introduces students to fundamental techniques of stock selection, portfolio diversification approaches, and performance evaluation techniques.

Prerequisite(s): FIN 320 Minimum Grade of B AND FIN 430 Minimum Grade of C

Credit Hours: 3

Term frequency: Occasionally

Finance 450 – International Finance

International financial markets. Determinants of foreign exchange rates and risk management in global markets. Managerial implications of foreign exchange exposure and firm valuation. International investment analysis.

Prerequisite(s): FIN 320 Minimum Grade of C

Credit Hours: 3

Term frequency: Fall

Finance 451 – Advanced Financial Analysis with Excel

Individuals and businesses have to make financial decisions on a regular basis. This course will help students learn how to make those decisions using Excel.

Prerequisite(s): FIN 320

Credit Hours: 3

Term frequency: Occasionally

Finance 460 – Corporate Financial Analysis and Strategy

In-depth analysis of financial data and stock prices. Study the relationship among financial markets, financial strategy, and welfare of corporate stake holders. Will not count toward MA or MS in Economics and Finance.

Prerequisite(s): FIN 420

Credit Hours: 3

Term frequency: Spring; Fall

Finance 480 – Cases and Problems in Corporate Finance

Use case analyses to study financial concepts and techniques; topics included: investment decisions, mergers and acquisitions, and long-term and short-term financing.

Prerequisite(s): FIN 420

Credit Hours: 3

Term frequency: Infrequently

General Business Admin (GBA)

General Business Administration 301 – Business Transitions I: Planning for Success

Description: School of Business orientation; development of professional skills; introduction to and practice of business knowledge, interpersonal skills and integration of knowledge and skills.

Credit Hours: 1

Term frequency: Spring; Fall

General Business Administration 383 – Business and Society

Provides a broad background of normative and descriptive theories of ethical behavior and corporate social responsibility to enhance decision making

Credit Hours: 3

Term frequency: Spring; Fall

General Business Administration 402 – Business Transitions II: Commitment Beyond College

Transition to professional business environment including job search, graduate school, and networking. Reinforcement, reflection, and integration of business knowledge and interpersonal skills.

Credit Hours: 1

Term frequency: Spring; Fall

Management (MGMT)

Management 330 – Understanding the Business Environment

Focus is on developing basic business communication skills in written communication and formal presentations and introducing students to the basic functions of businesses and managers.

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Management 331 – Managing Group Projects

This course is strongly geared toward skill development and acquiring task and interpersonal skills to work effectively in a group to accomplish stated goals.

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Management 377 – Data Analysis for Managers

The purpose of this course is to provide students with the skills needed to conduct research and analyze data to inform managerial decision-making.

Prerequisite(s): MS 251 AND ACCT 200 AND MGMT 330

Credit Hours: 3

Term frequency: Spring; Fall

Management 425 – Managing Workplace Information

This advanced study course is designed to expose students to the field of organizational communication (its theories, research and practice), including history, communicating identity and identification, leadership communication, organizational culture, networks in organizations, crisis communication, organizing for change, and global and organizational communication.

Prerequisite(s): MGMT 330

Credit Hours: 3

Term frequency: Fall

Management 430 – Human Resource Management Theory, practice and trends in effective utilization of human resources in organizations.

Prerequisite(s): MGMT 330 AND MGMT 331

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Management 431 – Recruiting, Selecting and Hiring Employees

Principles, practices, and issues relevant to staffing work organizations. Topics include employee recruitment approaches; selection procedure development; work force headcount planning; and equal employment regulations.

Prerequisite(s): MGMT 430

Credit Hours: 3

Term frequency: Summer; Fall

Management 432 – Training and Developing Employees

Principles, practices and factors that contribute to employees' job competence, performance, growth, and contribution to organizational performance. Topics include training assessment, development, and delivery.

Prerequisite(s): MGMT 430

Credit Hours: 3

Term frequency: Spring

Management 433 – Performance Management and Compensation

This course focuses on the importance of performance management in the workplace, including performance assessment, compensation and workplace safety, along with performance in union environments.

