

## Business Administration

### School of Management

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### Overview

The undergraduate program in the School of Management is designed to prepare students for eventual managerial roles in the private and the nonprofit sectors. The curriculum emphasizes a broad exposure to mathematics and the social sciences and a general education in management studies. The programs of study in management give particular attention to understanding the role of the business firm in society; the management functions of planning and control; the behavior of organizations; the tools of modern management, including accounting, economics, and statistics; and the ways in which managers perform such functions as operations and supply chain management, production, marketing, finance, and industrial relations.

The school's programs are accredited by the Association to Advance Collegiate Schools of Business (AACSB International). The school offers a Bachelor of Science Degree in Accounting and a Bachelor of Science Degree in Business Administration. There are seven undergraduate concentrations in the Business Administration program including financial analysis, human resources management, internal auditing, international business, management information systems, marketing, and operations and supply chain management. Accounting, internal auditing, management information systems, and operations and supply chain management are only available during the day.

The AACSB International standards mandate that an undergraduate curriculum should have a general education component that makes up at least 50 percent of the student's four-year program. Up to 9 credit hours of economics and up to 6 credit hours of statistics may be counted toward AACSB's 50 percent rule.

### About our Degrees

All students must apply for admission to the School of Management for upper-division admission to the Business Administration or the Accounting major. Admission to the School of Management majors is competitive and highly selective.

#### **Acceptance Criteria - BS in Business Administration**

Students may apply for admission to the School of Management when they enter the university as freshmen, transfer students, or later in their academic careers. To remain in the School of Management Business Administration Program and to be permitted to take restricted upper-level (300/400 level) School of Management courses, students must satisfy the following requirements:

1. Successful completion of seven management foundation courses with a minimum cumulative GPA of 2.75 in the seven courses. If a course is repeated, the School of Management will only look at the grade earned the second time, even if the grade is lower than the grade earned the first time. Students may not enroll in any major-related course for a third attempt.
2. Minimum transfer, overall, and UB GPA of 2.5.
3. Junior standing.

#### **Acceptance Criteria - BS in Accounting**

Students may apply for admission to the School of Management when they enter the university as freshmen, transfer students, or later in their academic careers. To remain in the School of Management Accounting Program and to be permitted to take restricted upper-level (300/400 level) School of Management courses, students must satisfy the following requirements:

1. Successful completion of seven management foundation courses with a minimum cumulative GPA of 3.0 in the seven courses. If a course is repeated, the School of Management will only look at the grade earned the second time, even if the grade is lower than the grade earned the first time. Students may not enroll in any major-related course for a third attempt.
2. Minimum transfer, overall, and UB GPA of 3.0.
3. Minimum of B in [MGA 201](#) and [MGA 202](#) (Principles of Accounting I and II.)
4. Junior standing.

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### Current Acceptance Information

Current UB students and transfer students not yet admitted to the School of Management may apply for admission according to the following application deadlines:

BS in Business Administration

Spring admission: October 1 (rolling admission for transfers)

Fall admission: March 1 and June 15 (rolling admission for transfers)

No supplemental application is required for new transfer students.

BS in Accounting

Fall admission only: March 1 and June 15

### Degree Requirements

Please see [Degrees and Policies](#).

### About our Courses

For course descriptions, please see [Courses](#).

### About our Faculty

Chancellor's Awards for Excellence in Teaching have been presented to Professors Ronald Huefner, Arun Jain, Kenneth Kim, Frank Krzystofiak, Arlene Hibscheiler, Jerry Newman, Philip Perry, and Natalie Simpson.

The Chancellor's Awards for Excellence in Professional Service have been presented to Diane Dittmar, Assistant Dean for Academic Programs, and Arlene Bergwall, former Assistant Dean for Academic Programs.

See a list of our [Undergraduate Faculty](#).

### Acceptance Information

Freshmen who declare an interest in accounting or business administration will be admitted provisionally to the School of Management Accounting or Business Administration Major. In the first two years, students will complete the university writing requirements ([ENG 101](#) and [ENG 201](#)), general education courses, and the seven School of Management foundation courses.

All students go through an academic review at the end of the second semester of the sophomore year. To remain in the School of Management and be permitted to take restricted upper-level (300/400-level) School of Management courses, the student must satisfy the requirements noted in the accounting and business administration BS charts. It is particularly important that accounting majors stay on track to enter the junior year accounting courses in a fall semester.

Current UB day-division students who are intended School of Management majors and students wishing to change majors into the School of Management will also need to satisfy these requirements. Students may stop by 204 Alfiero Center to declare their interest in changing to the School of Management and to pick up appropriate application materials. For upper-division students, applications to the major should be made in the semester in which students satisfy the requirements previously stated. The application deadlines are March 1 and June 15 for fall admission and October 1 for spring admission for business administration majors only. Please note that accounting applications for junior year admission are only accepted for fall admission.

Students admitted to the business administration major may apply to the accounting major in the spring semester of the sophomore year providing all of the prerequisites will be completed by the end of the sophomore spring semester. Applications to the Accounting Degree Program require completion of [MGA 201](#) and [MGA 202](#) with minimum grades of B. This is in addition to the minimum GPA of 3.0 in the seven foundation course requirements and an overall, transfer, and UB GPA minimum of 3.0. Accounting applications are available in 204 Alfiero Center.

Students who do not meet these requirements must select another major.

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### Transfer Policy

Students may apply for transfer from two year and four year colleges and enter the School of Management Accounting or Business Administration Programs as intended majors; they are subject to the academic review and requirements previously stated. Transfer students who have completed a minimum of 60 credit hours and the seven management foundation courses (or approved equivalents) with a minimum GPA of 2.75 are admitted to the upper division of the BS in Business Administration Program.

The following foundation courses are prerequisites to upper level courses in the major and must be completed with a minimum GPA of 2.75 (3.0 GPA minimum for accounting): introductory psychology, computer applications, and statistics, accounting principles I, accounting principles II, macroeconomics, microeconomics, and calculus I & II (or one semester of an equivalent [MTH 131](#) course). The normal requirements for a transfer student to petition for a course equivalency for [MGA 201-MGA 202](#) Introduction to Accounting I-II is the successful completion of two semesters of accounting courses, including financial and managerial accounting. Upper level management related courses should be deferred until the junior or senior year at the university.

All admissions decisions and other policies and regulations established by the School of Management are subject to review by the written petition procedures.

### Extracurricular Activities

#### Student Organizations

A wide variety of student associations and clubs are open to business administration and accounting students. There are UB chapters of several national organizations: the [American Accounting Association](#) (UBAA), the [American Marketing Association](#) (AMA), and [Beta Alpha Psi](#), along with [Delta Sigma Pi](#) and [Pi Sigma Epsilon](#) (national honor societies).

Students may also participate in the Financial Management Association (FMA), the Minority Management Society (MMS), the Society for Human Resources in Management (SHRM), Women in Management (WIM), Students in Free Enterprise (SIFE), and the Management Information Systems Association (MISA), and the Undergraduate Management Association (UMA); see [Student Resources](#) for these clubs' Web sites.

See the [UB Student Association](#).

### Practical Experience and Special Academic Opportunities

Awards and honors presented to majors include: Beta Gamma Sigma, the Challen Family Scholarship, the Charles Pearson Fellowship, the Michael Christopher Scholarship, the Hsinchun Chen & Hsiao-Hui Chow Scholarship, the Dean's List, the John G. and Elizabeth Gibbons Scholarship, the Amena and Hatim Nakhoda & Family Scholarship, the Adriana I. Thaler Marketing Scholarship, and the Arthur and Louise Wasserman Scholarship.

