

Undergraduate Study

Detailed information concerning all degree requirements can be found by visiting The College of Business Undergraduate Advising web site (http://www.umsl.edu/divisions/business/undergrad_advising).

Admission Requirements

Students entering UMSL may declare themselves as business majors in the College of Business Administration (COBA). They are advised by business and may take business courses as long as they maintain “good standing” status (see General Degree Requirements listed below) and have satisfied the prerequisites for the courses they propose to take.

General Degree Requirements-all degrees-all students

- Students must complete a minimum of 120 credit hours for any baccalaureate degree from the College of Business Administration.
- Students must complete a minimum of 60 non-business hours.
- Students must complete a minimum of 48 hours in business courses.
- Students must complete a minimum of 36 hours of upper division business courses.
- Students are limited to a maximum of 24 credit hours in any single business discipline beyond core courses.
- Students are limited to a maximum of 78 credit hours in business and economics combined within 120 hours.
- Students must attain a minimum campus grade point average of 2.3. Grade modification may be used in calculating this grade point average.
- Students must attain a minimum business grade point average of 2.3. Grade modification may be used in calculating this grade point average.
- Students seeking an emphasis area or major within the Bachelor of Science in Business Administration degree, Bachelor of Science in Accounting degree, and/or Bachelor of Science in Information Systems degree must attain a minimum grade point average of 2.3 in the emphasis/major. Grade modification may be used in calculating this grade point average.
- A minimum grade of C- is required for each course in the business core (except MGMT 4219); for each course which serves as a prerequisite for another course; and for each course in an emphasis area and/or major.
- Of the maximum of 18 hours which may be taken on a satisfactory/unsatisfactory graded basis, only 9 hours can be in business, and those are restricted to electives—courses beyond the required business core courses.
- Business course prerequisites are enforced by the College of Business Administration and include a minimum campus grade point average of 2.0 as a condition for taking any upper division business course.
- Emphasis areas may be added for up to two years following degree completion. Each additional degree from the College of Business Administration requires 15 unique hours taken at UMSL subsequent to completion of the prior business degree.
- Students are allowed to take a maximum of 9 hours of upper-division business classes before a “good standing” evaluation is applied to their academic records. In order to remain in good standing and continue to enroll in upper division business courses, students must

maintain a 2.3 campus and business grade point average and must have completed the following cluster of courses (with a grade of C- or higher):

ACCTNG 2400	Fundamentals of Financial Accounting	3
ACCTNG 2410	Managerial Accounting	3
BUS AD 2900	Legal Environment Of Business	3
ECON 1001	Principles of Microeconomics	3
ECON 1002	Principles of Macroeconomics	3
INFSYS 2800	Information Systems Concepts and Applications	3
MATH 1030	College Algebra	3
MATH 1100	Basic Calculus	3
MATH 1105	Basic Probability And Statistics	3

Lower Division Requirements-all degrees-all students

Each student must complete a 42-hour block of general education coursework (<http://bulletin.umsl.edu/generaleducationrequirements>) fulfilling eight areas, five core areas, and three explore areas. The core areas include one course in First Year Writing, Mathematics Proficiency, Communication Proficiency, Information Literacy, and American History or Government. The Explore Areas include three courses in the Humanities and Fine Arts, three courses in the Social Sciences, and three courses in Math and Life/Natural Science area.

All courses must be selected from a list (<http://bulletin.umsl.edu/generaleducationrequirements>) approved by the Faculty Senate of the campus. In many instances courses required by the College of Business Administration for each of its degree programs will satisfy a segment of the general education requirements. A list of courses which fulfill the humanities, social science, and math/science knowledge goals can be obtained in the Office of Undergraduate Academic Advising in the College of Business Administration, 487 Social Sciences and Business (SSB) building; or by visiting our web site (<http://www.umsl.edu/divisions/business>).

Lower Division Non-Business Course Requirements

Students pursuing any undergraduate business degree must complete the following non-business courses:

ECON 1001	Principles of Microeconomics	3
ECON 1002	Principles of Macroeconomics	3
ENGL 1100	First-Year Writing	3
Core area course in Communication Proficiency		
MATH 1030	College Algebra	3
MATH 1100	Basic Calculus	3
MATH 1105	Basic Probability And Statistics	3
A science lecture course (Math/Life Sciences Explore area)		
A cultural diversity course		
A course required by the state of Missouri for the American History or Government Core area		
Three humanities courses for the Humanities and Fine Arts Explore area.		
Two social science courses, in addition to those above for the Social Sciences Explore Area. ¹		

¹ At least one of the courses must be in a discipline other than Economics.

Lower Division Business Course Requirements

ACCTNG 2400	Fundamentals of Financial Accounting	3
ACCTNG 2410	Managerial Accounting	3
BUS AD 2900	Legal Environment Of Business	3
INFSYS 2800	Information Systems Concepts and Applications	3
Total Hours		12

Upper Division Requirements-all degrees-all students

Upper Division Non-Business Requirement

ENGL 3120	Business Writing (with a minimum grade of C-)	3
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Upper Division Non-Business or Business Requirement

Two global awareness courses selected from an approved list maintained in the Office of Undergraduate Academic Advising in the College of Business Administration; also available on our web site (http://www.umsl.edu/divisions/business/undergrad_advising/Undergraduate%20Programs/requirements.html#global). (<http://www.umsl.edu/divisions/business>)

Upper Division Business Requirements

FINANCE 3500	Financial Management	3
SCMA 3300	Business Analytics and Statistics	3
SCMA 3301	Introduction to Supply Chain Management	3
MGMT 3600	Management and Organizational Behavior	3
MGMT 4219	Strategic Management	3
MKTG 3700	Basic Marketing	3
A minimum of 18 additional hours of upper division approved business electives		18
Total Hours		36

Assessment-all degrees-all students

MGMT 4220	Business Assessment Testing (A "Satisfactory" grade is required for graduation.)	0
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Transfer Issues

Students must complete a minimum of 60 hours from four year, baccalaureate degree granting colleges/universities.

A minimum of 50% of all business course work must be completed at UMSL.

Students must complete a minimum of 21 graded hours in business courses.

Individuals must complete their last 30 hours in residence at UMSL.

A minimum of 56 graded hours at UMSL are required to qualify for consideration for Latin Honors.

Students seeking to use a lower division course to satisfy an upper division business requirement must validate the course being transferred. If successfully validated, the transfer course will waive the need to take the upper division equivalent course at UMSL, but the course transferred will be counted as lower division; it will not count toward the 36 upper division hours required in business.

Completion of a 42-hour general education block, which is certified by the sending institution as fulfilling its general education requirement, will be viewed as fulfilling UMSL's general education requirement. However, all lower division courses required as part of a degree program at UMSL must be completed.

Latin Honors Requirements

In accordance with the University's Latin Honors policy (<http://bulletin.umsl.edu/undergradstudy/#academicrecognitiontext>), candidates graduating from the College of Business in the 2018-2019 Academic Year must meet the following GPA qualifications:

Summa Cum Laude	3.919
Magna Cum Laude	3.804
Cum Laude	3.528

Bachelor of Science in Accounting Degree

Lower or Upper Division Courses Required 6

One of:

ACCTNG 3460	Accounting Career Strategies
or COMM 1040	Introduction To Public Speaking
PHIL 1130	Approaches To Ethics
or PHIL 2254	Business Ethics

Upper Division Accounting Courses Required: ¹

ACCTNG 3401	Financial Accounting And Reporting I	3
ACCTNG 3402	Financial Accounting And Reporting II	3
ACCTNG 3411	Cost Accounting	3
ACCTNG 3441	Income Taxes	3
ACCTNG 3421	Accounting Information Systems	3
or INFSYS 3810	Information Systems Analysis	
ACCTNG 4435	Auditing	3

Total Hours 24

¹ The prerequisite for enrollment in ACCTNG 3402, ACCTNG 3411, ACCTNG 3441, ACCTNG 3451, ACCTNG 3460 and all 4000-level accounting courses is an upper-level accounting grade point average of 2.3, or higher.

See the Office of Undergraduate Academic Advising for alternatives to satisfy the State of Missouri's requirement of 150 hours for eligibility to take the Uniform Certified Public Accounting Examination.

Post-Baccalaureate Certificate in Accounting

Prerequisite

Bachelor's degree (in any subject)

Prerequisite Courses

MATH 1030	College Algebra ¹	3
ACCTNG 2400	Fundamentals Of Financial Accounting ²	3
ACCTNG 2410	Managerial Accounting ²	3

¹ MATH 1030 College Algebra is a prerequisite for the required accounting courses. It may be taken concurrently with ACCTNG 2400 Fundamentals Of Financial Accounting, but must be completed prior to enrollment in ACCTNG 2410 Managerial Accounting.

² ACCTNG 2400 Fundamentals Of Financial Accounting and ACCTNG 2410 Managerial Accounting are also prerequisites for the 3000-level accounting courses.

Required

Complete 27 hours of accounting courses at the 3000-level or above, at least 15 hours of which are completed at UMSL. The accounting courses must include the six required courses listed below and three accounting electives. Courses previously completed can be waived upon presentation of appropriate documentation. Waived courses will not count toward the 15-hour residency requirement.

Courses must be completed with a grade of C- or higher. The grade point average for all courses counting toward the Post-Baccalaureate Certificate in Accounting must be 2.3 or higher. The prerequisite for enrollment in ACCTNG 3402, ACCTNG 3411, ACCTNG 3441, ACCTNG 3451 and all 4000-level accounting courses is an upper-level accounting grade point average of 2.3 or higher.

Required Courses

ACCTNG 3401	Financial Accounting And Reporting I	3
ACCTNG 3402	Financial Accounting And Reporting II	3
ACCTNG 3411	Cost Accounting	3
ACCTNG 3421	Accounting Information Systems	3
ACCTNG 3441	Income Taxes	3
ACCTNG 4435	Auditing	3

Electives

Select three of the following: ¹ 9

ACCTNG 3451	Accounting For Governmental And Not-For-Profit Entities	
ACCTNG 4401	Financial Accounting And Reporting III	
ACCTNG 4402	Financial Accounting And Reporting IV	
ACCTNG 4405	Professional Accounting Research	
ACCTNG 4441	Advanced Federal Income Tax: Business Taxation	

Total Hours 27

¹ Most of these are offered only once a year.

Notes on qualifying for the CPA exam in Missouri

Successful completion of the Post-Baccalaureate Certificate in Accounting includes all the accounting courses needed to qualify for the CPA exam in Missouri. However, Missouri law also requires a total of 60 credit hours in business (including the accounting courses). Many students with undergraduate degrees in business have satisfied this requirement. A student who has not satisfied this requirement must take additional business classes in order to qualify for the CPA exam.

In addition, Missouri requires 150 credit hours of college level coursework in order to qualify for the CPA exam. A student who has completed a 120-hour undergraduate business degree and the Post-Baccalaureate

Certificate in Accounting will need additional coursework in order to satisfy the 150-hour requirement.

Bachelor of Science in Business Administration Degree

General Business

For those undecided regarding a specific emphasis area, a general business degree option is available. Students must complete a minimum of 18 hours of upper division approved business electives (see comprehensive list of business courses in the course descriptions section of this publication)

Emphasis in Finance

Finance is a multidisciplinary field that combines various concepts from management, economics and accounting with financial techniques to make sound business decisions and solve problems.

A minimum of 18 hours of upper division finance electives must be selected from the following:

FINANCE 3501	Financial Policies	3
FINANCE 3503	Computer Applications in Finance	3
FINANCE 3520	Investments	3
FINANCE 3521	Financial Engineering: Applying Derivatives	3
FINANCE 3523	Fixed Income Analysis	3
FINANCE 3525	Practicum in Investments	1
FINANCE 3540	Introduction to Financial Institutions and Financial Markets	3
FINANCE 3541	Commercial Bank Management	3
FINANCE 3542	Principles of Real Estate	3
FINANCE 3560	Practice of Personal Financial Planning	3
FINANCE 3561	Principles of Insurance	3
FINANCE 3562	Life Insurance and Employee Benefits	3
FINANCE 3563	Retirement Planning and Employee Benefits	3
FINANCE 3564	Estate Planning and Trusts	3
FINANCE/INTL BUS 3580	International Corporate Finance	3
FINANCE/INTL BUS 3582	International Investments	3
FINANCE 3585/INTL BUS 3281	Business in China	3
FINANCE 3590	Internship in Finance	1-3
FINANCE 3598	Seminar in Finance	1-3
FINANCE 3599	Independent Study in Finance (approved)	1-3

Track Certification

Students may combine selected courses from the list above, and other specified upper division business electives, to fulfill a designated track with dual objectives of acquiring in depth knowledge, and to prepare and be eligible for various professional certification examinations. Detailed information is available in the Office of Undergraduate Academic Advising. The specific tracks available include:

- Corporate Finance
- Financial Institutions and Services
- Investment and Portfolio Management
- Financial Planning
- Insurance

Emphasis in International Business

National markets are becoming increasingly integrated. The study of international business focuses on understanding the forces behind this globalization of markets and production.

Twelve (12) hours are required of all individuals seeking an emphasis in International Business:

Select two of the following courses: 6

INTL BUS/MGMT 3680	International Management
INTL BUS/FINANCE 3580	International Corporate Finance
INTL BUS/MKTG 3780	International Marketing

Select two additional approved international business courses from the following: 6¹

INTL BUS 3280	The Law Of International Business Transactions
INTL BUS 3281	Business In China
INTL BUS 3282	Managing The Global Workforce
INTL BUS 3283	International Business And Society
INTL BUS 3284	The Japanese Management System
INTL BUS 3285	Role Of The Global Corporation
INTL BUS 3289	Practicum In International Business
INTL BUS 3290	Internship In International Business
INTL BUS 3299	Independent Study In International Business
INTL BUS/FINANCE 3580	International Corporate Finance
INTL BUS/FINANCE 3582	International Investments
INTL BUS/MGMT 3680	International Management
INTL BUS/MKTG 3780	International Marketing
INTL BUS/MKTG 3787	Marketing in the European Union
INTL BUS 4281	Entrepreneurship in the Global Environment
INTL BUS 4289	International Strategic Management
INTL BUS/LOG OM 4381	Global Supply Chain Management

Total Hours 12

¹ Other than INTL BUS 3289.