Prerequisite(s): MGMT 430

Credit Hours: 3

Term frequency: Spring

Management 441 – Strategic Management

Capstone course using top management perspective to develop comprehensive, integrative analysis of organizations and environments as basis for development, implementation, evaluation, control of overall strategy. Not for Graduate credit.

Prerequisite(s): Completion of Business core MGKT 300, CMIS 342, (SCM 315 or PROD 315) and FIN 320 and MGMT 330 and MGMT 331, Business Major, and 109 credit hours toward degree.

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Management 445 – Interpersonal Dynamics: Conflict, Power and Negotiation

Working with, through, and for people is the essence of organization life. This course focuses on the individual and interpersonal skills needed to navigate the human side of work.

Prerequisite(s): MGMT 331

Credit Hours: 3

Term frequency: Fall

Management 451 – Managing Organizational Change and Innovation

Study of organizational change with emphasis on diagnostic skills necessary for effective management of planned organizational change. Individual and group leadership approaches to increase effectiveness.

Prerequisite(s): MGMT 341 OR (MGMT 330 AND MGMT 331)

Credit Hours: 3

Term frequency: Spring; Fall

Management 461 – Managing in the Global Economy/International Management

Management of business in other countries and in global economy. Interaction of political, cultural, social, legal, and economic forces in international business context.

Prerequisite(s): MGMT 341 OR (MGMT 330 AND MGMT 331)

Credit Hours: 3

Term frequency: Spring; Fall

Management 470 – Leading in Organizations

This course is designed to provide students with a real sense of what it feels like to "be in charge". The course uses problems presented in the text, cases, and assignments to give students a better understanding of how complicated an act of leadership can be. Students will have the opportunity to better understand the dynamics of leadership, and to improve their own personal performance.

Prerequisite(s): MGMT 330 AND MGMT 331

Credit Hours: 3

Term frequency: Spring

Management 475 – Entrepreneurship and Small Business Management

Formation of new enterprises and management of small business. Focus on identifying opportunities, starting a new enterprise, and operational and organizational aspects of small business management.

Prerequisite(s): MGMT 341 OR (MGMT 330 AND MGMT 331)

Credit Hours: 3

Term frequency: Spring; Fall

Management 485 – Managing Quality and Performance

Current topics in management, with special emphasis on designs, programs and techniques for managing quality and performance improvements. Advanced readings and cases on innovative business practices.

Prerequisite(s): MGMT 341 OR (MGMT 330 AND MGMT 331)

Credit Hours: 3

Term frequency: Occasionally

Management Science (MS)

Management Science 250 – Mathematical Methods for Business Analysis

Mathematical tools required for business analysis; business applications of functions, graphing, solving systems of equations, matrix algebra, counting rules, differentiation, and integration.

Prerequisite(s): (MATH 120 Minimum Grade of C OR MATH 120E Minimum Grade of C OR MATH 120I Minimum Grade of C OR MATH 125 Minimum Grade of C) AND ECON 112 Minimum Grade of C

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Management Science 251 – Statistical Analysis for Business Decisions

Descriptive statistics; probability; inferential statistics; estimation and hypothesis testing of means and proportions; simple and multiple regression; and analysis of variance and contingency table analysis. IAI Course BUS 901.

Prerequisite(s): (MS 250 Minimum Grade of C OR MATH 150 Minimum Grade of C) AND ECON 111 Minimum Grade of C AND ECON 112 Minimum Grade of C

Credit Hours: 4

Term frequency: Summer; Spring; Fall

Marketing (MKTG)

Marketing 300 – Principles of Marketing

Marketing in economic systems and society. External influences on marketing objectives, and outcomes. Marketing as functional area within organizations. Emphasis on product, pricing, distribution, and promotion decisions.

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Marketing 377 – Marketing Research Concepts necessary for understanding/performing applied marketing/business research. Research process: problem identification, design, sampling, data sources, and collection. Experimental designs, measurement, and statistical analysis.