### Career Information and Further Study

The [Career Resource Center](#) in the School of Management serves as the primary resource for students and alumni in career exploration and job search. The [Career Resource Center](#) is a key link between the school and employers, offering many programs that bring these groups together, such as job fairs, the alumni MentorLink Program, internships, campus recruiting, and career development workshops and seminars.

The mission of the [Career Resource Center](#) is to create an environment that enables and motivates students to be successful in reaching their career goals. Please see the [Career Exploration Sessions](#) for further information.

Recent graduates in our department have been employed in the following ways:

- Accountants in public and private firms
- Corporate credit analysts
- Data analysts
- Financial advisors
- Financial analysts
- Human resources coordinators, assistants, and managers

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- Lending officers
- Marketing coordinators and assistants
- Marketing researchers
- Marketing sales people
- Program analysts
- Recruiters
- Retail managers
- Security analysts

### Degree Options

**Combined BA/MBA or BS/MBA Programs.** Qualified students may apply for a five-year program leading to a combined BA/MBA or BS/MBA degree. The school has established combined degree programs under which students may obtain the combined degree following undergraduate study in accounting, business administration, computer science, economics, engineering, and geography.

### Degrees Offered

**Undergraduate:** BS in Accounting; BS in Business Administration

Business Administration Concentrations: Financial Analysis, Human Resources Management, International Business, Management Information Systems, Marketing, Operations and Supply Chain Management

**Combined Degrees:** BS/MBA

**Graduate:** MBA, MS, PhD

### Links to Further Information About this Program

- [Undergraduate Catalog](#)
- [Undergraduate Admissions](#)
- [Graduate Admissions](#)
- [School of Management](#)

## **Business Administration - B.S.**

### **Acceptance Criteria**

Students may apply for admission to the School of Management when they enter the university as freshmen, transfer students, or later in their academic careers. To remain in the School of Management and to be permitted to take restricted upper-level (300/400 level) School of Management courses, students must satisfy the following requirements:

1. Successful completion of the seven management foundation courses\* with a minimum cumulative GPA of 2.75 in the seven courses. If a course is repeated, the School of Management will only look at the grade earned the second time, even if the grade is lower than the grade earned the first time. Students may not enroll in any major-related course for a third attempt.
2. Minimum transfer, overall, and UB GPA of 2.5.
3. Junior standing.

### **Advising Notes**

Students entering in the spring semester should be aware of possible course sequence problems that may necessitate registration in summer school or waiting additional semesters to take specific courses.

Free elective credit ranges from 9 to 15 hours in the junior and senior years depending upon the concentration selected.

### **Required Courses**

- [ECO 181](#) Introduction to Macroeconomics\*
- [ECO 182](#) Introduction to Microeconomics\*
- [MGA 201](#) Introduction to Accounting I\*
- [MGA 202](#) Introduction to Accounting II\*
- [MGB 301](#) Organizational Behavior and Administration
- [MGE 302](#) Applied Economics

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[MGF 301](#) Corporation Finance  
[MGG 300](#) Career Strategies, Planning, and Management  
[MGI 301](#) Human Resources Management and Labor Relations for Managers  
[MGM 301](#) Principles of Marketing  
[MGO 302](#) Production and Operations Management  
[MGO 403](#) Fundamentals of Strategic Management  
[MGQ 201](#) Introduction to Computers and Statistics\*  
[MGQ 301](#) Statistical Decisions in Management  
[MGS 351](#) Introduction to Management Information Systems  
[MGT 401](#) Public Policy, Law and Management  
[MTH 131](#) Mathematical Analysis for Management\*  
[PSY 101](#) Introductory Psychology\*  
Three to five management electives  
Completion of the 50% AACSB rule

### Summary

Total required credit hours for the major: 120

See [Baccalaureate Degree Requirements](#) for general education and remaining university requirements.

### Recommended Sequence of Program Requirements

#### FIRST YEAR

Fall [ECO 181\\*](#), [MTH 131\\*](#)

Spring [ECO 182\\*](#), [PSY 101\\*](#)

#### SECOND YEAR

Fall [MGA 201\\*](#), [MGQ 201\\*](#), AACSB elective (1 credit)

Spring [MGA 202\\*](#), AACSB electives (9 credits)

#### THIRD YEAR

Fall [MGQ 301](#), [MGS 351](#), [MGM 301](#), [MGI 301](#), AACSB electives (3 credits)

Spring [MGO 302](#), [MGB 301](#), [MGF 301](#), [MGG 300](#), AACSB electives (3 credits)

#### FOURTH YEAR

Fall [MGE 302](#), Two management electives\*\*

Spring Two management electives\*\*

Fall or Spring [MGO 403](#), [MGT 401](#)

\*One of the seven School of Management foundation courses

\*\*The number of MG electives varies depending upon the concentration selected.

Students need to pay special attention to the AACSB non-business requirement (See About the Program).

### Business Administration Concentrations

The 300/400-level courses are taken to fulfill management electives.

#### FINANCIAL ANALYSIS CONCENTRATION

[MGA 306](#) Financial Reporting and Analysis

[MGF 405](#) Advanced Corporate Finance

[MGF 402](#) Investment Management

One of the following: [MGF 401](#) Financial Institutions, [MGF 403](#) International Financial Management, [MGF 407](#) Financial Derivatives and Their Markets or [MGF 420](#) Special Topics in Finance

#### HUMAN RESOURCES MANAGEMENT CONCENTRATION

[MGI 411](#) Advanced Human Resources Management

Two of the following: [MGB 425](#) Power and Influence in Organizations, [MGI 418](#) Special Topics, [MGI 420](#) Special Topics, [MGI 496](#) Internship

#### INTERNATIONAL BUSINESS CONCENTRATION

Three of the following: [GEO 330](#) Dynamics of International Business, [GEO 333](#) Bases of World Commerce, [GEO 334](#) International Environments and Commercial Problems, [MGF 403](#) International Financial Management, [MGM 483](#) International Marketing

Two semesters of a foreign language (may be waived under certain circumstances)

#### MANAGEMENT INFORMATION SYSTEMS CONCENTRATION

[CSE 113](#) Introduction to Computer Science I

[MGS 314](#) Applied Business Programming

[MGS 402](#) Telecommunications Technology

[MGS 404](#) Database Management Systems

[MGS 405](#) Systems Analysis and Design

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[MGS 425](#) Management of IT Projects

### MARKETING CONCENTRATION

[MGM 403](#) Marketing Research

Two of the following: [MGM 402](#) Selling and Sales Force Management, [MGM 404](#) Consumer Behavior, [MGM 405](#) Seminar in Marketing, [MGM 406](#) Product and Brand Management, [MGM 409](#) Advertising and Promotion, [MGM 483](#) International Marketing

### OPERATIONS AND SUPPLY CHAIN MANAGEMENT

[MGO 303](#) Supply Chain & Logistics Management

[MGO 304](#) Service Operations & Extreme Events Management

Plus one of the following courses: [MGO 330](#) Entrepreneurship, [MGO 450](#) Business Forecasting, [MGO 496](#) Internship, [MGI 411](#) Advanced Human Resources Management, [MGB 425](#) Power & Influence in Organizations, [IE 409](#) Six Sigma Quality, [IE 408](#) Quality Assurance, [IE 460](#) Lean Enterprise & Industrial Applications

## Accounting - B.S.

### Acceptance Criteria

Admission to the junior year in accounting is fall semester only.