Proficiency in a foreign language of international commerce (determined by the College of Business Administration) must be demonstrated - 13

credit hours in one approved language or satisfactory performance on the UMSL foreign language placement test.

Students must complete one of the following International Experience Requirements:

INTL BUS 4280 International Business Experience 0

1. Study abroad for three or more credits hours.¹
2. Complete an international internship approved by the International Business Institute (maximum of 3 credit hours).
3. Complete a minimum of one year international experience within 5 years of entering the program in any of the following areas: Peace Corps, volunteer work with an organization, an international posting by a company or government agency and/or approved, significant international experience. Documentation is required for approval.

¹ International students in the IB Emphasis will meet their International Experience requirement through their study in the United States.

Emphasis in Management

The study of management focuses on the behavior of individuals and groups in an organizational setting.

MGMT 3611 Advanced Management And Organizational Behavior 3

Select five of the following: 15

MGMT 3612	Professional Skills Development
MGMT 3621	Human Resource Management
MGMT 3622	Industrial And Labor Relations
MGMT 3623/PSYCH 3318	Industrial And Organizational Psychology
MGMT 3624	Employee Training And Development
MGMT 3625	Leadership in Organization
MGMT/INTL BUS 3680	International Management
MGMT 3690 or MGMT 3699	Internship In Management or Independent Study In Management
MGMT 4614	Entrepreneurship/Small Business Management

Total Hours 18

Emphasis in Marketing

Marketing involves the activities needed to facilitate an exchange. This includes selling products, services, or ideas to both individual consumers and business buyers.

MKTG 3740 Marketing Analysis 3

MKTG 4700 Marketing Management 3

Select four additional upper division courses from the following: 12

MKTG 3710	Consumer Behavior
MKTG 3720	Management Of Promotion
MKTG 3721	Introduction to Digital Marketing Strategies
MKTG 3722	Introduction to Social Media Marketing
MKTG 3750	Sales Management
MKTG 3760	Business To Business Marketing

MKTG 3770	Introduction To Transportation	
MKTG 3771	Traffic And Transportation Management	
MKTG 3776	Transportation Security, Safety and Disaster Preparedness	
MKTG 3777	Aviation in American Life	
MKTG/INTL BUS 3780	International Marketing	
MKTG 3785	Women in International Entrepreneurship	
MKTG/INTL BUS 3787	Marketing in the European Union	
MKTG 3790	Internship In Marketing	
MKTG 3798	Seminar in Marketing	
MKTG 3799	Independent Study In Marketing	
MEDIA ST 3338	Advertising Technique	
Total Hours		18

Emphasis in Supply Chain Management

The study of supply chain management focuses on the whole supply chain from the acquisition of raw materials, through production or service delivery, to the point of consumption.

Twelve (12) credit hours are required of all individuals seeking an emphasis in Supply Chain Management:

SCMA 3320	Advanced Supply Chain and Operations Management	3
Select three of the following courses:		9
SCMA 3321	Procurement	
SCMA 3345	Predictive Analytics and Data Mining	
SCMA 3370/ MKTG 3770	Introduction to Transportation	
SCMA 3371/ MKTG 3771	Traffic and Transportation Management	
SCMA 3376/ MKTG 3776	Transportation Security and Risk	
SCMA 3390	Internship in Supply Chain and Analytics ¹	
SCMA 3398	Seminar in Supply Chain Management and Analytics	
SCMA 3399	Independent Study in Supply Chain and Analytics	
SCMA 4322	Lean Production in Manufacturing and Service Operations	
SCMA 4325	Environmental Sustainability in Business Operations	
SCMA 4330	Business Logistics	
SCMA 4331	Applied Supply Chain Modeling	
SCMA 4347	Introduction to Project Management	
SCMA 4350	Prescriptive Analytics and Optimization	
SCMA/INTL BUS 4381	Global Supply Chain Management	
SCMA 4389	Supply Chain Management Practicum ¹	

SCMA 4398	Advanced Topics in Supply Chain and Analytics	
Total Hours		12

¹ At most, only one of SCMA 3390 and SCMA 4389 may be counted towards the Supply Chain Management emphasis area.

Tracks

Students may combine selected courses from the list above, and other specified upper division business electives, to fulfill a designated track and acquire in-depth knowledge. Detailed information is available in the Office of Undergraduate Academic Advising. The specific tracks available include:

- Supply Chain Management
- Transportation
- Business Analytics

Bachelor of Science in Information Systems Degree

Mission

The Information Systems (IS) area endeavors to prepare high-potential students of diverse backgrounds for successful careers in the IS profession. Careers in IS may include programming, systems analysis and design, database administration, end-user support, network administration, and management consulting. The goal is to provide students with the skills to deal with the challenges confronting IS through teaching, research, and service to the profession.

Students are required to complete a minimum of 7 courses beyond required business core courses:

Programming:		6
INFSYS 3816	Managerial Application Of Object-Oriented Programming II	
INFSYS 3806	Managerial Applications Of Object-Oriented Programming I	
Analysis and Design:		
INFSYS 3810	Information Systems Analysis	
INFSYS 4850	Information Systems Design	
Database:		3
INFSYS 3845	Database Management Systems	3
Select 2 courses (at least 1 3800-level Information Systems course) from the following:		6
ACCTNG 3421	Accounting Information Systems	
FINANCE 3503	Computer Applications In Finance	
INFSYS 3807	Legacy Systems	
INFSYS 3815	Object Oriented Applications In Business	
INFSYS 3841	Enterprise Information Systems	
INFSYS 3842	Management Of Telecommunications	
INFSYS 3843	Decision Support Systems for Business Intelligence	
INFSYS 3844	Developing Business Applications In NET	
INFSYS 3846	E-Commerce	

INFSYS 3847	Web Design
INFSYS 3848	Security And Information Systems
A pre-approved Computer Science class	
INFSYS 3898	Seminar in Information Systems Management ¹
INFSYS 3899	Independent Study In Information Systems ¹

¹ Seminars and Independent Studies are restricted to those offered by and approved by the Area faculty and approved by the Area Coordinator.

Minors in Business Administration

General Requirements

- All minors are 15 credit hours or 5 courses, including business core courses.
- Students must attain a 2.0 grade point average for all courses in the minor.
- Students must attain a minimum grade of C- in each course included in the minor.
- All courses in the minor must be on a graded basis.
- A minimum of 9 credit hours of coursework included in the minor must be taken in residence at UMSL.
- One must complete a baccalaureate degree at UMSL in order for a minor to be conferred.
- A minor may be added for up to two years following completion of the baccalaureate degree

Minor in General Business

This minor is available only to students seeking a baccalaureate degree outside the College of Business Administration.

Select five of the following: 15

ACCTNG 2400	Fundamentals of Financial Accounting	15
BUS AD 2900	Legal Environment Of Business	
FINANCE 3500	Financial Management	
INFSYS 1800	Computers and Information Systems	
SCMA 3301	Introduction to Supply Chain Management	
MGMT 3600	Management and Organizational Behavior	
MKTG 3700	Basic Marketing	
Total Hours		15

Minor in Accounting

Available to all students except those pursuing the Bachelor of Science in Accounting degree. Students must complete:

ACCTNG 2400	Fundamentals Of Financial Accounting	3
ACCTNG 2410	Managerial Accounting	3
Plus any three upper division accounting electives		9
Total Hours		15

Minor in Finance

Available to all students except those pursuing the Bachelor of Science in Business Administration degree. Students must complete:

FINANCE 3500	Financial Management	3
Select any four upper division finance electives		12
Total Hours		15

Minor in Cybersecurity

The Undergraduate Minor in Cybersecurity is a five-course (15 credit hours) program. It is designed to help students from all backgrounds achieve a foundation in Cybersecurity. It provides students the flexibility to focus on technical and/or managerial aspects of Cybersecurity. The program also allows students to choose from a range of electives based on student interests. This minor serves a broad group of managers, technical specialists, and professionals enrolled in any baccalaureate degree at UMSL. A prior background in information security is not required to enter this program. This minor may be added for up to two years following completion of the baccalaureate degree.

Requirements: All students must take four required courses and one elective.

Required

INFSYS 3842	Data Networks and Security	3
INFSYS 3848	Introduction to Information Security	3
INFSYS 3858	Advanced Security and Information Systems	3
INFSYS 3878	Information Security Risk Management and Business Continuity	3

Elective

Choose one of the following:

INFSYS 3868	Secure Software Development	
CMP SCI 4700	Computer Forensics	
CMP SCI 4780	Computer and Network Security	3
Total Hours		15

Students may substitute the above courses with other courses upon approval by the Chair of the Information Systems department. In all cases, 15 hours are needed to complete the Undergraduate Minor in Cybersecurity. A minimum of four courses must be taken in residence at UMSL.

Minor in Digital Marketing Communications

This minor in Digital Marketing Communications is a **15-hour** program designed to provide a focused, intensive study of the applications of digital and social media marketing communications, advertising and branding within organizations. This program serves marketing managers who want to understand a true integrated marketing and communication approach to sales, brand management, promotion, and consumer behavior.

To obtain this minor, students must successfully complete the following four "core" marketing courses.

Required Courses:

MKTG 3700	Basic Marketing	3
MKTG 3720	Management Of Promotion	3

MKTG 3721	Introduction to Digital Marketing Strategies	3
MKTG 3722	Introduction to Social Media Marketing	3
Electives:		3
Choose one of the following courses:		
MKTG 3731	Digital and Social Media Marketing Lab (Internship)	
MKTG 3740	Marketing Analysis	
MKTG 3790	Internship In Marketing	
Total Hours		15

Minor in Information Systems

Available to all students except those pursuing the Bachelor of Science in Information Systems degree. Students must complete:

INFSYS 2800	Information Systems Concepts And Applications	3
Select four of the following:		12
At least three of the courses must be 3800-level IS courses.		
ACCTNG 3421	Accounting Information Systems	
FINANCE 3503	Computer Applications In Finance	
INFSYS 3806	Managerial Applications Of Object-Oriented Programming I	
INFSYS 3807	Legacy Systems	
INFSYS 3810	Information Systems Analysis	
INFSYS 3815	Object Oriented Applications In Business	
INFSYS 3816	Managerial Application Of Object-Oriented Programming II	
INFSYS 3841	Enterprise Information Systems	
INFSYS 3842	Data Networks and Security	
INFSYS 3843	Decision Support Systems for Business Intelligence	
INFSYS 3844	Developing Business Applications In .NET	
INFSYS 3845	Database Management Systems	
INFSYS 3846	E-Commerce	
INFSYS 3847	Web Design	
INFSYS 4850	Information Systems Design	
INFSYS 3899	Independent Study In Information Systems ¹	
MKTG 3721	Introduction to Digital Marketing Strategies	
MKTG 3722	Introduction to Social Media Marketing	
Total Hours		15

¹ Seminars and Independent Studies are restricted to those offered by and approved by the Department faculty and approved by the Department Chair.

Minor in International Business

Available to all students except those pursuing the Bachelor of Science in Business Administration degree with an emphasis in International Business. Students must complete any 5 courses in International Business.

Minor in Supply Chain Management

Available to all students except those pursuing the Bachelor of Science in Business Administration degree. Students must complete:

SCMA 3301	Introduction to Supply Chain Management	3
Select any four additional 3000 level and higher Supply Chain Management and Analytics courses.		12
Total Hours		15

Minor in Management

Available to all students except those pursuing the Bachelor of Science in Business Administration degree. Students must complete:

MGMT 3600	Management And Organizational Behavior	3
MGMT 3611	Advanced Management And Organizational Behavior	3
Select any three upper division management and organizational behavior electives.		9
Total Hours		15

Minor in Marketing

Available to all students except those pursuing the Bachelor of Science in Business Administration degree. Students must complete:

MKTG 3700	Basic Marketing	3
Select any four additional upper division marketing electives.		12

Minor in Transportation Studies

Available to all students.

SCMA 3370/ MKTG 3770	Introduction to Transportation	3
SCMA 3371/ MKTG 3771	Traffic and Transportation Management	3
Select three of the following:		9
SCMA 3301	Introduction to Supply Chain Management	
SCMA 3320	Advanced Supply Chain and Operations Management	
SCMA 3376	Transportation Security and Risk	
SCMA 3390	Internship in Supply Chain and Analytics ¹	
SCMA 3398	Seminar in Supply Chain Management and Analytics ¹	
SCMA 3399	Independent Study in Supply Chain and Analytics ¹	
SCMA 4330	Business Logistics	
SCMA/INTL BUS 4381	Global Supply Chain Management	
SCMA 4398	Advanced Topics in Supply Chain and Analytics ¹	
MKTG 3700	Basic Marketing	
MKTG 3790	Internship in Marketing ²	
MKTG 3798	Seminar in Marketing ²	

MKTG 3799	Independent Study in Marketing ^{2, 3}	
Total Hours		15

- ¹ With approval of the Department chair of Supply Chain & Analytics.
² With approval of the Department chair of Marketing.
³ No more than one approved independent study course may count towards the minor.

Cybersecurity Certificate

The Undergraduate Certificate in Cybersecurity is a six-course (18 credit hours) interdisciplinary studies program. It is designed to help students from all backgrounds achieve a foundation in information security. It provides students the flexibility to focus on technical and/or managerial aspects of computer, software, network, and information security. With primary courses offered by Computer Science and Information Systems departments, the program also allows students to choose from a range of electives based on student interests. This certificate serves a broad group of managers, technical specialists, and professionals with or without a bachelor's degree. A prior background in information security is not required to enter this program. A minimum GPA of 2.5 is required for admission.