Prerequisite(s): MKTG 300 AND MS 251

Credit Hours: 3

Term frequency: Summer; Spring; Fall

Marketing 465 – Social Nonprofit Marketing

This course presents marketing principles from the Nonprofit perspective and includes coverage of for-profit social and cause marketing strategies.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Infrequently

Marketing 466 – Marketing on the Internet

Focus on marketing issues surrounding commercialization of world wide web and other emerging electronic media. Examines impact of digital technology on strategic marketing planning.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Spring

Marketing 467 – Product and Brand Management

This course provides the necessary frameworks, tools, and techniques to make the process of developing and managing products and services more effective and efficient.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Summer

Marketing 468 – Services Marketing

This course is designed to provide students with a fundamental understanding of services marketing with an emphasis on applying marketing decision making within service environments.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Occasionally

Marketing 470 – Sport Marketing

Sport marketing mix decisions from perspective of organizations that offer sports-related products and those that use sport to promote other products and services. Requires completion of stated prerequisite or consent of instructor.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Spring (Winter Session)

Marketing 471 – Advertising Policy and Management

Strategic role of persuasive communication. Concepts and methods necessary to develop advertising programs. Advertising planning and budgeting in the context of achieving marketing objectives.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Fall

Marketing 472 – Sales Policy and Management

Organization and operational functions of salespeople and sales managers. Selling skills; forecasting; recruiting; selection; training; territory design and assignment; supervision; compensation; motivation; and performance appraisal.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Fall

Marketing 474 – Retail Policy and Management

Functions, organization, and management of retail enterprises. Impact of recent and contemporary forces. Systems for merchandising and promotional activities. Retailing careers and appropriate preparation.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Spring

Marketing 475 – Consumer Behavior

Consumer motivation, buying behavior, group influence, cultural forces, information processing, and product diffusion. Explanatory theories and product development.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Spring; Fall

Marketing 476 – International Marketing

Impact of tariffs, cultural/social restrictions, economic political environments, and legal restrictions. International distribution pricing; multinational product planning; communications decisions; and international marketing research.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Spring; Fall

Marketing 479 – Special Topics in Marketing

Contemporary issues/problems in marketing. Topic varies when offered. Examples: service marketing; industrial marketing; non-profit marketing; and other significant topics. May repeat as topic varies.

Prerequisite(s): MKTG 300

Credit Hours: 3

Term frequency: Infrequently

Marketing 480 – Advanced Marketing Management

Market structure and behavior. Research and select marketing opportunities. Develop marketing strategies. Plan marketing tactics. Implementation and control of marketing efforts. Final marketing course.

Prerequisite(s): MKTG 377

Credit Hours: 3

Term frequency: Spring; Fall

Supply Chain Management (SCM)

Supply Chain Management 315 – Operations Management

Study of manufacturing and service operations management. Covers process and product design; quality management; planning/control of materials and capacity; and project management.

Prerequisite(s): MS 251

Credit Hours: 3

Term frequency: Spring; Fall

Supply Chain Management 435 – Managing and Improving Business Processes

The course explores decisions around management of processes. We will discuss theory, concepts and tools related to process representations and mapping, process measures, process analysis, process control, and process improvement. Best practices in process management, including process design for lean systems.

Prerequisite(s): PROD 315 Minimum Grade of C OR SCM 315 Minimum Grade of C

Credit Hours: 3

Term frequency: Fall

Supply Chain Management 440 – Advanced Supply Chain Management

The course explores supply chain issues. We will discuss important supply chain metrics, primary supply chain decisions and tradeoffs in these decisions, and basic tools for effective and efficient supply chain management, planning, and supply chain coordination. Global supply chain design, distribution, and outsourcing will also be explored.

Prerequisite(s): PROD 315 Minimum Grade of C OR SCM 315 Minimum Grade of C

Credit Hours: 3

Term frequency: Spring