Students may apply for admission to the School of Management when they enter the university as freshmen, transfer students, or later in their academic careers. To remain in the Accounting major and to be permitted to take restricted upper-level (300/400 level) School of Management courses, students must satisfy the following requirements:

1. Successful completion of the seven management foundation courses\* with a minimum cumulative GPA of 3.0 in the seven courses. If a course is repeated, the School of Management will only look at the grade earned the second time, even if the grade is lower than the grade earned the first time. Students may not enroll in any major-related course for a third attempt.
2. Minimum transfer, overall, and UB GPA of 3.0.
3. Minimum grades of B in Accounting Principles I and II.
4. Junior standing.

### Advising Notes

Students entering in the spring semester should be aware of possible course sequence problems that may necessitate registration in summer school or waiting additional semesters to take specific courses. Please be aware that admission to the junior year in accounting occurs only in fall semesters.

### Required Courses

[ECO 181](#) Introduction to Macroeconomics\*

[ECO 182](#) Introduction to Microeconomics\*

[MGA 201](#) Introduction to Accounting I\*

[MGA 202](#) Introduction to Accounting II\*

[MGA 301](#) Intermediate Financial Accounting I: Assets and Income Determination\*\*\*

[MGA 302](#) Intermediate Financial Accounting II: Equities\*\*\*

[MGA 303](#) Communication for Accountants

[MGA 311](#) Accounting Systems\*\*\*

[MGA 314](#) Cost Accounting

[MGA 402](#) Auditing\*\*

[MGA 403](#) Federal and State Taxes\*\*

[MGA 404](#) Advanced Financial Accounting\*\*

[MGB 301](#) Organizational Behavior and Administration

[MGE 302](#) Applied Economics

[MGF 301](#) Corporation Finance

[MGF 401](#) Financial Institutions or [MGF 402](#) Investment Management or [MGF 403](#) International Financial Management or [MGF 405](#)

Advanced Corporate Finance or [MGF 407](#) Financial Derivatives and Their Markets or [MGF 420](#) Special Topics in Finance

[MGG 300](#) Career Planning, Strategies, and Management

[MGI 301](#) Human Resources Management and Labor Relations for Managers

[MGM 301](#) Principles of Marketing

[MGO 302](#) Production and Operations Management (formerly [MGQ 302](#))

[MGO 403](#) Fundamentals of Strategic Management (formerly [MGS 403](#))

[MGQ 201](#) Introduction to Computers and Statistics\*

[MGQ 301](#) Statistical Decisions in Management

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[MGS 351](#) Introduction to Management Information Systems

[MGT 403](#) Business Law I

[MTH 131](#) Mathematical Analysis for Management\*

[PSY 101](#) Introductory Psychology\*

Completion of the 50% AACSB rule

\*One of the seven School of Management foundation courses

\*\*\*These courses must be completed with grades of C or better to continue in the accounting program.

Students need to pay special attention to the AACSB non-business requirement (See About the Program).

### Summary

Total required credit hours for the major: 122

See [Baccalaureate Degree Requirements](#) for general education and remaining university requirements.

### Recommended Sequence of Program Requirements

#### FIRST YEAR

Fall [ECO 181\\*](#), [MTH 131\\*](#)

Spring [PSY 101\\*](#), [ECO 182\\*](#)

#### SECOND YEAR

Fall [MGA 201\\*](#), [MGQ 201\\*](#), AACSB elective (1 credit)

Spring [MGA 202\\*](#), AACSB electives (9 credits)

#### THIRD YEAR

Fall [MGA 301](#), [MGA 303](#), [MGA 311](#), [MGQ 301](#), [MGF 301](#), [MGS 351](#)

Spring [MGA 302](#), [MGA 314](#), [MGE 302](#), [MGO 302](#), [MGM 301](#), [MGG 300](#)

#### FOURTH YEAR

Fall [MGT 403](#), [MGI 301](#), [MGA 402](#), [MGA 403](#), AACSB elective (3 credits)

Spring [MGA 404](#), [MGB 301](#), [MGO 403](#), and [MGF 401](#) or [MGF 402](#) or [MGF 403](#) or [MGF 405](#) or [MGF 407](#)

Note: The accreditation standards of the AACSB International mandate that an undergraduate curriculum must have a general education component that makes up at least 50 percent of the student's four-year program. Up to 9 credit hours of economics and up to 6 credit hours of statistics may be counted toward AACSB's 50 percent rule.

## Business Administration - B.S / M.B.A

### About the Program

The BS/MBA program reduces by one year the usual pattern of a conventional four-year BS in business administration program and a two-year MBA program. Students accepted into this program must meet undergraduate requirements exactly as specified in the following course schedule for the first three years. Any deviation in the curriculum must be approved. After completion of the undergraduate portion of the degree, the student completes no less than 30 graduate hours (excluding waivers) for the MBA degree. The BS and the MBA degrees are conferred upon completion of the MBA courses at the end of the fifth year.

### Advising Notes

Students can complete [MGM 615](#), [MGB 610](#), and [MGO 640](#) as part of the MBA core rather than the corresponding undergraduate level courses ([MGM 301](#), [MGB 301](#), and [MGO 403](#).) Students who apply and are admitted to the BS/MBA Business Administration program are advised to choose [MGT 640](#) as an elective at the graduate level to satisfy the [MGT 401](#) requirement and will need to take [MGE 302](#) during the summer after junior year. It may also be necessary for BS/MBA students to enroll in summer courses if behind on general education or AACSB requirements.

### Required Courses

[ECO 181](#) Introduction to Macroeconomics

[ECO 182](#) Introduction to Microeconomics

[MGA 201](#) Introduction to Accounting I

[MGA 202](#) Introduction to Accounting II

[MGA 603](#) Financial Accounting for Managers

[MGA 605](#) Accounting for Management Decision Making

[MGB 301](#) Organizational Behavior and Administration or [MGB 610](#) Organizational Behavior

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[MGB 611](#) Team Skills  
[MGE 302](#) Applied Economics  
[MGE 604](#) Business Economics  
[MGF 301](#) Corporation Finance  
[MGF 611](#) Financial Analysis for Managers  
[MGG 300](#) Career Planning, Strategies, and Management  
[MGG 601](#) Corporate Social Responsibility/Sustainability  
[MGG 635](#) Business Communications  
[MGI 301](#) Human Resources Management and Labor Relations for Managers  
[MGM 301](#) Principles of Marketing  
[MGM 615](#) Marketing for Managers  
[MGO 302](#) Production and Operations Management  
[MGO 403](#) Fundamentals of Strategic Management or [MGO 640](#) Business Strategy  
[MGO 620](#) Operations Management  
[MGO 642](#) Integration of Business Functions  
[MGO 644](#) Business Practice  
[MGQ 201](#) Introduction to Computers and Statistics  
[MGQ 301](#) Statistical Decisions in Management  
[MGQ 608](#) Statistical Analysis for Managers  
[MGQ 609](#) Analytics for Managers  
[MGS 351](#) Introduction to Management Information Systems  
[MGS 605](#) IT Management  
[MGT 401](#) Public Policy, Law and Management or [MGT 640](#) Legal Aspects of Business Management  
[MTH 131](#) Mathematical Analysis for Management  
[PSY 101](#) Introductory Psychology  
Internship  
Nine MBA electives

### Summary

Total required credit hours for the Business Administration BS/MBA: 150

Total required credit hours for the Accounting BS/MBA: 156

See [Baccalaureate Degree Requirements](#) for general education and remaining university requirements.