Requirements

All students must take three required courses and three electives (at least one elective must be in Computer Science)

Required Courses

INFSYS 3848	Introduction to Information Security	3
CMP SCI 4730	Computer Networks and Communications	3
or INFSYS 3842	Data Networks and Security	
CMP SCI 4782	Information Security	3
or INFSYS 3858	Advanced Security and Information Systems	

Electives

Choose three of the following (at least one must be a CMP SCI course):		9
CMP SCI 4020	Introduction to Android Apps: Android Fundamentals	
CMP SCI 4222	iOS Apps	
CMP SCI 4700	Computer Forensics	
CMP SCI 4750	Introduction to Cloud Computing	
CMP SCI 4780	Computer and Network Security	
INFSYS 3868	Secure Software Development	
INFSYS 3878	Information Security Risk Management and Business Continuity	
Total Hours		18

Students may substitute the above courses with other courses upon approval by the program adviser in either the Computer Science or Information Systems department. In all cases, 18 hours are needed to complete the Undergraduate Certificate in Cybersecurity. A minimum of four courses must be taken in residence at UMSL. Students may not receive both the Undergraduate and the Graduate Certificate in Cybersecurity.

For more information, students can contact the program directors at cybersecurityUMSL@umsl.edu.

Interdisciplinary Entrepreneurship Certificate

This 18-credit hour certificate, which includes 9 hours of required coursework, will allow students from different majors and with different professional interests to investigate the foundations of entrepreneurial practice. This certificate is appropriate for any student who has an interest in advancing his or her knowledge, creativity, and skills necessary to become or work with entrepreneurs, bring entrepreneurial thinking to his or her workplace, and who seeks a competitive edge in the job market.

Required Courses

BUS AD 1001		
BUS AD 4001	Accelerate Capstone	
In addition, students must take at least one of the following classes:		3
BUS AD 3040		
EDUC 2002	Social Entrepreneurship	
Total Hours		3

Elective Courses

Students must complete a minimum of nine hours, chosen from any of the following lists. The groupings are suggestions that would provide a concentrated focus in a specific area.

Additional courses that may meet this requirement:

1. a course designated as Entrepreneurship in transfer;
2. future courses, as approved by the director of entrepreneurship certificate.

Entrepreneurship in the Arts

BUS AD 2030

Entrepreneurship with Digital Marketing

CMP SCI 3010	Web Programming	3
CMP SCI 4010	Advanced Web Development with Java	3
INFSYS 3847	Web Design	3
MGMT 4614	Entrepreneurship/Small Business Management	3
MKTG 3710	Consumer Behavior	3
MKTG 3720	Management of Promotion	3
MKTG 3721	Introduction to Digital Marketing Strategies	3
MKTG 3722	Introduction to Social Media Marketing	3
MKTG 5720	Marketing Communications	3

Education Entrepreneurship

ED FND 3251	Black Americans in Education	3
ED FND 4330	History of American Education through the Lens of Social Justice	3
ED PSY 2212	Child and Adolescent Development	3
or PSYCH 2272	Developmental Psychology: Adulthood And Aging	
ED REM 4730	Program Assessment and Evaluation	3
ED TECH 4302	Educational Technology Instruction in Educational Agencies	3

or ED TECH 4436	Computer-Mediated Teaching and Learning in Education	
EDUC 2222	Interpretation: Connecting Audiences and Meaning	3
EDUC 3170	Grant Proposal Writing for Educators	3
MKTG 3721	Introduction to Digital Marketing Strategies	3
THEATR 3362	Storytelling	3

Focus on Entrepreneurship

ACCTNG 2410	Managerial Accounting	3
BUS AD 2900	Legal Environment Of Business	3
COMM 2232	Effective Communication in the Organization: Tools for Leadership	3
MGMT 4614	Entrepreneurship/Small Business Management	3
NURSE 3808	Management And Leadership In Nursing	3
PSYCH 2222	Group Processes in Organizations	3
PSYCH 3316	Leadership: Theory and Practice	3
SOC WK 4350	Human Service Organizations	3

Social Entrepreneurship

ACCTNG 3451	Accounting for Governmental and Not-For-Profit Entities	3
ANTHRO 3229	Economic Archaeology And Anthropology	3
EDUC 2222	Interpretation: Connecting Audiences and Meaning	3
MGMT 4614	Entrepreneurship/Small Business Management	3
MKTG 3721	Introduction to Digital Marketing Strategies	3
SOC WK 2000	Social Work and Social Issues	3
SOC WK 2200	Social Welfare as a Social Institution	3
SOC WK 3100	Introduction to Strategies for Social Work Practice	3
SOC WK 3410	Research Design in Social Work	3
SOC WK 3700	Diversity and Social Justice	3

Technology Entrepreneurship

BIOL 4614	Biotechnology Laboratory I	4
BIOL 4905	Research	3
CHEM 4772	Physical Biochemistry	3
CMP SCI 2250	Programming and Data Structures	3
CMP SCI 2750	System Programming and Tools	3
CMP SCI 3010	Web Programming	3
CMP SCI 4020	Introduction to Android Apps: Android Fundamentals	3
CMP SCI 4220	Introduction to iOS Programming and Apps	3
CMP SCI 4710	Mobile and Ubiquitous Computing	3
ED TECH 4558	Computer Ethics for Educators	3
INFSYS 3810	Information Systems Analysis	3

INFSYS 3844	Developing Business Applications in .NET	3
INFSYS 3845	Database Management Systems	3
INFSYS 3847	Web Design	3
INFSYS 4850	Information Systems Design	3
INFSYS 3848	Introduction to Information Security	3
J E ENGR 4050	Reliability and Quality Control	3
J M ENGR 4900	Engineering Project Management	3

Sample Four Year Plans

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Business Administration BS

- General (p. 10)
- Finance Emphasis (p. 10)
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Information Systems BS (p. 12)

Accounting BS

First Year

Fall	Hours	Spring	Hours
MATH 1030	3	MATH 1100	3
ENGL 1100	3	ECON 1001	3
BUS AD 1000	3	INFSYS 2800	3
INFSYS 1800	3	EXPLORE – Humanities & Fine Arts	3
EXPLORE – Humanities & Fine Arts	3	EXPLORE – Math & Sciences	3
	15		15

Second Year

Fall	Hours	Spring	Hours
ACCTNG 2400	3	ACCTNG 2410	3
ECON 1002	3	BUS AD 2900	3
MATH 1105	3	SCMA 3301	3
COMM 1040	3	PHIL 1130, 2254, or 2249	3
CORE – US History & Government	3	Cultural Diversity Requirement	3
	15		15

Third Year

Fall	Hours	Spring	Hours
ACCTNG 3401	3	ACCTNG 3402	3
MGMT 3600	3	MKTG 3700	3
SCMA 3300	3	FINANCE 3500	3
ENGL 3120	3	Non-Business Elective	6
Non-Business Elective	3		
	15		15

Fourth Year

Fall	Hours	Spring	Hours
ACCTNG 3421	3	MGMT 4219 & MGMT 4220	3
ACCTNG 3441	3	ACCTNG 3411	3
Global Awareness Course	3	ACCTNG 4435	3
Non-Business Elective	6	Global Awareness Course	3
		Non-Business Elective	3
	15		15

Total Hours: 120

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Business Administration BS, General

First Year		
Fall	Hours Spring	Hours
MATH 1030	3 MATH 1100	3
ENGL 1100	3 ECON 1001	3
BUS AD 1000	3 INFSYS 2800	3
INFSYS 1800	3 EXPLORE - Humanities & Fine Arts	3
Explore- Humanities & Fine Arts	3 EXPLORE – Math & Sciences	3
	15	15

Second Year		
Fall	Hours Spring	Hours
MATH 1105	3 ACCTNG 2410	3
ACCTNG 2400	3 BUS AD 2900	3
ECON 1002	3 SCMA 3300	3
CORE: Communication Proficiency	3 EXPLORE – Humanities & Fine Arts	3
CORE: US History & Government	3 Cultural Diversity Requirement	3
	15	15

Third Year		
Fall	Hours Spring	Hours
SCMA 3301	3 FINANCE 3500	3
MGMT 3600	3 MKTG 3700	3
ENGL 3120	3 Junior/Senior Level Business Elective	3
Non-Business Electives	6 Global Awareness Course	3
	Non-Business Elective	3
	15	15

Fourth Year		
Fall	Hours Spring	Hours
Junior/Senior Level Business Elective	6 MGMT 4219 & MGMT 4220	3
Global Awareness Course	3 Junior/Senior Level Business Elective	9
Non-Business Electives	6 Non-Business Elective	3
	15	15

Total Hours: 120

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Business Administration BS, Finance Emphasis

First Year		
Fall	Hours Spring	Hours
MATH 1030	3 MATH 1100	3
ENGL 1100	3 ECON 1001	3
BUS AD 1000	3 INFSYS 2800	3
INFSYS 1800	3 EXPLORE – Humanities & Fine Arts	3
EXPLORE – Humanities & Fine Arts	3 EXPLORE – Math & Sciences	3
	15	15

Second Year		
Fall	Hours Spring	Hours
MATH 1105	3 ACCTNG 2410	3
ACCTNG 2400	3 BUS AD 2900	3
ECON 1002	3 SCMA 3301	3
CORE – US History & Government	3 EXPLORE – Humanities & Fine Arts	3
CORE – Communication Proficiency	3 Cultural Diversity Requirement	3
	15	15

Third Year		
Fall	Hours Spring	Hours
SCMA 3300	3 MGMT 3600	3
FINANCE 3500	3 MKTG 3700	3
ENGL 3120	3 Finance Elective	3
Non-Business Electives	6 Global Awareness Course, Non-Business	3
	Non-Business Elective	3
	15	15

Fourth Year		
Fall	Hours Spring	Hours
Finance Elective	9 MGMT 4219 & MGMT 4220	3
Non-Business Elective	6 Finance Elective	6
	Global Awareness Course	3
	Non-Business Elective	3
	15	15

Total Hours: 120

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Business Administration BS, International Business Emphasis

First Year		
Fall	Hours Spring	Hours
MATH 1030	3 ECON 1001	3
ENGL 1100	3 MATH 1100	3
INFSYS 1800	3 INFSYS 2800	3
BUS AD 1000	3 EXPLORE – Humanities & Fine Arts	3
EXPLORE – Humanities & Fine Arts	3 EXPLORE – Math & Sciences	3
	15	15

Second Year		
Fall	Hours Spring	Hours
MATH 1105	3 ACCTNG 2410	3
ECON 1002	3 BUS AD 2900	3
ACCTNG 2400	3 SCMA 3301	3
Foreign Language 1001	5 Foreign Language 1002	5
CORE – Communication Proficiency	3 EXPLORE – Humanities & Fine Arts	3
	17	17

Third Year		
Fall	Hours Spring	Hours
SCMA 3300	3 FINANCE 3500	3
MGMT 3600	3 ENGL 3120	3
MKTG 3700	3 INTL BUS Group 1 Elective	3
Foreign Language 2101	3 INTL BUS Group 2 Elective	3
CORE – US History & Government	3 Cultural Diversity Requirement	3
	15	15

Fourth Year		
Fall	Hours Spring	Hours
INTL BUS Group 1 Elective	3 INTL BUS 4280	0
INTL BUS Group 2 Elective	3 MGMT 4219 & MGMT 4220	3
Non-Business Electives	6 Junior/Senior Business Electives	6
Business or Non-Business Elective	3 Business or Non-Business Electives	2
	15	11

Total Hours: 120

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Business Administration BS, Supply Chain Management Emphasis

First Year		
Fall	Hours Spring	Hours
MATH 1030	3 MATH 1100	3
ENGL 1100	3 ECON 1001	3
BUS AD 1000	3 INFSYS 2800	3
INFSYS 1800	3 EXPLORE – Humanities & Fine Arts	3
EXPLORE – Humanities & Fine Arts	3 EXPLORE – Math & Sciences	3
	15	15

Second Year		
Fall	Hours Spring	Hours
MATH 1105	3 ACCTNG 2410	3
ACCTNG 2400	3 BUS AD 2900	3
ECON 1002	3 SCMA 3301	3
CORE – Communication Proficiency	3 EXPLORE – Humanities & Fine Arts	3
CORE – US History & Government	3 Cultural Diversity Requirement	3
	15	15

Third Year		
Fall	Hours Spring	Hours
SCMA 3300	3 FINANCE 3500	3
MGMT 3600	3 SCMA 3320	3
ENGL 3120	3 MKTG 3700	3
Non-Business Electives	6 Global Awareness Course	3
	Non-Business Elective	3
	15	15

Fourth Year		
Fall	Hours Spring	Hours
SCMA Electives	6 MGMT 4219 & MGMT 4220	3
Global Awareness Course	3 SCMA Elective	3
Non-Business Electives	6 Junior/Senior Level Business Elective	6
	Non-Business Electives	3
	15	15

Total Hours: 120

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Business Administration BS, Management Emphasis

First Year		
Fall	Hours Spring	Hours
MATH 1030	3 MATH 1100	3
ENGL 1100	3 ECON 1001	3
BUS AD 1000	3 INFSYS 2800	3
INFSYS 1800	3 EXPLORE – Humanities & Fine Arts	3
EXPLORE – Humanities & Fine Arts	3 EXPLORE – Math & Sciences	3
	15	15

Second Year		
Fall	Hours Spring	Hours
MATH 1105	3 ACCTNG 2410	3
ACCTNG 2400	3 BUS AD 2900	3
ECON 1002	3 SCMA 3301	3
CORE – Communication Proficiency	3 EXPLORE – Humanities & Fine Arts	3
CORE – US History & Government	3 Cultural Diversity Requirement	3
	15	15