### Recommended Sequence of Program Requirements

Business Administration BS/MBA

#### FIRST YEAR

Fall [MTH 131](#), [ECO 181](#), [ENG 101](#), [UGC 111](#)

Spring [PSY 101](#), [ECO 182](#), [ENG 201](#), [UGC 112](#), AACSB elective

#### SECOND YEAR

Fall [MGA 201](#), [MGQ 201](#), Natural Science 1, American Pluralism, AACSB elective

Spring [MGA 202](#), Natural Science 2, Arts, 2 AACSB electives

#### THIRD YEAR

Fall [MGQ 301](#), [MGB 301](#) or [MGB 610](#), [MGS 351](#), [MGG 300](#) (2 credits), AACSB elective

Spring [MGO 302](#), [MGI 301](#), [MGF 301](#), [MGM 301](#), free elective

Summer [MGE 302](#)

Students must complete university general education requirements, complete 45 credits outside of business, economics, and statistics (AACSB electives), and 90 undergraduate credit hours prior to starting the MBA courses in the fourth year.

#### FOURTH YEAR

Fall [MGG 635](#), [MGB 611](#), [MGA 603](#), [MGF 611](#), [MGG 601](#), [MGM 615](#), [MGQ 608](#), [MGQ 609](#)

Spring [MGA 605](#), [MGE 604](#), [MGO 620](#), [MGO 640](#), [MGS 605](#), and two MGT or concentration electives

#### FIFTH YEAR

Fall Five MGT or concentration electives

Spring [MGO 642](#), [MGO 644](#), four MGT electives or concentration courses (may include internship)

Accounting BS/MBA

#### FIRST AND SECOND YEARS

Follow first two years of general management BS/MBA program

Accounting students can complete [MGM 615](#), [MGB 610](#), [MGT 640](#), and [MGO 640](#) as part of the MBA core rather than the corresponding undergraduate level course and it is recommended that students choose [MGI 601](#) as an elective to cover [MGI 301](#). If not taking [MGI 601](#),

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then students need to take [MGI 301](#) during the summer after junior year. Students who apply to and are admitted to the BS/MBA program may also find it necessary to enroll in coursework during summer sessions if behind on general education or AACSB requirements.

### THIRD YEAR

Fall [MGQ 301](#), [MGS 351](#), [MGF 301](#), [MGA 301](#), [MGA 303](#) (2 credits) or [MGG 300](#), [MGA 311](#)  
 Spring [MGO 302](#), [MGE 302](#), [MGA 302](#), [MGA 314](#), [MGG 300](#) (2 credits) or [MGA 303](#), AACSB elective

### FOURTH YEAR

Fall [MGQ 608](#), [MGQ 609](#), [MGB 610](#), [MGB 611](#), [MGA 603](#), [MGF 611](#), [MGG 635](#), [MGG 601](#), [MGM 615](#)  
 Spring [MGA 605](#), [MGE 640](#), [MGO 620](#), [MGO 640](#), [MGS 605](#), [MGA 611](#), [MGA 613](#)

Since [MGI 601](#) is an elective course at the graduate level, [MGI 301](#) is recommended at the undergraduate level. One of the two courses must be completed to fulfill undergraduate requirements.

### FIFTH YEAR

Fall [MGA 614](#), [MGA 612](#), [MGT 640](#), MGT electives (may include internship)  
 Spring [MGO 642](#), [MGO 644](#), [MGA 607](#); [MGA 617](#) or [MGA 618](#) or elective; Finance elective, MGT elective (may include internship)

### MGA 201: Introduction to Accounting I

**Credits:** 3  
**Semester(s):** Fall, Spring  
**Pre-requisites:** Sophomore standing  
**Type:** LEC/REC

Introduces a two-course sequence in financial and managerial accounting. Analysis of corporate financial statements by external parties motivates study of the concepts and standards that shape the form and content of corporate financial statements. Similarly, the uses of accounting information by managers lead to the study of cost behavior, product costing, budgeting profitability analysis, and performance evaluation. Briefly considers auditing, internal control systems, and federal income tax law.

### MGA 202: Introduction to Accounting II

**Credits:** 3  
**Semester(s):** Fall, Spring  
**Pre-requisites:** [MGA 201](#) and sophomore standing  
**Type:** LEC/REC

Introduces in a two-course sequence financial and managerial accounting. Emphasizes the user, not the preparer, of accounting information. Analysis of corporate financial statements by external parties motivates study of the concepts and standards that shape the form and content of corporate financial statements. Similarly, the uses of accounting information by managers lead to the study of cost behavior, product costing, budgeting profitability analysis, and performance evaluation. Briefly considers auditing, internal control systems, and federal income tax.

### MGA 301: Intermediate Financial Accounting I: Assets and Income Determination

**Credits:** 3  
**Semester(s):** Fall  
**Pre-requisites:** [MGA 201](#) and [MGA 202](#) with minimum grades of B, junior standing in accounting major, minimum QPA of 3.0.  
**Co-requisites:** Student must enroll in [MGA 301](#) and [MGA 311](#) in the same term.  
**Type:** LEC

Examines the theory of business income determination, emphasizing the application of accounting theory to asset valuation and reporting in financial statements.

### MGA 302: Intermediate Financial Accounting II: Equities

**Credits:** 3  
**Semester(s):** Spring  
**Pre-requisites:** [MGA 301](#) and [MGA 311](#) with a minimum grade of C; junior standing  
**Type:** LEC

Examines further the theory of financial accounting, emphasizing the valuation and reporting of equities; also considers preparation, analysis, and interpretation of financial statements.

### MGA 303: Communication for Accountants

**Credits:** 2  
**Semester(s):** Fall, Spring  
**Pre-requisites:** Junior standing in accounting major  
**Type:** LEC

Focuses on developing the practical skills necessary to prepare and deliver effective oral and written communications. Improve writing and speaking in a business context. Emphasizes expectations for speaking and writing within the accounting profession.

### MGA 306: Financial Reporting and Analysis

**Credits:** 3  
**Semester(s):** Fall, Spring  
**Pre-requisites:** [MGA 201](#) and [MGA 202](#), junior standing in business administration major  
**Type:** LEC

*Not open to students in the accounting program.*

Intermediate course in financial accounting for non-accounting majors that includes the format and content of financial statements, currently accepted accounting principles, problems in disclosure and income measurement, and analysis of financial statements.

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### MGA 311: Accounting Systems

**Credits:** 3

**Semester(s):** Fall

**Pre-requisites:** [MGA 201](#) and [MGA 202](#) with minimum grades of B, junior standing in accounting major, minimum QPA of 3.0.

**Co-requisites:** Student must enroll in [MGA 301](#) and [MGA 311](#) in the same term.

**Type:** LEC

Examines the accounting systems-both manual and computer based-for service, merchandising, and manufacturing firms. Emphasizes source documents, internal control, flowcharting, and information provided to management.

### MGA 314: Cost Accounting

**Credits:** 3

**Semester(s):** Spring

**Type:** LEC

Examines the principles of management accounting used in reporting to management concerning cost measurement, behavior, and classifications; product and service costing systems; and budgeting and performance evaluation.

### MGA 401: Internal Auditing

**Credits:** 3

**Semester(s):** Fall

**Pre-requisites:** [MGA 301](#) Or [MGA 302](#) Or [MGA 314](#)

**Type:** LEC

Introduces students to the principles and techniques of internal auditing. Provides students with basic knowledge of internal auditing through classroom lectures, individual case exercises, group exercises simulating internal auditing situations, and interaction with internal auditing professionals. Develops skills in designing, implementing, and reporting on internal auditing.

### MGA 402: Auditing

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGA 301](#), [MGA 302](#), and [MGA 311](#) with a minimum grade of C, [MGF 301](#), and senior standing in accounting major.

**Type:** LEC

Covers scope and limitation of audits, auditors' qualifications and responsibilities, methods of verification and analysis applied to asset and equity accounts, examination of operating data and systems, expressions of opinion related to financial statements, and auditors' legal liability.

### MGA 403: Federal and State Taxes

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGA 301](#), [MGA 302](#), and [MGA 311](#) with a minimum grade of C, senior standing in accounting major.

**Type:** LEC

An introduction to the federal income tax law as it applies to individuals, corporations, partnerships and property transactions, with an emphasis on understanding the tax law to make better decisions in planning for business investment and property transactions.

### MGA 404: Advanced Financial Accounting

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGA 301](#), [MGA 302](#), [MGA 311](#) with a minimum grade of C, [MGF 301](#), and senior standing in accounting major.

**Type:** LEC

Examines accounting for mergers and acquisitions, consolidated financial statements, international transactions, governmental and nonprofit organizations, and other topics.

### MGA 410: Information Systems Audit

**Credits:** 3

**Semester(s):** Spring

**Pre-requisites:** [MGA 311](#) Or [MGA 401](#)

**Type:** LEC

Presents information systems audit and control concepts, and management practices. As business continues towards a more substantial reliance upon the capabilities of information systems, it becomes increasingly important for auditors to understand information systems and how they relate to financial and general organizational controls. Upon completion of this course students will be able to conduct audits of information systems.

### MGA 415: Fraud Examination

**Credits:** 3

**Semester(s):** Spring

**Pre-requisites:** [MGA 311](#) Or [MGQ 301](#)

**Type:** LEC

Coverage of various types of fraudulent schemes, techniques for preventing fraud from occurring, and the approaches to detecting fraud when it has occurred. Topics include fraud against the organization, consumer fraud, and financial reporting fraud.

### MGA 449: Internal Audit Practicum

**Credits:** 3

**Semester(s):** Fall, Spring

**Type:** SEM

Provides students with an opportunity to apply classroom theories to real-life situations. Students choose their own placement from a listing available from the Internship Program Office. The placement process is similar to that of a job search. Thus, students have the opportunity to send their resumes to sites of their choosing and interview for placement. Each site assigns a specific project to the student to be completed within 150 hours during the course of the semester. Accounting students work under the supervision of an accounting professional and receive exposure to the day-to-day operations within a professional setting.

### MGA 496: Accounting Internship

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**Credits:** 3

**Semester(s):** Fall, Spring

**Type:** TUT

Provides students with an opportunity to apply classroom theories to real-life situations. Students choose their own placement from a listing available from the Internship Program Office. The placement process is similar to that of a job search. Thus, students have the opportunity to send their resumes to sites of their choosing and interview for placement. Each site assigns a specific project to the student to be completed within 150 hours during the course of the semester. Accounting students work under the supervision of an accounting professional and receive exposure to the day-to-day operations within a professional setting.

### **MGA 499: Independent Study**

**Credits:** 1-8

**Semester(s):** Fall, Spring

**Type:** TUT

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Instructional and practical experience in the skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending on the type and amount of research activity. May be taken for credit more than once.

### **MGB 301: Organizational Behavior and Administration**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [PSY 101](#) and junior standing in the School of Management

**Type:** LEC

Explores the systematic interrelation of economic, technological, psychological, and sociological variables useful in observing, predicting, and influencing organizational behavior. Students develop ways of thinking about organizational problems to increase their effectiveness as administrators.

### **MGB 421: Seminar in Organization and Administration**

**Credits:** 3

**Type:** SEM

Focus varies from comparison of different approaches to organizational analysis to in-depth studies of specialized topics of field studies of organizations. Involves systematic development of knowledge about organizational behavior and implications for management practice. Offered infrequently.

### **MGB 422: Seminar in Organization and Administration**

**Credits:** 3

**Type:** SEM

Focus varies from comparison of different approaches to organizational analysis to in-depth studies of specialized topics of field studies of organizations. Involves systematic development of knowledge about organizational behavior and implications for management practice. Offered infrequently.

### **MGB 425: Power and Influence in Organizations**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGB 301](#) and junior or senior standing in the School of Management

**Type:** LEC

Examines the nature of power and influence, the acquisition of power, and its use in organizations, utilizing tools from organizational theory. Analyzes major frameworks from the social and behavioral sciences and delineates their utility for application. Discusses cases and other exercises for application in both the public and the private sectors. Students are encouraged to relate the material to their personal experiences and professional objectives.

### **MGB 499: Independent Study**

**Credits:** 1-8

**Type:** TUT

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Instructional and practical experience in the skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending on the type and amount of research activity. May be taken for credit more than once.

### **MGE 302: Applied Economics**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [ECO 181](#) and [ECO 182](#), [MGQ 201](#), [MTH 131](#) or [MTH 121](#) or [MTH 122](#), and junior standing in the School of Management

**Type:** LEC

Considers the methods, concepts, and techniques employed in applying economic constructs and principles to managerial decision making in private and public enterprises. Topics include market demand analysis, firms' production decisions, and pricing practices.

### **MGF 300: Personal Finance**

**Credits:** 3

**Type:** LEC

Personal Finance is designed to introduce the basic concepts of personal financial management and planning for individuals and families. It will provide the learner with a practical framework for the preparation and application of personal financial statements, saving and investment strategies, credit use, insurance needs, retirement and estate planning techniques.

### **MGF 301: Corporation Finance**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGA 201](#) and [MGA 202](#), [MTH 131](#) or [MTH 121](#), completion of or concurrent registration in [MGQ 301](#), and junior

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standing in the School of Management

**Type:** LEC

Introduces the scope and objectives of financial management, along with the concept of the risk-return trade-off. Also considers financial planning with special emphasis on evaluating capital projects and managing working capital. Discusses the methods employed to obtain funds, along with the costs associated with each alternative.

### MGF 401: Financial Institutions

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGF 301](#) and junior standing in the School of Management

**Type:** LEC

The financial services industry is very dynamic and continues to undergo dramatic changes. Many forces contribute to the changes including interest rates, overall market and credit factors, consolidation within the industry, and regulations. From this perspective, the course explores the basic management problems in the credit, investment, and financing administration functions of financial institutions, including commercial banks in the United States and abroad.

### MGF 402: Investment Management

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGF 301](#) and junior standing in the School of Management

**Type:** LEC

Discusses techniques of analyzing various companies and industries, as well as recent research on security markets, portfolio theory, and the measurements of investment performance.

### MGF 403: International Financial Management

**Credits:** 3

**Semester(s):** Fall

**Pre-requisites:** [MGF 301](#) and junior standing in the School of Management

**Type:** LEC

Provides the conceptual framework necessary for financial decision making in an international context. Focuses on implementing analytical tools and theory through problems and analysis of real-world global decision making. From this global perspective, explores the following traditional areas of corporate finance: investments, capital budgeting, cost of capital and financial structure, evaluation and control of operations and risk management. Within these areas, we concentrate on those decision variables that purely domestic firms tend to overlook, such as fluctuating exchange rates, differing rates of inflation between countries, differing tax systems, exchange controls, segmented capital markets, and such political risks as nationalization and expropriation.