Third Year		
Fall	Hours Spring	Hours
SCMA 3300	3 FINANCE 3500	3
MGMT 3600	3 MKTG 3700	3
ENGL 3120	3 MGMT 3611	3
Non-Business Elective	6 MGMT Elective	3
	Non-Business Elective	3
	15	15

Fourth Year		
Fall	Hours Spring	Hours
MGMT Elective	6 MGMT 4219 & MGMT 4220	3
Global Awareness Course	3 MGMT Elective	6
Non-Business Elective	6 Global Awareness Courses	3
	Non-Business Electives	3
	15	15

Total Hours: 120

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Business Administration BS, Marketing Emphasis

First Year		
Fall	Hours Spring	Hours
MATH 1030	3 MATH 1100	3
ENGL 1100	3 ECON 1001	3
BUS AD 1000	3 INFSYS 2800	3
INFSYS 1800	3 EXPLORE – Humanities & Fine Arts	3
EXPLORE – Humanities & Fine Arts	3 EXPLORE – Math & Sciences	3
	15	15

Second Year		
Fall	Hours Spring	Hours
MATH 1105	3 ACCTNG 2410	3
ACCTNG 2400	3 BUS AD 2900	3
ECON 1002	3 SCMA 3301	3
CORE – Communication Proficiency	3 EXPLORE – Humanities & Fine Arts	3

CORE – US History & Government	3 Cultural Diversity Requirement	3
	15	15

Third Year

Fall	Hours Spring	Hours
SCMA 3300	3 FINANCE 3500	3
MKTG 3700	3 MGMT 3600	3
ENGL 3120	3 MKTG Elective	3
Non-Business Electives	6 Global Awareness Course	3
	Non-Business Elective	3
	15	15

Fourth Year

Fall	Hours Spring	Hours
MKTG 3740	3 MGMT 4219 & MGMT 4220	3
MKTG Elective	6 MKTG 4700	3
Global Awareness Course, Non-Business	3 MKTG Elective	6
Non-Business Elective	3 Non-Business Elective	3
	15	15

Total Hours: 120

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Information Systems BS

First Year

Fall	Hours Spring	Hours
MATH 1030	3 MATH 1100	3
ENGL 1100	3 ECON 1001	3
BUS AD 1000	3 INFSYS 2800	3
INFSYS 1800	3 EXPLORE – Humanities & Fine Arts	3
EXPLORE – Humanities & Fine Arts	3 EXPLORE – Math & Sciences	3
	15	15

Second Year

Fall	Hours Spring	Hours
MATH 1105	3 ACCTNG 2410	3
ACCTNG 2400	3 BUS AD 2900	3
ECON 1002	3 INFSYS 3816	3
INFSYS 3806	3 EXPLORE – Humanities & Fine Arts	3
CORE – Communication Proficiency	3 Cultural Diversity Requirement	3
	15	15

Third Year

Fall	Hours Spring	Hours
MGMT 3600	3 FINANCE 3500	3
ENGL 3120	3 MKTG 3700	3
INFSYS 3810	3 INFSYS 3845	3
SCMA 3301	3 SCMA 3300	3
CORE – US History & Government	3 Non-Business Elective	3
	15	15

Fourth Year

Fall	Hours Spring	Hours
INFSYS 4850	3 MGMT 4219 & MGMT 4220	3
INFSYS Elective	3 INFSYS Elective	3
Global Awareness Course	3 Global Awareness Course, non-business	3

Non-Business Elective	6 Non-Business Elective	6
	15	15

Total Hours: 120

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Accounting Courses

ACCTNG 2400 Fundamentals of Financial Accounting: 3 semester hours

Prerequisites: MATH 1030 and completion of 27 credit hours. MATH 1030 may be taken concurrently. This is a one semester course in financial accounting theory and practice. The primary emphasis is on the corporate financial statements of income, financial position and cash flow-their content and interpretation; and the impact of financial transactions upon them.

ACCTNG 2410 Managerial Accounting: 3 semester hours

Prerequisites: MATH 1030 and ACCTNG 2400. This is an advanced course that goes beyond the scope of a second-semester course in fundamentals of accounting. The development, interpretation, and use of relevant cost behavior, control, and traceability concepts for management planning, controlling and decision making are emphasized. Topics include: an introduction to product costing, the contribution concept, direct costing, performance standards and variance analysis, responsibility accounting, segment profitability, alternative choice decisions, and capital budgeting.

ACCTNG 3401 Financial Accounting and Reporting I: 3 semester hours

Prerequisites: MATH 1030, ACCTNG 2410, minimum 2.0 campus GPA and 57 credit hours. Review of the foundations of financial accounting theory and of the financial statement preparation process. Accounting theory and practice related to current assets (except for investments in securities). The course includes an emphasis on unstructured case problem solving skills, communication skills, and interpersonal skills.

ACCTNG 3402 Financial Accounting and Reporting II: 3 semester hours

Prerequisites: MATH 1030 and ACCTNG 3401, minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UM-St. Louis and minimum campus GPA of 2.0. Accounting theory and practice related to topics such as investments in securities, operational assets, current and long-term liabilities, and leases. The course includes an emphasis on unstructured case problem solving skills, communication skills, and interpersonal skills.

ACCTNG 3411 Cost Accounting: 3 semester hours

Prerequisites: MATH 1030, ACCTNG 3401 and a minimum campus GPA of 2.0 and minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UM-St. Louis. The study of the basic principles of cost determination for, and control of, manufacturing and distribution activities. Topics include job-order costing, process costing, cost allocations, and the development and use of standard costs within a system of absorption costing.

ACCTNG 3421 Accounting Information Systems: 3 semester hours

Prerequisites: MATH 1030, INFSYS 2800, ACCTNG 2410, ACCTNG 3401, and a minimum campus GPA of 2.0. Examines the fundamentals of accounting information systems, including hardware and software considerations, internal controls, and transaction processing cycles. Also focuses upon the development of efficient spreadsheets as applied to financial and managerial accounting concepts.

ACCTNG 3441 Income Taxes: 3 semester hours

Prerequisites: MATH 1030 and ACCTNG 3401 and a minimum campus GPA of 2.0 and minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UM-St. Louis. Fundamentals of Federal income taxation. Topics include taxable entities, income, deductions, tax accounting methods, tax basis, and property transactions at both the conceptual and operational levels.

ACCTNG 3451 Accounting for Governmental and Not-For-Profit Entities: 3 semester hours

Prerequisites: MATH 1030, ACCTNG 3402, a minimum 2.3 GPA in all accounting courses at the 3000-level and above taken at UMSL and a minimum 2.0 campus GPA. Principles of fund accounting and financial reporting for governmental and nonprofit entities. This course includes an emphasis on unstructured case problem solving skills, communication skills, and interpersonal skills.

ACCTNG 3460 Accounting Career Strategies: 3 semester hours

Prerequisites: ACCTNG 3401; minimum campus GPA of 2.0 and a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL. This is a course in career and professional development. The primary emphasis is developing and executing a career strategy, enhancing business and client communication skills, and preparing for the transition to the accounting profession.

ACCTNG 3490 Internship in Accounting: 1-3 semester hours

Prerequisites: ACCTNG 3401, a minimum campus GPA of 2.0, a minimum GPA of 2.7 in all accounting courses at the 3000-level and above taken at UM-St. Louis, consent of supervising instructor and accounting internship coordinator. Students are employed in the field of Accounting where they apply the knowledge and skills learned in the classroom. Professional development and obtaining specialized work experience are primary goals. An accounting faculty member will monitor the student's program with the student providing a formal written report at the end of the project.

ACCTNG 3495 Special Administration Problems - Accounting (VITA) Program: 1-3 semester hours

Prerequisites: ACCTNG 2400, ACCTNG 2410 and ACCTNG 3401; minimum campus GPA of 2.0, minimum GPA of 2.2 in all accounting courses at the 2000-level and above taken at UMSL; completion of nine semester hours of accounting. Enrollment in the course is restricted to Volunteer Income Tax Assistance (VITA) program student participants. The class offers practical tax experience, networking opportunities, potential managerial experience, and personal satisfaction derived from community service. It is taken on a satisfactory/unsatisfactory basis. The course offers one to three hours of undergraduate business elective credit and may be repeated for up to 3 hours credit.

ACCTNG 3499 Independent Study in Accounting: 1-3 semester hours

Prerequisites: Minimum campus GPA of 2.0, a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL and approval by the supervising professor and the department chair. Special individual study in accounting under the supervision of a full-time accounting faculty member.

ACCTNG 4401 Financial Accounting and Reporting III: 3 semester hours

Prerequisites: MATH 1030; ACCTNG 3402; a minimum campus GPA of 2.0 and minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UM-St. Louis. Accounting theory and practice related to topics such as income taxes, pensions, owners' equity, earnings per share, and the statement of cash flows. The course includes an emphasis on unstructured case problem solving skills, communication skills, and interpersonal skills.

ACCTNG 4402 Financial Accounting and Reporting IV: 3 semester hours

Prerequisites: MATH 1030; ACCTNG 3402; a minimum campus GPA of 2.0 and minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UM-St. Louis. Accounting theory and practice related to topics such as business combinations, consolidated financial statements, multinational operations, foreign exchange transactions, and governmental and nonprofit organizations. The course includes an emphasis on unstructured problem solving skills, communication skills, and interpersonal skills.

ACCTNG 4405 Professional Accounting Research: 3 semester hours

Prerequisites: ACCTNG 4401, a minimum campus GPA of 2.0 and minimum GPA of 2.2 in all accounting courses at the 3000-level and above taken at UM-St. Louis. Discussion of the research tools and methods available to resolve questions concerning accounting standards and practices. Critical analysis of topics of current interest and importance in accounting practice is the focal point of the course.

ACCTNG 4435 Auditing: 3 semester hours

Prerequisites: MATH 1105; ACCTNG 3402; ACCTNG 3421 or INFSYS 3810; a minimum campus GPA of 2.0 and minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UM-St. Louis. An introduction to auditing practice. Includes the social role of auditing and the services offered by auditors in internal, governmental, and public accounting practice. Emphasis is on the financial auditing process, including professional ethics, audit risk assessment, study and evaluation of internal control, gathering and evaluating audit evidence, and audit reporting decisions.

ACCTNG 4441 Advanced Federal Income Tax: Business Taxation: 3 semester hours

Prerequisites: ACCTNG 3441 with a grade of B- or above; a minimum campus GPA of 2.0 and minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UM-St. Louis. Focuses on federal income taxation of corporations, S corporations, partnerships, LLCs and their owners.

ACCTNG 5400 Financial and Managerial Accounting: 3 semester hours

This course provides an introduction to accounting, with emphasis on preparation of financial statements for external parties (financial accounting) and accumulation of cost information to aid internal planning and control (managerial accounting). Topics covered include measurement of assets and liabilities, revenues and expenses, the accounting cycle, financial statements, cost terminology, cost behavior, product costing, and relevant costs for decision making. This course provides the necessary background for ACCTNG 5401.

ACCTNG 5401 Financial Reporting And Analysis: 3 semester hours

Prerequisites: ACCTNG 5400 or the equivalent. This course builds on the foundations covered in ACCTNG 5400, emphasizing in-depth analysis of published financial statements. The course begins with discussion of the role of financial accounting information in capital markets and contracting, and continues with examination of a number of specific accounting issues. Students are encouraged to look behind the numbers to better understand the economics of the underlying transactions, and properly interpret what the reported numbers mean about a firm's future prospects.

ACCTNG 5402 Professional Accounting Research: 3 semester hours

Prerequisites: ACCTNG 4401; a minimum campus GPA of 2.0; a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL. Discussion of the research tools and methods available to resolve questions concerning accounting standards and practices. Critical analysis of topics of current interest and importance in accounting practice.

ACCTNG 5403 Graduate Topics in Financial Accounting: 3 semester hours

Prerequisites: ACCTNG 4401; a minimum campus GPA of 2.0; a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL. A study of current financial reporting issues. Analysis of current problems and approaches pertaining to the communication of corporate financial information to the U.S. and international investment communities.

ACCTNG 5404 Professional Accountancy I: 3 semester hours

Prerequisites: MATH 1030; ACCTNG 2410; a minimum 2.0 campus GPA; graduate standing. This is the first professional-level course in financial reporting. The course includes a study of the conceptual framework underlying Generally Accepted Accounting Principles (GAAP) and issues pertaining to accounting for current assets and liabilities.

ACCTNG 5405 Professional Accountancy II: 3 semester hours

Prerequisites: MATH 1030; ACCTNG 3401; a minimum campus GPA of 2.0; a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL; graduate standing. This is the second professional-level course in financial reporting. The course includes an in-depth study of issues pertaining to accounting for operational assets, liabilities and owners equity.

ACCTNG 5406 Research and Professional Writing in Accounting: 3 semester hours

Prerequisites: Completion of ACCTNG 4401 and enrollment in Master of Accounting Program.. This course employs the professional accounting literature and authoritative databases to analyze contemporary issues in accounting. Students will refine their communication skills in preparation for leadership roles in the accounting profession.

ACCTNG 5408 Fraud Examination: 3 semester hours

Prerequisites: ACCTNG 3402 or ACCTNG 5405; a minimum campus GPA of 2.0; a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL. This course is designed for graduate students who are interested in fraud and its effects. Students will be introduced to theoretical concepts of fraud and practical responses to it. Course coverage includes an overview of the fraud problem; prevention and detection of fraud; elements of fraud investigation, interview techniques, fraud types, and laws governing the prosecution of fraud cases.

ACCTNG 5411 Cost Systems Analysis: 3 semester hours

Prerequisites: MATH 1030; ACCTNG 3401; a minimum campus GPA of 2.0; a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL; graduate standing. The development, interpretation, and use of accounting reports and supplementary information for management planning, control and decision making. Emphasizes the application of relevant cost behavior, control and traceability concepts in the preparation of internal accounting reports, with a secondary emphasis upon product costing techniques as appropriate to financial accounting needs. Topics include break-even analysis, operational budgeting, direct costing, absorption costing, standard costs and variance analysis, business segment analysis, responsibility accounting distribution cost accounting, and gross profit analysis.