### MGF 405: Advanced Corporate Finance

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGF 301](#) and senior standing in the School of Management

**Type:** LEC

Discusses the theory and practice of financial decision making under uncertainty. In particular, considers in depth the problems of working capital management, capital budgeting, cost of capital, dividend policy, and merger analysis.

### MGF 407: Financial Derivatives and Their Markets

**Credits:** 3

**Semester(s):** Spring

**Pre-requisites:** [MGF 301](#), completion of or concurrent registration in [MGF 402](#), and junior standing in the School of Management

**Type:** LEC

Gives students an understanding of the wide range of derivative financial securities developed over the past fifteen years and better prepares them for the types of careers available in today's complex global markets. Students learn how these securities are priced and used in risk-management and speculative strategies by individuals and companies. Financial securities and markets are changing rapidly, and this course helps students be better prepared to enter a career in finance.

### MGF 420: Special Topics in Finance

**Credits:** 3

**Type:** LEC

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Topics vary by semester.

### MGF 496: Finance Internship

**Credits:** 3

**Semester(s):** Fall, Spring

**Type:** TUT

Provides students within the finance option with an opportunity to apply classroom theories to real-life situations. Students choose their own placement from a listing available from the Internship program Office. The placement process is similar to that of a job search. Thus, students have the opportunity to send their resumes to sites of their choosing and interview for placement. Each site assigns a specific project to the student to be completed within 150 hours during the course of the semester. Finance students work under the supervision of a finance professional and receive exposure to the day-to-day operations within a professional setting.

### MGF 499: Independent Study

**Credits:** 1-8

**Semester(s):** Fall, Spring

**Type:** TUT

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Instructional and practical experience in the skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending on the type

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and amount of research activity. May be taken for credit more than once.

### **MGG 110: Entrepreneurship Training Program**

**Credits:** 3  
**Type:** LEC

Entrepreneurial endeavors stand a better chance of being successful when the business owner is properly trained. This Entrepreneurship Training Program (EPT) is designed as a vehicle for the exploration of self-employment and continuing education. EPT will entertain varied elements of selecting, developing, and operating a business. Content experts, practicing entrepreneurs, and business professionals will assist in presenting content; guest speakers will extend the course material and relate relevant personal experiences.

### **MGG 150: Business and Society**

**Credits:** 3  
**Semester(s):** Fall, Spring  
**Type:** LEC

*Designed for non-business majors*

Comprehensively provides a broad understanding of business, including various functions and their interrelationships; terminology; management fundamentals and competitive factors; legal and ethical issues; and consideration of various external elements, including society at large.

### **MGG 300: Career Strategies, Planning, and Management**

**Credits:** 2  
**Semester(s):** Fall, Spring  
**Pre-requisites:** Junior standing in the School of Management  
**Type:** LEC

A hands-on course taught by a team of faculty, Career Resource Center staff, area professionals, and alumni. Introduces a strategic approach to career planning and job search. Topics/activities cover the job market, job-search resources, developing a personal marketing strategy, researching potential employers, networking, interviewing, and writing skills. Recommended for the junior year. Formerly [MGT 300](#).

### **MGG 495: Undergraduate Supervised Teaching**

**Credits:** 2  
**Semester(s):** Fall, Spring  
**Type:** TUT

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Undergraduate teaching assistant (UTA) positions for [MGG 101](#) and [MGG 102](#) are available for School of Management Students who meet the qualifications, including senior standing, a minimum GPA of 3.0, and a minimum School of Management GPA of 3.0. Students must apply for UTA positions with the Undergraduate Academic Programs office in 204 Alfiero Center. Credit does not count toward the major. Graded P/F.

### **MGG 496: Management Internship**

**Credits:** 3  
**Type:** TUT

Provides students with an opportunity to apply classroom theories to real-life situations. Students choose their own placement from a listing available from the Internship Program Office. The placement process is similar to that of a job search. Thus, students have the opportunity to send their resumes to sites of their choosing and interview for placement. Each site assigns a specific project to the student to be completed within 150 hours during the course of the semester. Management students work under the supervision of a management professional and receive exposure to the day-to-day operations within a professional setting.

### **MGI 301: Human Resources Management and Labor Relations for Managers**

**Credits:** 3  
**Semester(s):** Fall, Spring  
**Pre-requisites:** Junior standing in the School of Management  
**Type:** LEC

Introduces the management of human resources (HR) at the level of the firm. Focuses on the systems and practices required to implement such HR functions as selection, development, compensation, and performance appraisal. Evaluates these HR decisions with a framework that considers the influence of legal and market environments, as well as union and nonunion settings. Course assignments emphasize managerial applications.

### **MGI 411: Advanced Human Resources Management**

**Credits:** 3  
**Semester(s):** Fall, Spring  
**Pre-requisites:** [MGI 301](#) and junior standing in the School of Management  
**Type:** LEC

Provides advanced treatment of the three critical HR functions: (1) selection and staffing, (2) compensation and rewards management, and (3) performance management and evaluation. Course assignments focus on the professional competencies required in each of these areas. Emphasizes linking these decisions to the strategic requirements of the firm.

### **MGI 418: Special Topics in Human Resources**

**Credits:** 1-6  
**Pre-requisites:** [MGI 301](#)  
**Type:** SEM

Topics vary by semester.

### **MGI 420: Special Topics in Human Resources**

**Credits:** 1-3  
**Pre-requisites:** [MGI 301](#)  
**Type:** SEM

Topics vary by semester.

### **MGI 496: Human Resources Internship**

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**Credits:** 3

**Semester(s):** Fall, Spring

**Type:** TUT

Provides students with an opportunity to apply classroom theories to real-life situations. Students choose their own placements from a listing available from the Internship Program Office. The placement process is similar to that of a job search. Students have the opportunity to send their resumes to sites of their choosing and interview for placement. Each site assigns a specific project to the student to be completed within 150 hours during the course of the semester. Human resources management students work under the supervision of a human resources professional and receive exposure to the day-to-day operations within a professional setting.

### **MGI 499: Independent Study**

**Credits:** 1-8

**Semester(s):** Fall, Spring

**Type:** TUT

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Instructional and practical experience in the skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending on the type and amount of research activity. May be taken for credit more than once.

### **MGM 301: Principles of Marketing**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [ECO 182](#) and [PSY 101](#), junior standing in the School of Management.

**Type:** LEC/REC

Examines the distribution of goods by marketing agencies. Considers the nature and scope of marketing problems, behavior of industrial buyers and consumers, channels of distribution, pricing, selling, marketing costs, efficiency, and governmental regulations.

### **MGM 402: Selling and Sales Force Management**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGM 301](#) and junior or senior standing in the School of Management

**Type:** LEC

Explores roles of the sales force and sales management team in a firm's marketing strategy. Studies selling techniques, territory management, sales force selection, sales training for improved performance, compensation schemes, and performance evaluation. Case analysis and discussion deal with problems from the perspectives of the sales representative, the sales manager, and top management.

### **MGM 403: Marketing Research**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGM 301](#) and junior or senior standing in the School of Management

**Type:** LEC

Investigates marketing research as a tool of market management. Analyzes the role of research in planning and controlling market activities and the techniques of marketing research, and illustrates the application to marketing problems.

### **MGM 404: Consumer Behavior**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGM 301](#) and junior or senior standing in the School of Management

**Type:** LEC

Discusses pertinent theoretical and empirical findings about the behavior of consumers and industrial and institutional buyers.

### **MGM 405: Seminar in Marketing**

**Credits:** 3

**Semester(s):** Fall

**Pre-requisites:** [MGM 301](#) and junior or senior standing in the School of Management

**Type:** SEM

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Provides an opportunity to study individual topics of special interest, as well as to examine market phenomena of a general nature.

### **MGM 406: Product and Brand Management**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGM 301](#) and junior or senior standing in the School of Management

**Type:** LEC

Discusses new product development, brand and pricing strategies for existing products, and the design of promotional campaigns. Gives particular emphasis to the new product development process and the design of advertising strategy.

### **MGM 408: Retail and Marketing Channel Management**

**Credits:** 3

**Type:** LEC

Discusses retail administration and the effective management of channels of distribution. Some of the topics covered are retail locations, management of physical distribution, and cooperation and conflict among retailers and other channel members. Offered infrequently.

### **MGM 409: Advertising and Promotion**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGM 301](#) and junior or senior standing in the School of Management

**Type:** LEC

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Promotional strategy, one of the four P's of marketing, is critical to the survival and success of organizations because promotion forms the point of contact between the organization and its many stakeholders, especially its customers. While promotion is typically associated with advertising, today's marketers have many more options in fashioning their promotional strategies. Understanding the various promotional choices including advertising, sales promotions, direct marketing, personal selling, and public relations and how these strategies need to work in tandem to achieve the greatest impact are among the objectives of this course.

### MGM 483: International Marketing

**Credits:** 3

**Semester(s):** Spring

**Pre-requisites:** [MGM 301](#) and junior or senior standing in the School of Management

**Type:** LEC

As the world becomes a global village, and more corporations around the world market their products and services in foreign countries, the demand for business students with an understanding of international marketing is dramatically increasing. Thus, it becomes increasingly critical for undergraduate marketing students to: (1) develop an understanding of the concepts, principles, and practices of marketing in the global environment; (2) develop familiarity with the problems involved in marketing across national boundaries; and (3) gain knowledge of tools and approaches to develop and control marketing programs on a global basis.

### MGM 496: Marketing Internship

**Credits:** 3

**Semester(s):** Fall, Spring

**Type:** TUT

Provides students within the marketing option with an opportunity to apply classroom theories to real-life situations. Students choose their own placement from a listing available from the Internship Program Office. The placement process is similar to that of a job search. Students have the opportunity to send their resumes to sites of their choosing and to interview for placement. Each site assigns a specific project to the student to be completed within 150 hours during the course of the semester. Marketing students work under the supervision of a marketing professional and receive exposure to the day-to-day operations within a professional setting.

### MGM 497: Marketing Honors Thesis

**Credits:** 3

**Type:** TUT

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Honors thesis for marketing students.

### MGM 499: Independent Study

**Credits:** 1-8

**Semester(s):** Fall, Spring

**Type:** TUT

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Instructional and practical experience in the skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending on the type and amount of research activity. May be taken for credit more than once.

### MGO 302: Production and Operations Management

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGQ 201](#) and junior standing in the School of Management

**Type:** LEC

Introduces the process, tools, and techniques of production and operations management. Develops sufficient skills in the use of financial, quantitative, statistical, and computer-based tools and techniques as they apply to operations management and control problems in business, industrial, service, and governmental settings.

### MGO 303: Supply Chain and Logistics Management

**Credits:** 3

**Semester(s):** Spring

**Pre-requisites:** [MGQ 201](#) and junior standing in the School of Management

**Type:** LEC

The course deals with design and management of supply chains and logistics for competing effectively in global markets. The management of specific functions within supply chains such as manufacturing, procurement, logistics and inter-organizational information and coordination are covered. The topics covered include qualitative & quantitative techniques for optimum configuration of supply chain and logistics, principles of postponement in design, processes and logistics, mass customization, global location factors for offices, plants and distribution centers, collaboration and coordination among various players in supply networks, vendor managed inventory (VMI), strategic alliances & partnering, purchasing and buyer-supplier relationships. Given the increasing importance of logistics and retail sectors in employment generation, logistics management topics such as warehousing, transportation and third party logistics service providers are also covered.

### MGO 304: Service Operations & Extreme Events Management

**Credits:** 3

**Semester(s):** Fall

**Pre-requisites:** [MGQ 201](#) and junior standing in the School of Management

**Type:** LEC

This course imparts an understanding of service operations management. The service sector is the largest sector in terms of contributions to GDP as well as employment. This course is designed to cover unique aspects of service operations and complexities involved in a wide range of service organizations such as health care, management of quick-response services (such as fast food restaurants), education, retail, government, and non-profit organizations. The planning and control mechanisms for a variety of service situations, and ways and means to lower the costs, improve the efficiency and customer service organizations will be analyzed through many quantitative models such as queuing theory, design

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of service delivery systems and qualitative methods. In addition, given the growing turbulence in social and economic spheres in recent years, additional emphasis is placed on service business processes involved in emergency management systems, extreme events and rapid execution of service logistics processes. These include the four sectors of: 1) management of organizations such as fire, health care, police protection; 2) disaster management techniques (hurricanes, earthquakes, and other natural events), 3) emergency response to unanticipated shortages of critical materials such as blood, vaccines; and 4) handling and transportation of toxic materials, etc.

### MGO 330: Entrepreneurship and Small Business

**Credits:** 3  
**Semester(s):** Spring  
**Type:** LEC

Entrepreneurial ventures are unique entities. They take on the character of their originator who seeks to make his/her mark in the business world. Founders provide the essence of what their venture becomes. Students develop their entrepreneurial instinct as well as entrepreneurial skills. This interaction of instinct and skills assists professional growth and sharpens entrepreneurial "sense." Lecture, discussion, and activities occupy class time. Explores both text and lecture content to provide insight into the components and interactions of business elements. In large part, examines course content in pursuit of the development of a business plan.

### MGO 403: Fundamentals of Strategic Management

**Credits:** 3  
**Semester(s):** Fall, Spring  
**Pre-requisites:** [MGF 301](#), [MGM 301](#), [MGB 301](#), [MGS 351](#), [MGO 302](#) and [MGE 302](#); or must have completed a minimum of three of these six with concurrent registration in the remaining three; and senior standing  
**Type:** LEC

Surveys general management processes for planning and controlling the operations of the firm in order to compete effectively in the global marketplace. Gives special attention to the strategic and operations planning process, and the integration of marketing, production, and financial planning concepts and practices. Case studies and a computer-based management game are part of the course.

### MGO 450: Business Forecasting

**Credits:** 3  
**Semester(s):** Spring  
**Type:** LEC

Examines forecasting for business purposes in the face of uncertainty. Designed to familiarize students with various forecasting techniques and their practical applications in business, including projections of retail sales, real estate loans, tool shipments, costs, revenues, stock prices, inflation rates, and other micro and macro level variables. Numerous case studies were used.

### MGO 493: Special Topics

**Credits:** 3  
**Type:** LEC

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Various topics of concern to management students are offered periodically by guest lecturers and faculty members. Not offered on a regular basis.