ACCTNG 5421 Information Systems in Accounting: 3 semester hours

Prerequisites: MATH 1030; INFSYS 1800; ACCTNG 2410; ACCTNG 3401; a minimum campus GPA of 2.0; graduate standing. This is a professional-level course in accounting information systems. The course includes examination of transaction cycles, structured analysis and design of accounting information systems, and internal controls.

ACCTNG 5435 Graduate Topics in Auditing: 3 semester hours

Prerequisite: ACCTNG 4435; a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL. A study of advanced auditing and attestation issues, with an emphasis on operational auditing. Topics include professional ethics, risk analysis, internal control, fraud detection, analytical procedures, determining and assessing operational objectives, and reporting and implementing audit findings.

ACCTNG 5436 Systems Auditing: 3 semester hours

Prerequisite: ACCTNG 5400, INFSYS 6800 or consent of instructor. Study of techniques involved in the control and audit of computer-based systems. Emphasis on the review of internal controls at operational and administrative levels and on computer-assisted audit techniques.

ACCTNG 5441 Tax Research: 3 semester hours

Prerequisite: ACCTNG 3441; a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL; or consent of instructor. Application of the research tools and methods available to resolve questions pertaining to the tax laws. Addresses techniques for locating and evaluating relevant authority. Students will be expected to complete written tax research memos. A basic understanding of federal income tax law is presumed.

ACCTNG 5446 Advanced Topics in Taxation: 3 semester hours

Prerequisites: ACCTNG 3441. Address advanced topics in taxation selected by the instructor.

ACCTNG 5447 Taxation of Individuals and Businesses: 3 semester hours

Prerequisites: MATH 1030; ACCTNG 3401 or both ACCTNG 5400 and FINANCE 6590 with the topic "Practice of Personal Financial Planning" with grades of B or better in both; graduate standing. This is the first professional-level course in taxation. The course includes a general introduction to the concepts of taxation. It will enable students to understand the role of taxes in evaluating decisions typically confronted by individual taxpayers and businesses.

ACCTNG 5451 Accounting and Auditing in Governmental and Not-for-Profit Entities: 3 semester hours

Prerequisite: ACCTNG 3402 and graduate standing; a minimum campus GPA of 2.0 and minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL. A study of accounting for use in the public sector and in not-for-profit organizations. Principles of fund accounting and financial reporting for governmental and not-for-profit entities, as well as auditing in the public sector.

ACCTNG 5465 Principles of Information Security: 3 semester hours

Prerequisites: INFSYS 5800 (may be taken concurrently) or permission of instructor. This course is a survey of the vast field of Information Security (InfoSec). It intersects both management and technical aspects of security as relevant to organizations, governments, individuals, and society. Topics covered include fundamental principles of InfoSec and cyber defense, the threat environment, management of InfoSec in organizations, technologies and tools in InfoSec, cryptology/cryptography, web application security, vulnerability management, and current issues. Hands-on labs expose students to basics of penetration testing, applications of cryptography, and vulnerability management. A graduate research paper is required. This course is open to all majors. Credit can only be granted for one of INFSYS 3848, INFSYS 6828, and ACCTNG 5465.

ACCTNG 5466 Management of Accounting Networks and Security: 3 semester hours

Prerequisites: INFSYS 5800 (may be taken concurrently) or permission of instructor. This course focuses on the "big-picture" implications and challenges of data networking and network security within contemporary Information Technology environments. It covers fundamentals of networking and security implications of data networks with hands-on exercises. Topics include networking layers and standardization of functionality across layers, wired and wireless Local Area Networks (LANs) along with switching and physical layer technologies, Internetworking, supporting and supervisory protocols, application layer protocols, network design and management, and fundamentals of network security. Students will also learn about network protocol analyzers such as Wireshark, virtualization, networking in virtual environments, and how some common networked applications operate by utilizing the network infrastructure. Credit can only be granted for one of INFSYS 3842, INFSYS 6836, and ACCTNG 5466.

ACCTNG 5467 Advanced Data Security Concepts: 3 semester hours

Prerequisites: ACCTNG 5465 or INFSYS 6828. This course provides an in-depth examination of advanced principles of cybersecurity. A broad range of topics are covered, including penetration testing, formal verification of systems, formal models of information flow and protection, distributed system authentication, protocol design and attack, computer viruses and malware, as well as intrusion and anomaly detection models. Multi-level security architecture, active defenses, investigation and forensics, network firewalls, virtualization, anonymity and identity, mobile security, and database security models and mechanisms are also studied. The course content is largely influenced by the latest research in the field. Credit can only be granted for one of INFSYS 3858, INFSYS 6858, and ACCTNG 5467.

ACCTNG 5468 Accounting Software Assurance: 3 semester hours

Prerequisites: INFSYS 6805 or INFSYS 6806 or permission of instructor. This course provides an overview of the vast field of software assurance. The goal is to make students aware of the fundamentals of the secure software lifecycle enabling them to apply principles of secure software development and management. The course also provides practical applications that allow the learners to experience the secure software lifecycle process by developing concrete artifacts. Credit can only be granted for one of INFSYS 3868, INFSYS 6868, and ACCTNG 5468.

ACCTNG 5469 Management of Accounting Data Security: 3 semester hours

Prerequisites: ACCTNG 5465 or INFSYS 6828. This course provides students the necessary background knowledge and skills to develop and run a systematic information security management program that is in line with organization strategy, structure, processes, and culture. Specifically, the course introduces governance, strategy, policies, implementation, operation, evaluation, and improvement of an organization's information security to achieve business objectives and be resilient to information security threats. Credit can only be granted for one of INFSYS 3878, INFSYS 6878, and ACCTNG 5469.

ACCTNG 5490 Graduate Internship in Accounting: 1-3 semester hours

Prerequisites: ACCTNG 3401 or ACCTNG 5404; a minimum graduate GPA of 3.0; a minimum GPA of 3.0 in all accounting courses at the 3000-level and above taken at UMSL; consent of supervising instructor and accounting internship coordinator. The student works in an accounting internship that contains sufficient content and rigor to merit graduate credit. The student's program will be monitored by a member of the Graduate Faculty in Accounting. The course requires several meetings with the faculty advisor and a graduate-level written assignment. The course will be graded on a Satisfactory/Unsatisfactory basis. A student who has previously taken ACCTNG 3490 may not take ACCTNG 5490.

ACCTNG 5498 Graduate Seminar in Accounting: 3 semester hours

Prerequisites: To be determined each time the course is offered and to include a minimum 2.0 overall GPA and a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL. Study of selected special problems in accounting. May be repeated for credit with different topics.

ACCTNG 5499 Individual Research in Accounting: 1-3 semester hours

Prerequisites: Consent of instructor, department chair and graduate director; a minimum 3.0 graduate GPA; a minimum GPA of 3.0 in all accounting courses at the 3000-level and above taken at UMSL. Special individual research topics in Accounting under the guidance of a specific professor.

ACCTNG 6441 Graduate Topics in Taxation: 3 semester hours

Prerequisites: At least a B in ACCTNG 3441 or ACCTNG 5447; enrollment in Masters of Accountancy program; a minimum GPA of 2.3 in all accounting courses at the 3000-level and above taken at UMSL. This course examines the role taxes play in evaluating decisions confronted by individuals. Students will apply basic tools learned in accounting and finance to settings impacted by tax laws with the goal of not minimizing taxes but maximizing the present value of a taxpayer's wealth.

Business Administration Courses**BUS AD 1000 Introduction to Business: 3 semester hours**

Overview of the functional business disciplines, including, but not limited to principles of Accounting, Finance, Information Systems, Law, Logistics and Operations Management, Management, and Marketing.

BUS AD 1900 Introduction to Personal Law: 3 semester hours

This course introduces students to the American legal system and the basic issues every individual must deal with in our society. The course will be of interest to anyone seeking a job, leasing an apartment, buying a car or house, borrowing money, buying insurance, getting married or divorced, entering contracts, filing a law suit, writing a will, or accumulating wealth. May not be used for credit in any undergraduate business program.

BUS AD 2000 Topics in Business Administration: 1-3 semester hours

Prerequisites: Vary with topic; contact the School of Business Administration. Study of selected special problems in business and administration. May be repeated for credit with different topics.

BUS AD 2900 Legal Environment of Business: 3 semester hours

Prerequisites: Sophomore standing. An introduction to the nature and meaning of law, sources of law, legal process and institutions. The legal environment of business is defined as: the attitude of the government toward business, the historical development of this attitude; current trends of public control in taxation, regulation of commerce and competition; freedom of contract, antitrust legislation and its relationship to marketing, mergers and acquisitions; and labor management relations.

BUS AD 3090 Internship in Business Administration: 1-3 semester hours

Prerequisites: Minimum campus GPA of 2.0; one must have completed and/or be currently enrolled in at least 6 hours of Business Administration electives and have consent of supervising instructor and Associate Dean. College of Business GPA of at least 2.5 is also required. Students are employed in the field of Business Administration where they apply the knowledge and skills learned in the classroom. Professional development and obtaining specialized work experience are the primary goals. A Business Administration faculty member will monitor the student's program with the student providing a formal written report at the end of the project. BUS AD 3090 may not be counted toward the minimum credit hours for any emphasis area.

BUS AD 3099 Independent Study In Business Administration: 1-3 semester hours

Prerequisites: Minimum campus GPA of 2.0 and approval by the supervising professor and the Associate Dean. Special individual study in business under the supervision of a full-time faculty member.

BUS AD 3990 Internship in Business Law: 1-3 semester hours

Prerequisites: BUS AD 2900, 3 credit hours of Business Law electives, and a Business College 2.5 GPA. Must have completed and/or be currently enrolled in at least 3 credit hour of Business Law electives and have consent of supervising instructor and Area Coordinator. Students are employed in the field of Business Law where the knowledge and skills learned in the classroom are applied. Professional development and obtaining specialized work experience are primary goals. A Business Law faculty member will monitor the student's program with the student providing a formal written report at the end of the project.

BUS AD 4001 Accelerate Capstone: 3 semester hours

Same as ENT 4001. Prerequisites: BUS AD 1001, and either EDUC 2002 or BUS AD 3040, or consent of instructor. This course provides students with a capstone experience taking an idea from planning to "launch." This should be the last course taken in the certificate sequence and may involve elements of an instructional seminar and a practicum. May be taken in conjunction with other courses within the certificate, but it is highly suggested as the final course in the sequence.

BUS AD 4198 Business Administration Senior Seminar: 1-10 semester hours

Prerequisites: To be determined each time the course is offered and to include minimum 2.0 campus GPA. An intensive study of a specific area of business administration, of some specific business or economic phenomenon, or a specific problem or theory. Several different courses may be offered under this course number. May be repeated for credit as long as the topic differs.

BUS AD 4325 Environmental Sustainability in Business Operations: 3 semester hours

Same as SCMA 4325. Prerequisites: SCMA 3301 or consent of instructor. This course studies the environmental impacts of business operations, and it focuses especially on the principles and methods of "lean and green" operations, i.e., ways in which organizations can reduce their costs and increase profits, while reducing their environmental impacts. Specific topics include energy efficiency, resource reduction, waste reduction, design for the environment, externalities and internal pricing mechanisms, environmental technologies, life-cycle assessment, recycling, re-use, and re-manufacturing, as well as national and global environmental issues.

BUS AD 5000 Economics for Managers: 3 semester hours

Prerequisites: Graduate standing. The concepts and tools of economic analysis are applied to the production and distribution functions of organizations. The last portion is devoted to the macroeconomic influence of capital markets, the influence of interest rates, inflation, and the business cycle.

BUS AD 5001 Managerial Economic Analysis: 3 semester hours

Prerequisites: BUS AD 5000 or ECON 1001 and ECON 1002. Microeconomic analysis of consumers, firms, and government. The concepts and mathematical tools of economic analysis are applied to the production and distribution functions of organizations.

BUS AD 5002 Analysis Of National Economic Environment: 3 semester hours

Prerequisites: BUS AD 5000 or ECON 1001 and ECON 1002. The character and functioning of the national economic system; analyzing and forecasting fluctuations in national income and product, employment, and prices; the influence of monetary and fiscal policies. Emphasis is on the acquisition of knowledge concerning forces affecting all business firms.

BUS AD 5100 Managerial Communication: 3 semester hours

An analysis of business writing and speaking, and the communication conventions common in organizations. Emphasis is placed on developing skills critical to career advancement and necessary for effective organizational functioning. A second goal is to prepare students for assignments in other business courses. This course must be taken within the first 12 credit hours of study, preferably in the student's first semester.

BUS AD 5198 Seminar in Business Administration: 3 semester hours

An intensive study of a specific area of business administration of some specific business or economic phenomenon, or a specific problem or theory. Several different courses may be offered under this course number.

BUS AD 5299 Individual Research: 1-3 semester hours

Prerequisite: Consent of instructor and graduate director. Special individual research topics under the guidance of a specific professor.

BUS AD 5325 Environmental Analysis and Sustainability in Business Operations: 3 semester hours

Same as SCMA 5325. Prerequisites: SCMA 5320 or permission of instructor. This course studies the environmental impacts of business operations, and it focuses especially on the principles and methods of "lean and green" operations, i.e., ways in which organizations can reduce their costs and increase profits, while reducing their environmental impacts. Specific topics include energy efficiency, resource reduction, waste reduction, design for the environment, externalities and internal pricing mechanisms, environmental technologies, life-cycle assessment, recycling, re-use, and re-manufacturing, as well as national and global environmental issues.