### MGO 499: Independent Study

**Credits:** 1-6  
**Semester(s):** Fall, Spring  
**Type:** TUT

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Instructional and practical experience in the skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending on the type and amount of research activity. May be taken for credit more than once.

### MGQ 201: Introduction to Computers and Statistics

**Credits:** 4  
**Semester(s):** Fall, Spring  
**Pre-requisites:** Sophomore standing  
**Type:** LEC/REC

Familiarizes students with statistical concepts and computer skills which are valuable in a variety of life and work applications, as well as creates a foundation for more advanced coursework. Word-processing, spreadsheet, and statistical applications form an important part of the course. Includes topics from descriptive statistics, such as measures of central tendency, standard deviation, probability distributions, Central Limit Theorem, the normal distribution and requires the use of Excel, Word, and PowerPoint necessary to run statistical functions and to present analysis of data.

### MGQ 301: Statistical Decisions in Management

**Credits:** 3  
**Semester(s):** Fall, Spring  
**Pre-requisites:** [MGQ 201](#) and junior standing in the School of Management  
**Type:** LEC

Strengthens skills in the use of statistical methods for decision making and in the interpretation of computer output. Topics covered include estimation, hypothesis testing, regression, and analysis of variance.

### MGS 314: Applied Business Programming

**Credits:** 4  
**Semester(s):** Fall  
**Pre-requisites:** junior standing in the School of Management  
**Type:** LEC/REC

An introductory programming course with an emphasis on business applications and problem solving. Students will learn object oriented design techniques, programming structures, programming logic and user interface design. The software development environment used

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in this course is Microsoft Visual Studio and the Visual Basic .NET programming language.

### MGS 351: Introduction to Management Information Systems

**Credits:** 4

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGQ 201](#) and junior standing in the School of Management

**Type:** LEC/REC

Introduces the basic concepts of management information systems from the managerial perspective. Topics include systems theory, information theory, systems analysis, and database management. Also introduces computer software, such as Lotus 1-2-3 and Microsoft Access.

### MGS 402: Telecommunications Technology

**Credits:** 3

**Semester(s):** Fall

**Pre-requisites:** [MGS 351](#) and senior standing in the School of Management

**Type:** LEC

Introduces students to telecommunications technology. Students gain an appreciation for telecommunications technology, such as fax, telephone, and radio, as well as the management of telecommunications and the services planned by telecommunication companies. Students learn to identify major components of local area networks (LAN) and wide area networks (WAN), and to understand issues relating to design of LANs and administration of network operating systems.

### MGS 404: Database Management Systems

**Credits:** 3

**Semester(s):** Fall

**Pre-requisites:** [MGS 351](#) and senior standing in the School of Management

**Type:** LEC

Introduces the technologies used to develop and implement database systems. The course begins by introducing the relational model and the structure query language (SQL), and also examines post-relational models as found in object-oriented and semantic databases. Uses data modeling concepts and principles of good database design to illustrate the construction of integrated databases. Requires students to complete a project that incorporates good database design concepts.

### MGS 405: Systems Analysis and Design

**Credits:** 3

**Semester(s):** Spring

**Pre-requisites:** [CSE 113](#) and [MGS 351](#) and senior standing in the School of Management

**Type:** LEC

Acquaints students with the various concepts and technologies used in the analysis and design of computer-based systems. The course introduces techniques for studying business information flows, defining information requirements, and designing and implementing computer-based solutions. Also surveys modern software development practices and such methods as rapid

applications development and prototyping, and the use of automated tools to support software development.

### MGS 410: Digital Forensics

**Credits:** 3

**Type:** LEC

Introduction to digital forensics. Students will acquire, authenticate, and analyze digital evidence. We will explore technical and managerial topics, and provide students with both theoretical and practical hands-on experience using forensic equipment and software.

### MGS 420: Special Topics

**Credits:** 3

**Type:** LEC/SEM

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Topics vary by semester.

### MGS 425: Management of IT Projects

**Credits:** 3

**Semester(s):** Spring

**Pre-requisites:** [MGS 314](#) and senior standing in the School of Management

[MGS 425](#)

**Co-requisites:** [MGS 405](#)

**Type:** LEC

MIS concentration capstone course. Advanced MIS majors, operating as a high performance team, will engage in and complete the design and implementation of a significant information system, Project management, management of the IS function, and systems integration will be components of the project experience.

### MGS 496: MIS Internship

**Credits:** 3

**Semester(s):** Fall, Spring

**Type:** TUT

Provides students within the management science and systems option with an opportunity to apply classroom theories to real-life situations. Students choose their own placement from a listing available from the Internship Program Office. The placement process is similar to that of a job search. Students have the opportunity to send their resumes to sites of their choosing and interview for placement. Each site assigns a specific project to the student to be completed within 150 hours during the course of the semester. Management science and systems students work under the supervision of a management science and systems professional and receive exposure to the day-to-day operations within a professional setting

### MGS 499: Independent Study

**Credits:** 1-8

**Semester(s):** Fall, Spring

## Business Administration

**Type:** TUT

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Instructional and practical experience in the skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending on the type and amount of research activity. May be taken for credit more than once.

### **MGT 401: Public Policy, Law and Management**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** junior or senior standing in the School of Management

**Type:** LEC

Focuses on the regulatory and policy implications of the interaction between government and private business entities, including corporations, partnerships and other business forms. Designed to help students understand the legal environment in which business organizations operate. This course also examines the role of ethics in business decision-making and the distinction between ethical and legal constraints. Includes discussion of specific laws affecting business and management, including securities regulation, antitrust statutes, and the Sarbanes-Oxley legislation of 2002.

### **MGT 403: Business Law I**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** Senior standing in the School of Management

**Type:** LEC

Introduces students to the various sources of law and the litigation and alternative dispute resolution processes. Analyzes major legal issues in business decision-making, including contract law. The law of business organizations, and government regulation of business.

### **MGT 404: Business Law II**

**Credits:** 3

**Semester(s):** Fall, Spring

**Pre-requisites:** [MGT 403](#) and senior standing in the School of Management

**Type:** LEC

Focuses on the Uniform Commercial Code, including sales and lease contracts, negotiable instruments and secured transactions, bankruptcy law, and tort law, including negligence and products liability.

### **MGT 421: Special Topics in Management**

**Credits:** 1-3

**Type:** SEM

Various topics of concern to management students are offered periodically by guest lecturers and faculty members. Not offered on a regular basis.

### **MGT 422: Management, Society, and the Environment**

**Credits:** 3

**Type:** SEM

Various topics of concern to management students are offered periodically by guest lecturers and faculty members. Not offered on a regular basis.

### **MGT 496: General Management Internship**

**Credits:** 3

**Semester(s):** Fall, Spring

**Type:** TUT

Provides students with an opportunity to apply classroom theories to real life situations. Students choose their own placement from a listing available from the Internship Program Office. The placement process is similar to that of a job search. Students have the opportunity to send their resumes to sites of their choosing and interview for placement. Each site assigns a specific project to the student to be completed within the 150 hours during the course of the semester. General management students work under the supervision of a general management professional and receive exposure to the day-to-day operations within a professional setting.

### **MGT 499: Independent Study**

**Credits:** 1-8

**Semester(s):** Fall, Spring

**Type:** TUT

*The content of this course is variable and therefore it is repeatable for credit. The [University Grade Repeat Policy](#) does not apply.*

Instructional and practical experience in the skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending on the type and amount of research activity. May be taken for credit more than once.