BUS AD 5450 Governmental Budgeting and Financial Control: 3 semester hours

Prerequisite: ACCTNG 5400. A study of municipal and federal financial control and budgeting procedures with emphasis on public policy. The impact of financial control on top management decisions and the effect of budget strategies on the allocations of public funds.

BUS AD 5900 Law, Ethics and Business: 3 semester hours

Analysis of the relationship between law and business with emphasis on the ability of, and extent to which, governments regulate business activities. Topics covered include the employer-employee relationship, protection of consumers, antitrust regulation, and securities law. Also discussed are ethical issues confronting management of the modern business enterprises.

BUS AD 6990 Strategy Formulation and Implementation: 3 semester hours

Prerequisites: FINANCE 6500, MGMT 5600, MKTG 5700, SCMA 5320 and special consent. Graduate program capstone course examining concepts and methods that integrate functional areas of business. The perspective is that of general management charged with directing the total enterprise. Interactions between the environment, organization, strategy, policies and the implementation of plans are explored. Special emphasis is given to globalization of business and ethical perspectives. This course should be taken during the semester prior to graduation. In no case may it be taken sooner than two semesters prior to graduation.

BUS AD 6991 Graduate Business Assessment Testing: 0 semester hours

Prerequisites: Concurrent enrollment in BUS AD 6990 (or INTL BUS 5289 or MGMT 4814 if taken in lieu of BUS AD 6990). A one-time lab during which a major field exam in business is administered. Course graded on a satisfactory/ unsatisfactory basis. Satisfactory grade required for graduation.

BUS AD 7001 Doctoral Research: 1-12 semester hours

Prerequisites: Must have PhD Program Director or Area Coordinator approval. Investigation of an advanced nature culminating in preparation for comprehensive examinations and/or development of dissertation proposal. The course may be repeated for credit.

BUS AD 7002 Dissertation Research: 1-12 semester hours

Prerequisites: Must have Ph.D. Program Director or Area Coordinator approval. Investigation of an advanced nature culminating preparation of a doctoral dissertation. The course may be repeated.

BUS AD 7021 Qualitative Methods and Philosophical Foundations of BA Research: 3 semester hours

Prerequisites: Admittance into the Ph.D. Program This course investigates the ontology and epistemology of business administration research, particularly as they pertain to qualitative research methods, such as case studies, action research, and ethnomethodology.

BUS AD 7100 Scientific Inquiry in Business: 3 semester hours

Prerequisites: Consent of DBA program director. This course provides an overview of research methods for studying business problems including extraction of information from secondary sources, and primary data collection with surveys, interviews, participant observation, action research, field experiments, controlled experiments, case studies, design sciences and simulations. The course covers foundations of business research (substantive theories, formal theories, and frameworks). Students will learn the types of variables used to test theories, and develop the skills required for reviewing the literature and conceptualizing research questions that are important for practice. Ethical issues related to conducting and publishing research will be discussed. Students will become nationally certified in protecting human research participants and in responsible research conduct.

BUS AD 7101 Quantitative Research Methods I in Business***Administration: 3 semester hours***

Prerequisites: Consent of DBA program director. This course provides an understanding of the application of quantitative analytical techniques to problems in the planning and management of business enterprises and service operations. The course provides experience in structuring analytical models and drawing inferences from their results. Topics include techniques for descriptive, predictive and diagnostic analytics, and may cover general linear statistical models, logistical regression, techniques for extrapolating time series, and statistical methods for testing conceptual models.

BUS AD 7102 Qualitative Research Methods I in Business***Administration: 2 semester hours***

Prerequisites: Consent of DBA program director. Working in groups, students will design and execute a qualitative research project using interviews or direct observations. During the course, students will prepare a qualitative research proposal that includes well-formed research questions, clearly positions the research as a contribution to knowledge, critically reviews the academic literature relevant to the student's topic, develops qualitative research instruments (such as an interview guide), executes the research, analyzes the data and writes up the report. Students will learn how to abstract their findings into lessons for scholars and/or practitioners. One important output of this seminar is a completed research paper suitable for publication in a respected practitioner or academic outlet.

BUS AD 7103 Quantitative Research Methods II in Business***Administration: 2 semester hours***

Prerequisites: Consent of DBA program director. This course provides an advanced understanding of quantitative research with special attention to prescriptive analytics. Emulating work in prior published studies, students identify and frame research questions, determine appropriate metrics, develop hypotheses, build and test quantitative models, and discuss the advantages and shortcomings of alternative quantitative approaches. One important output of this course is a completed research paper.

BUS AD 7104 Qualitative Research Methods II in Business**Administration: 2 semester hours**

Prerequisites: Consent of DBA program director. Working in groups, students design and execute a qualitative research study using a case study method or action research. Students prepare a qualitative research proposal that includes well-formed research questions, clearly positions the research as a contribution to knowledge, and critically reviews the academic literature relevant to the topic. Students develop qualitative research instruments (or design an experimental intervention), execute the research, analyze the data and produce a report that presents lessons for scholars and/or practitioners. An important product of this seminar is a completed research paper suitable for publication in a respected practitioner or academic outlet.

BUS AD 7105 Special Topics in Business Administration: 2 semester hours

Prerequisites: Consent of DBA program director. Special topics examined from the business administration perspective. Topics may vary by semester.

BUS AD 7106 Strategic Business Analysis: 2 semester hours

Prerequisites: Consent of DBA program director. The objective of this capstone course is to synthesize theoretical and empirical research from the different business disciplines (and other non-management sciences and disciplines) to give new insight for public policy or managerial practice. Course projects may address contemporary challenges in the global economy, regulatory processes, taxation, management of innovation, management of risk and disruptive events, consequences of international agreements, environmental issues, sustainability of business practices and business alliances, corporate governance, cultural challenges in international business relations, and other contemporary problems specific to students' places of employment.

BUS AD 7107 Capstone Project Research in Business**Administration: 6 semester hours**

Prerequisites: Consent of DBA program director. Students develop a formal proposal for their capstone research projects that includes a draft of all parts of the project that precede the data collection. This proposal includes research questions or hypotheses based on prior research, and the methodology to be employed for addressing the research questions or corroborating the hypotheses. This course will be coordinated by the Academic Director of the DBA Program, and attended by interested faculty, especially those serving as Chairs. By the conclusion of this course, each capstone project proposal is approved by a capstone project committee (consisting of the Chair of the capstone project committee and two other members).

BUS AD 7108 Research Practicum in Business Administration: 6 semester hours

Prerequisites: Consent of DBA program director. In the research practicum, each student independently addresses some aspect of a capstone research project under the supervision of a senior researcher. Ad-hoc seminars and presentations are organized involving students, faculty, and guest speakers. Each student will produce a paper in proper academic form with the expectation of submitting it for publication and will defend the work in an oral examination.

BUS AD 7109 Doctoral Foundations Seminar: 1-3 semester hours

Prerequisites: Consent of DBA program director. This course will cover the foundation necessary to succeed in the DBA Program. This seminar will also provide the doctoral students with an understanding of the culture of research.

BUS AD 7300 Management of Supply Chains: 2 semester hours

Prerequisites: Consent of Program Director. This course provides a comprehensive overview of supply chain management, including procurement, sourcing, operations, production and logistics, with special attention to international issues. Topics include designing and operating multinational logistics systems; managerial issues and strategies for sourcing, transportation, and inventory management; legal and financial issues in import and export; risk identification and management; and the relationship of supply chain management to other activities. The course also provides students with an understanding of quantitative techniques used in the design and management of global supply chains.

BUS AD 7301 Statistical Modeling: 1-3 semester hours

Prerequisites: SCMA 5300; consent of DBA program director. Study of multivariate analytical techniques and their application to the analysis of business systems. Topics include the construction and adaptation of statistical models and extrapolative techniques to accommodate factor interactions, nonlinearities, and periodic effects. Methodologies include multiple regression, ANOVA, and general linear model, MANOVA, structural equation modeling, and time series modeling.

BUS AD 7400 The Role of Accounting Information in Firms and Markets: 2 semester hours

Prerequisites: Consent of DBA program director. This course provides insights into various accounting theories and practices, including financial analysis to identify opportunities, archival and behavioral inquiry in accounting, the role of accounting information in valuation, the role of accounting information in firm contracting, structural cost management, executional cost management, and governance and controls.

BUS AD 7500 Finance Theory and Applications Seminar: 2 semester hours

Prerequisites: Consent of DBA program director. This two-unit finance course addresses contemporary issues in corporate finance, investment, financial institutions and financial markets. Extensive reviews of the literature in different finance fields are conducted. Modigliani-Miller theorem, agency theory, capital asset pricing theory, and option pricing theory are discussed and applied in research analysis.

BUS AD 7600 Managing Talent for Strategic Advantage: 2 semester hours

Prerequisites: Consent of DBA program director. This course provides insight into research on topics that explore how organizational behavior and human resource management practices contribute to developing and sustaining effective and satisfying workplaces. Topics such as conflict management, change management, motivation, cultural intelligence, compensation strategies, selection and promotion decisions, performance management and legal issues in employment decision making, will be discussed.

BUS AD 7700 Contemporary Marketing Intelligence and Decision Making: 2 semester hours

Prerequisites: Consent of DBA program director. This course examines how firms generate valuable marketing intelligence for critical decisions in pursuit of marketing objectives. Marketing strategies and consumer behavior are studied through literature reviews and examination of case studies. Students challenge assumptions, frameworks, and findings and they discuss how marketing strategy is adapted in practice for various products and services. They also learn how data mining techniques are used in the development and execution of marketing strategies.

BUS AD 7800 Management of Sustaining and Disruptive Information Technologies: 2 semester hours

Prerequisites: Consent of DBA program director. This course provides insights into contemporary sustaining and disruptive information technologies and their strategic and supporting roles in organizations and society. This course provides the student with an understanding of the processes through which information systems are adopted and used by organizations, including their sourcing, design, development, implementation, and strategic management. The course will also examine best practices for managing new information technologies, such as social media, business intelligence, and the Internet of Things. Strategic opportunities, threats and processes for achieving cyber security will be considered as students discuss the impacts such technologies have on organizations, individuals, and society.

Entrepreneurship Courses

ENT 1001 Introduction to Entrepreneurship: 3 semester hours

This course focuses on the fundamental ideas of entrepreneurship. Students will develop a working knowledge of entrepreneurial concepts, vocabulary, skills, and tools through case studies and practical applications. Students will actively participate in hands-on learning and team building exercises and will prepare a business simulation.

ENT 2030 Business in the Arts: 3 semester hours

This course takes an in-depth look at business aspects through the lens of the arts, with an emphasis on cultivating and developing an entrepreneurial perspective.

ENT 3040 Creativity and Systems for Innovation: 3 semester hours

Prerequisites: ENT 1001 or permission of the instructor. This course examines systems theory, and its application to entrepreneurship and intrapreneurship. Students will develop the ability to understand and solve problems, and initiate opportunities by thinking in new ways. Students will learn about the entrepreneurial ecosystem, including the economic, social, and political factors acting on it, and how to use it to increase good outcomes.

ENT 3650 Experiential Entrepreneurship: 3 semester hours

Students will work in teams mentored by experienced entrepreneurs to generate innovative ideas and transform them into business models for economically viable business ventures. Experiential learning will be used in live customer discovery, prototyping, and market validation.

ENT 4001 Accelerate Capstone: 3 semester hours

Same as BUS AD 4001. Prerequisites: BUS AD 1001, and either EDUC 2002 or BUS AD 3040, or consent of instructor. This course provides students with a capstone experience taking an idea from planning to "launch." This should be the last course taken in the certificate sequence and may involve elements of an instructional seminar and a practicum. May be taken in conjunction with other courses within the certificate, but it is highly suggested as the final course in the sequence.

Finance Courses

FINANCE 1590 Personal Finance for Nonbusiness Majors: 3 semester hours

For future professionals who want to learn more about personal finance and how to better manage their resources. The topics include purchasing/leasing cars, home acquisitions, investing in stocks and bonds, mutual funds, retirement planning and health and life insurance. Special emphasis will be on the nontechnical aspects of these issues. Cannot be used for credit in BSBA program.

FINANCE 3500 Financial Management: 3 semester hours

Prerequisites: ECON 1002, MATH 1105, ACCTNG 2400, INFSYS 2800, and a minimum overall GPA of 2.0. The study of a firm's need for funds; the institutions, instruments and markets concerned with raising funds; and the techniques of analysis used to determine how effectively these funds, once raised, are invested within the firm.

FINANCE 3501 Financial Policies: 3 semester hours

Prerequisite: FINANCE 3500 and a 2.0 overall GPA. The intensification and application of the concepts developed in FINANCE 3500. Special emphasis is given to the development of top management policies and their application toward complex problems of finance. Techniques for identifying and dealing with these problems before they become acute will be investigated. Cases will be integrated with appropriate outside reading.

FINANCE 3503 Computer Applications in Finance: 3 semester hours

Prerequisite: INFSYS 1800, FINANCE 3500, one 3000-level finance course and a 2.0 overall GPA. Financial problem solving and applications on the micro-computer. A project oriented course with an emphasis on micro based finance projects: Present value/IRR analysis, duration, immunization, portfolio optimization, leasing, capital budgeting, financial forecasting, options and futures.

FINANCE 3520 Investments: 3 semester hours

Prerequisite: FINANCE 3500 and a 2.0 overall GPA. Financial analysis of debt and equity instruments available on organized exchanges and in less tangible "over the counter" markets. Techniques of such analysis being presented in context with economic and management circumstances within the company, industry and economy.

FINANCE 3521 Financial Engineering: Applying Derivatives: 3 semester hours

Prerequisites: FINANCE 3500. Students engage in a comprehensive investigation of advanced risk management techniques. Futures, forwards, options and synthetic securities are explored to determine their effectiveness in generating the desired risk exposure. A comprehensive study of speculative market conditions and characteristics are assessed in conjunction with a variety of financial innovations. Valuation techniques and hedging theories are combined with mathematical models to determine their effectiveness in practical situations. Special topics are introduced as market conditions dictate. It is recommended that students take Investments (FINANCE 3520) prior to enrolling in FINANCE 3521.

FINANCE 3523 Fixed Income Analysis: 3 semester hours

Prerequisites: FINANCE 3500. This course explores key issues in fixed income securities. The topics include pricing of bonds, measuring bond yields, bond price volatility, factors affecting yields and the term structure of interest rates, treasury securities, corporate debt instruments, residential mortgage loans, collateralized mortgage/debt obligation, and analysis of bonds with embedded options. The course prepares students for the CFA exams of Level 1 in the area of fixed income analysis.

FINANCE 3524 Advanced Investment Management: 3 semester hours

Prerequisites: FINANCE 3500. This course reviews various advanced topics in investment management. The topics include (1) portfolio management, (2) fixed income analysis, (3) equity analysis, (4) economics in a global context, (5) derivatives, (6) alternative investments, and (7) Ethical and Professional Standards. The course provides students with theoretical and practical knowledge in portfolio management techniques and advanced investment strategies. The course materials are related to the CFA (Chartered Financial Analyst) Level I Exam curriculum.

FINANCE 3525 Practicum in Investments: 1 semester hour

Prerequisites: FINANCE 3500 and a 2.0 campus GPA. Students will apply their knowledge of stocks and bonds by managing a real dollar portfolio of securities. This course requires that students perform technical and fundamental analysis, prepare research reports, present proposals and participate in group investment decisions. The University's Student Investment Trust provides the money for students to invest. Course may be repeated for credit up to a maximum of 3 credit hours.

FINANCE 3540 Introduction to Financial Institutions and Financial Markets: 3 semester hours

Prerequisite: FINANCE 3500 and a 2.0 overall GPA. The course surveys financial institutions and financial markets and addresses the interplay between institutions and markets. State and federal regulation of institutions and markets is explored. A portion of the course addresses current events, managerial policy issues, and regulatory issues in financial services and markets. Focus is primarily U.S. institutions and markets, but the evolving impact of globalization and importance of the Foreign Exchange Market on U. S. financial institutions are developed.

FINANCE 3541 Commercial Bank Management: 3 semester hours

Prerequisites: ECON 1002, FINANCE 3500 and a 2.0 overall GPA. Corporate finance and microeconomics are applied to matters of importance to commercial bankers. Among the subjects treated are bank asset portfolio construction, lending policies, liabilities management, bank capital structure, short-run cash management, financial market rates and flows, and quantitative models for bank management. Commercial bank management is analyzed from an internal viewpoint in terms of what bank managers should look for in asset management and why; what market conditions they should be aware of; and what techniques they can use to meet changing economic and financial conditions.

FINANCE 3542 Principles of Real Estate: 3 semester hours

Prerequisites: FINANCE 3500 and a 2.0 campus GPA. As an introduction to the real estate industry, the course broadly explores all phases of acquisition, development and disposal of real property. Topics include legal requirements of contracts, property rights, valuation and appraisal techniques, marketing, brokerage operations and practices, mortgage financing, leasing and property management.

FINANCE 3545 Seminar in Venture Capital and Private Equity: 3 semester hours

Prerequisites: FINANCE 3500 and another finance elective. This course examines venture capital and private equity firms as an important category of financial institutions. The main focus of the course is on financial, economic, and legal issues that develop between venture capital firms and their limited partners and between private equity firms and the firms in which they invest. More specifically, the course will explore the following processes: (1) how private equity and venture capital firms raise capital; (2) how they deal with firms in which they invest; and (3) how they exit investments. The course also discusses technology development process including protection through patents before they are licensed or used to establish as startup companies.

FINANCE 3560 Practice of Personal Financial Planning: 3 semester hours

Prerequisites: A minimum campus GPA of 2.0; FINANCE 3500 or consent of instructor and Area Coordinator. Professional financial planning requires broad knowledge of investments, insurance, income taxation, retirement planning, and estate planning, as well as certification requirements and legal/ethical issues. This course introduces students to the field of financial planning, and provides an integrated overview of the topics listed above. Students interested in the Financial Planning track are encouraged to complete this course prior to taking other courses in the track.

FINANCE 3561 Principles of Insurance: 3 semester hours

Prerequisites: FINANCE 3500 and a 2.0 campus GPA. This is a survey course intended to introduce students to the basic concepts of insurance. Topics include the nature of risks, types of insurance carriers and markets, insurance contracts and policies, property and casualty coverages, life and health insurance, and government regulations. The functions of underwriting, setting premiums, risk analysis, loss prevention, and financial administration of carriers are emphasized.

FINANCE 3562 Life Insurance and Employee Benefits: 3 semester hours

Prerequisites: FINANCE 3500 or equivalent and a minimum campus GPA of 2.0. This course explores the life insurance business from the perspective of both the consumer and provider. Coverage will include an analysis of the various types of life insurance products, aspects of life insurance evaluation, reinsurance, underwriting, and uses of life insurance in financial planning. Also included is an examination of the tax, legal, and ethical requirements.

FINANCE 3563 Retirement Planning and Employee Benefits: 3 semester hours

Prerequisites: A minimum campus GPA of 2.0; FINANCE 3500 or consent of instructor and Area Coordinator. The course is designed to give students an understanding of the retirement planning process. Students will gain an appreciation of the usefulness (and shortcomings) of employee benefits and develop an ability to counsel others on important retirement and employee benefit decisions. Corporate pension and profit sharing plans, self-employed Keough plans, IRA's, annuities, health insurance, and social security will be discussed.

FINANCE 3564 Estate Planning and Trusts: 3 semester hours

Prerequisites: A minimum campus GPA of 2.0; FINANCE 3500 or consent of instructor and Area Coordinator. This course will focus on the responsibility of a financial planner in the formulation and implementation of an estate plan. Topics include wills, lifetime transfers, trusts, gifts, estate reduction techniques, tax implications in estate planning, business and inter-family transfers, dealing with incompetency, postmortem techniques, and the role of fiduciaries. Lectures, cases, and guest speakers will be used to stimulate analysis and discussion.

FINANCE 3565 Seminar in Financial Planning: 3 semester hours

Prerequisites: ACCTNG 3441, FINANCE 3520, FINANCE 3560, FINANCE 3561, FINANCE 3563, and FINANCE 3564; a minimum campus GPA of 2.0; or consent of instructor. This course serves as the capstone in the registered Financial Planning curriculum. Students will prepare and present comprehensive, professional-level personal financial plans. This course is required by the Certified Financial Planner Board of Standards for those who wish to sit for the Certified Financial Planner examination.

FINANCE 3580 International Corporate Finance: 3 semester hours

Same as INTL BUS 3580. Prerequisites: FINANCE 3500 and a 2.0 campus GPA. This course explores corporate finance in the context of a global environment. Financial managers for an international firm must deal with all the normal problems faced by domestic corporations plus additional foreign exchange and political risks. Class discussions will focus on applying financial techniques to decision making in foreign operations. Students are required to work in a group to undertake a project related to international finance.

FINANCE 3582 International Investments: 3 semester hours

Same as INTL BUS 3582. Prerequisites: FINANCE 3500. This course explores the concepts of investing and hedging risk management, portfolio diversification, currency risk, asset pricing, and alternative portfolio strategies. Techniques for using derivatives are discussed in the context of hedging exchange rate risk. Reading foreign exchange quotes and understanding the functioning of global markets is central to the course. A prior course in investments is recommended but not required.

FINANCE 3583 The Law of International Business Transactions: 3 semester hours

Same as INTL BUS 3280. Prerequisites: BUS AD 2900 or consent of instructor. This course studies of the role and function of International Law and national laws in the regulation of international business transactions. The impact of various legal regimes on import/export transactions, foreign investments, and the operations of multinational enterprises will be included. The role of national governments, supra-national governmental organizations, and non-governmental organizations in forming and administering the international legal environment will be studied.

FINANCE 3584 Role of the Global Corporation: 3 semester hours

Same as INTL BUS 3285. Prerequisites: A minimum 2.0 campus GPA and MGMT 3600 or consent of instructor. The purpose of this course is to create awareness of controversial issues about international business. Students will gain a better understanding of resistance to and criticism of international business and will become better prepared for dealing with these issues and problems.

FINANCE 3585 Business in China: 3 semester hours

Same as INTL BUS 3281. Prerequisites: A minimum campus GPA of 2.0 and junior standing. This course introduces students to the practices of doing business in China. Students will be introduced to the Chinese economic and business environment. Issues related to trade and foreign direct investment in China will be discussed. The course adopts an innovative approach, utilizing lectures, case analysis, projects, and student presentations.

FINANCE 3590 Internship in Finance: 1-3 semester hours

Prerequisite: a minimum campus GPA of 2.0; one must have completed and/or be currently enrolled in at least 6 credit hours of finance electives and have consent of supervising instructor and Area Coordinator. A Business College GPA of at least 2.5 is also required. Students are employed in the field of finance where they apply the knowledge and skills learned in the classroom. Professional development and obtaining specialized work experience in a Track area are the primary goals. The student's program will be monitored by a finance faculty member with the student providing a formal written report at the end of the project. FINANCE 3590 may not be counted toward the minimum 15 credit hours of finance electives for a finance emphasis.

FINANCE 3595 Special Administration Problems - Finance: 1-10 semester hours

Prerequisite: To be determined each time the course is offered and to include a minimum 2.0 overall GPA. Study of selected special problems in business and administration. May be repeated for credit with different topics.

FINANCE 3598 Seminar in Finance: 1-3 semester hours

Prerequisite: To be determined each time the course is offered and to include a minimum 2.0 overall GPA. This course is a selected special topic in the field of finance. May be repeated for credit with different topics.

FINANCE 3599 Independent Study in Finance: 1-3 semester hours

Prerequisites: Minimum campus GPA of 2.0 and approval by the supervising professor and the Area Coordinator. Special individual study in finance under the supervision of a full-time finance faculty member.

FINANCE 5599 Individual Research in Finance: 1-3 semester hours

Prerequisites: Consent of instructor and graduate director. Special individual research topics in Finance under the guidance of a specific professor.

FINANCE 6500 Financial Management: 3 semester hours

Prerequisites: ACCTNG 5400 or ACCTNG 2400, SCMA 5300 or SCMA 3300, and BUS AD 5000 or ECON 1001 and ECON 1002. This course provides an in-depth analysis of corporate finance including asset pricing, risk and return, short- and long-term investment decisions, capital structure choices, dividend policy, derivatives, mergers and acquisitions, and a host of other current topics. The material is taught through lectures and problem solving.

FINANCE 6501 Advanced Financial Management: 3 semester hours

Prerequisite: FINANCE 6500 and SCMA 5300. Exposure to recent financial management theory through selected readings. Financial management problems are considered by the use of cases and simulation models. An original research project under the supervision of instructor is required.

FINANCE 6503 Computer Applications in Finance: 3 semester hours

Prerequisites: FINANCE 6500 and 3.0 overall GPA. This course focuses primarily on practical financial applications using MS Excel spreadsheet software. It is project-oriented with an emphasis on breakeven analysis, mortgage calculation, project analysis, financial statement analysis, capital budgeting, debt and equity valuation, financial planning, risk analysis and more. In addition, this course covers basics on how to use Bloomberg terminal and the Bloomberg Market Concepts (BMC) certification.

FINANCE 6520 Security Analysis: 3 semester hours

Prerequisite: FINANCE 6500 and SCMA 5300. An in-depth study of techniques used in evaluating various financial assets as investment opportunities. Financial assets studied include common stock, preferred stock, and fixed income securities. Other related topics such as sources of investment information and current market trends are discussed.

FINANCE 6521 Financial Forensics: The Science of Derivatives: 3 semester hours

Prerequisites: FINANCE 6500. Students engage in a comprehensive investigation of advanced risk management techniques. Futures, forwards, options and synthetic securities are explored to determine their effectiveness in generating the desired risk exposure. A comprehensive study of speculative market conditions and characteristics are assessed in conjunction with a variety of financial innovations. Valuation techniques and hedging theories are combined with mathematical models to determine their effectiveness in practical situations. Special topics are introduced as market conditions dictate. It is recommended that students take Investments (FINANCE 6520) prior to enrolling in FINANCE 6521.

FINANCE 6523 Fixed Income Analysis: 3 semester hours

Prerequisites: FINANCE 6500. This course explores key issues in fixed income securities. The topics include pricing of bonds, measuring bond yields, bond price volatility, factors affecting yields and the term structure of interest rates, treasury securities, corporate debt instruments, residential mortgage loans, collateralized mortgage/debt obligation, and analysis of bonds with embedded options. The course prepares students for the CFA exams of Levels I and (part of) II in the area of fixed income analysis.

FINANCE 6524 Portfolio Analysis and Management: 3 semester hours

Prerequisites: FINANCE 6500. This course reviews various advanced topics in investment management. The topics include (1) portfolio management, (2) fixed income analysis, (3) equity analysis, (4) economics in a global context, (5) derivatives, (6) alternative investments, and (7) Ethical and Professional Standards. The course provides students with theoretical and practical knowledge in portfolio management techniques and advanced investment strategies. The course materials are related to the CFA (Chartered Financial Analyst) Level I Exam curriculum.

FINANCE 6540 Financial Institutions and Financial Markets: 3 semester hours

Prerequisite: Graduate standing and FINANCE 6500. By lecture and casework, the course surveys markets (Money Market, Capital Markets, Foreign Exchange) and various forms of financial institutions. Historical and evolving business models of financial institutions are explored in the context of regulation, economics, and competition. Interplay between institutions and markets is addressed. Structure and purpose of regulation is examined. A portion of the course involves current events and managerial policy issues in financial services. A major U.S. financial institution is selected and case analyzed by the class. Focus is U.S. institutions and markets, but impact of globalization is discussed.

FINANCE 6541 Commercial Bank Management: 3 semester hours

Prerequisite: FINANCE 6500. This course explores the various bank management techniques required to manage a modern commercial bank in a rapidly changing environment. Topics include asset and liability management, capital adequacy, bank holding companies, profitability, and bank market structure and regulation.

FINANCE 6542 Real Estate: 3 semester hours

Prerequisite: FINANCE 6500. This course provides a broad introduction to real estate with a focus on legal issues, market analysis, valuation, financing, leasing and investment decisions. Classes are conducted in a in a standard lecture format with discussion on current topics. No prior knowledge of the industry is required.

FINANCE 6545 Venture Capital and Private Equity: 3 semester hours

Prerequisites: FINANCE 6500. This course examines venture capital and private equity firms as an important category of financial institutions. The main focus of the course is on financial, economic, and legal issues that develop between venture capital firms and their limited partners and between private equity firms and the firms in which they invest. More specifically, the course will explore the following processes: (1) how private equity and venture capital firms raise capital; (2) how they deal with firms in which they invest; and (3) how they exit investments. Before discussing the main issues of the course, and as a way of introducing the subject, we begin with a brief discussion of the significance of venture capital funding in the technology transfer process and a simple example of venture capital funding from the perspective of an entrepreneur. As most new technologies are proprietaries, the course also discusses technology development process including protection through patents before they are licensed or used to establish as startup companies.

FINANCE 6580 International Financial Management: 3 semester hours

Same as INTL BUS 6581. Prerequisite: FINANCE 6500. The objective of this course is to introduce students to financial issues for multinational firms. Besides covering basic tools and techniques, the class stresses the role of the financial manager in analysis and decision-making. Topics include the impact of international accounting and tax issues, capital budgeting in a foreign environment, transfer pricing, and global funding. Conceptual skills for lifelong learning experiences are emphasized. This course employs a lecture and case format with group discussions.

FINANCE 6581 Seminar in International Investments: 3 semester hours

Same as INTL BUS 6581. Prerequisite: FINANCE 6500. This course covers topics related to the determination of exchange rates, international parity relations and portfolio diversification. In addition, methods for using foreign exchange derivatives are explored in their use for hedging exchange rate risk. Learning to read foreign exchange quotes and understanding the functioning of global markets is an integral part of the course material. Each student is assigned a foreign country to study throughout the semester with the comprehensive project report. A prior investments course is recommended but not required.

FINANCE 6582 International Bank Management: 3 semester hours

Prerequisites: FINANCE 6500. The objective of this course is to introduce students to many challenging issues in international bank management. This is a specialized finance course dealing explicitly with global bank decision-makings of a multinational bank that uses a variety of financial tools and skills. The course will discuss the rapidly blurring distinctions between commercial and investment bankers. Conceptual skills for life-learning (evolving) experiences relevant to the global banking sector are emphasized.

FINANCE 6590 Seminar in Finance: 3 semester hours

Prerequisites: FINANCE 6500. This course incorporates a wide range of advanced topics in finance including, but not limited to, an evaluation of various financial assets as investment opportunities, trends in capital markets, derivatives and management of financial and non-financial firms.

FINANCE 6591 Finance Internship: 1-3 semester hours

Prerequisites: Students must have completed and/or be enrolled in at least 6 credit hours of finance electives and have consent of supervising faculty member and Area Coordinator. Students work in the field of finance where they apply the knowledge and skills learned in the classroom. Professional development and obtaining sopecialized work experience are the primary goals. The student's program will be monitored by a finance faculty member with the student providing a formal written report at the end of the project.

Information Systems Courses

INFSYS 1800 Computers and Information Systems: 3 semester hours

This course develops skills in technology awareness, computer fluency, computing devices, ethical use of the Internet, and business applications for problem solving, communicating, and making informed decisions, including word processors, presentation software, electronic spreadsheets, and database management systems. Students will gain skills in developing business applications and web pages. Credit cannot be granted for both CMP SCI 1010 and INFSYS 1800.

INFSYS 2800 Information Systems Concepts and Applications: 3 semester hours

Prerequisites: INFSYS 1800 or satisfactory performance on proficiency exam. This course provides an overview of the field of information systems including concepts of systems analysis and design, ethics in information systems usage, electronic business, database management, enterprise systems, information security, and JavaScript programming concepts. Business cases will be utilized to illustrate how information systems improve decision-making. Students will also gain valuable strategies for career development and networking.

INFSYS 3806 Managerial Applications of Object-Oriented Programming I: 3 semester hours

Prerequisites: INFSYS 2800 or CMP SCI 1250, and a minimum campus GPA of 2.0. This course provides an introduction to object-oriented programming. Topics include object-oriented design principles and choices, encapsulation, inheritance, and event-driven programming. Hands-on labs during class sessions and assignments help students develop applied programming skills.

INFSYS 3807 Legacy Systems: 3 semester hours

Prerequisites: A minimum campus GPA of 2.0. This course covers structured programming techniques for legacy business applications. Students will learn COBOL syntax, structure, design and best programming practices to create, maintain, debug, compile and execute COBOL programs.

INFSYS 3810 Information Systems Analysis: 3 semester hours

Prerequisites: A minimum campus GPA of 2.0 and INFSYS 3806 or permission of instructor. In this course, students will learn how to identify, evaluate, and document business systems using traditional and agile methodologies. This includes how to study systems' ability to meet the business needs and information requirements of an organization, and defend alternatives that better meet needs. Students will conduct a systems analysis of an actual organization in project teams, including the identification of and defense of alternatives.

INFSYS 3815 Object-Oriented Applications in Business: 3 semester hours

Prerequisites: INFSYS 3806 and a minimum campus GPA of 2.0. This course provides a study of web application development using Java and JavaScript. Students will learn about Java Collections Framework, Spring, Hibernate, design patterns, software testing, and front-end web technologies.

INFSYS 3816 Managerial Application of Object-Oriented Programming II: 3 semester hours

Prerequisites: INFSYS 3806 and a minimum campus GPA of 2.0. This course builds on skills learned in INFSYS 3806 and focuses on contemporary client-server development environments and tools. Topics include database integration, web applications, and web services. Students will be provided hands-on application development experiences during class and in assignments.

INFSYS 3841 Enterprise Information Systems: 3 semester hours

Prerequisites: INFSYS 2800 and a minimum campus GPA of 2.0. This course provides students the skills and knowledge needed for roles as ERP business analysts, ERP configuration specialists, and consultants. Students will be introduced to integrated business processes through the application of SAP modules supporting Sales and Distribution (SD), Materials Management (MM), Financial Accounting (FI), Production Planning (PP), and Controlling (CO) as components of the SAP integrated business solution. Students will complete exercises to construct a functioning company operating in an integrated SAP R/3 environment.

INFSYS 3842 Data Networks and Security: 3 semester hours

Same as INTL BUS 3882. Prerequisites: INFSYS 2800 and a minimum campus GPA of 2.0; or consent of instructor. This is a foundational course in data networking and network security. It covers the fundamentals of networking and security implications of data networks with hands-on exercises. Topics include networking layers and standardization of functionality across layers, wired and wireless Local Area Networks (LANs) along with switching and physical layer technologies, Internetworking, supporting and supervisory protocols; application layer protocols such as HTTP, and fundamentals of network security. Students will also learn about network protocol analyzers such as Wireshark, virtualization, and networking in virtual environments. Credit cannot be granted for both INFSYS 3842 and INFSYS 6836.

INFSYS 3843 Decision Support Systems for Business Intelligence: 3 semester hours

Prerequisites: SCMA 3300 and a minimum campus GPA of 2.0. This class examines the applications of data and analytics (models) to support the needs of decision makers. Descriptive, predictive and prescriptive analytics tools are coupled with Big Data and well-designed user interfaces to provide the necessary tools. Topics such as how to construct the data warehouse, how to clean and store data in the appropriate form, how to construct and implement a useful visualization of data, and how to construct and support decision makers are included. DSS component design in response to decision making and business intelligence needs are discussed.

INFSYS 3844 Developing Business Applications in .NET: 3 semester hours

Prerequisites: INFSYS 2800 or CMP SCI 2250, and a minimum campus GPA of 2.0. This course will enable students to design, implement, and debug object-oriented and data driven business applications in C#.NET. Students will learn application design choices, object-oriented design principles, event-driven programming, user interface programming, user interface controls, data binding and database access, exception handling, debugging and effective ways of working with C#.NET.

INFSYS 3845 Database Management Systems: 3 semester hours

Prerequisites: INFSYS 2800, INFSYS 3816, ACCTNG 2400, and a minimum campus GPA of 2.0. This course provides an introduction to the design and use of databases in meeting business information needs. Topics include database planning, conceptual design, and data administration. The concepts are studied with projects involving the use of a current database management system.

INFSYS 3847 Web Design: 3 semester hours

Prerequisites: INFSYS 2800 and a minimum campus GPA of 2.0. This course focuses on website planning, design, and construction. Topics include site structure, navigation, content management, markup languages, CSS, scripting languages, and important tools, libraries and frameworks.

INFSYS 3848 Introduction to Information Security: 3 semester hours

Prerequisites: INFSYS 2800 or CMP SCI 2250 or consent of instructor and a minimum campus GPA of 2.0. This course provides an introductory survey of the vast field of Information Security (InfoSec). It intersects both management and technical aspects of security as relevant to organizations, governments, individuals, and society. Topics include fundamental principles of InfoSec and cyber defense, the threat environment, management of InfoSec in organizations, technologies and tools in InfoSec, cryptology/cryptography, web application security, and current issues. Hands-on labs expose students to basics of penetration testing, applications of cryptography, and vulnerability management. Course is open to all majors. Credit cannot be granted for both INFSYS 3848 and INFSYS 6828.

INFSYS 3858 Advanced Security and Information Systems: 3 semester hours

Prerequisites: INFSYS 3848 or Permission of Department Chair. This course builds upon the principles of information security. It covers topics ranging from networking, penetration testing, formal verification of systems, formal models of information flow and protection, distributed system authentication, protocol design and attack, computer viruses and malware, as well as intrusion and anomaly detection models. Students are exposed to virtualization, defensive security, offensive security, and other forms of cybersecurity. Credit cannot be granted for both INFSYS 3858 and INFSYS 6858.

INFSYS 3868 Secure Software Development: 3 semester hours

Prerequisites: A first course in programming such as INFSYS 3806 or CMP SCI 2250 or consent of instructor. This course covers the concepts of software assurance and the fundamentals of the secure software lifecycle as it relates to software development. Students will experience the secure software lifecycle process by developing concrete artifacts and practicing in a lab environment. Credit cannot be granted for both INFSYS 3868 and INFSYS 6868.

INFSYS 3878 Information Security Risk Management and Business Continuity: 3 semester hours

Prerequisites: INFSYS 3848 or Consent of Instructor. This course provides students the tools and concepts necessary to plan for, prevent, and when needed successfully respond to disruptions in business operations. Topics covered include security policies, frameworks, information and materials management, risk management, and regulatory compliance. Credit cannot be granted for both INFSYS 3878 and INFSYS 6878.

INFSYS 3890 Internship in Information Systems: 1-3 semester hours

Prerequisites: Minimum business GPA of 2.5, minimum campus GPA of 2.0, completed and/or currently enrolled in at least 6 credit hours of information systems electives at the 3000 level or above, consent of supervising instructor, and consent of department chair. Students are employed in the field of information systems where they apply the knowledge and skills learned in the classroom. Professional development obtaining specialized work experience are primary goals. An information systems faculty member will monitor the student's program with the student providing a formal written report at the end of the project.

INFSYS 3898 Seminar in Information Systems: 1-3 semester hours

Prerequisites: To be determined each time course is offered and to include a minimum 2.0 overall GPA. This course is a selected special topic in the field of information systems. May be repeated for credit with different topics.

INFSYS 3899 Independent Study in Information Systems: 1-3 semester hours

Prerequisites: Minimum campus GPA of 2.0 and approval by the supervising professor and the Area Coordinator. Special individual study in information systems under the supervision of a full-time information systems faculty member.

INFSYS 4850 Information Systems Design: 3 semester hours

Prerequisites: INFSYS 3810, INFSYS 3816, INFSYS 3845 and a minimum campus GPA of 2.0. This course builds on the skills learned in INFSYS 3810. System design, implementation, and methods of systems installation and operation are presented. A system development project is required.

INFSYS 5800 Management Information Systems: 3 semester hours

Same as P P ADM 6800. This course provides an overview of the established and contemporary issues related to information systems within organizations. Topics include the practices and tools associated with topics such as the management of IS-based investment projects, the design and implementation of IS, the alignment of IS strategy with organizational strategy, information security and privacy, and gaining a competitive advantage through IS.

INFSYS 5890 Graduate Internship in Information Systems: 1-6 semester hours

Prerequisites: INFSYS 6840 or permission of instructor. The internship will be a supervised field experience in a US-based business/organization or a US-based international business/organization. Students will be employed off-campus for a 10-16 week period on projects directed by host organization supervisors in consultation with a UM-St. Louis faculty member. The project requires students to apply IS concepts to a real-world problem. The project does not duplicate, but builds upon material in the IS curriculum. A professional written report will be required.

INFSYS 5899 Individual Research in Information Systems: 1-3 semester hours

Prerequisites: Consent of instructor and graduate director. Special individual research topics in Information Systems under the guidance of a specific professor.

INFSYS 6805 Applications of Programming for Business Solutions: 3 semester hours

Prerequisite: Graduate standing. This course will enable students to design, implement, and debug object-oriented and data driven business applications in C#.NET. Students will learn application design choices, object-oriented design principles, event-driven programming, user interface programming, user interface controls, data binding and database access, exception handling, debugging and effective ways of working with C#.NET.

INFSYS 6806 Managerial Applications of Object-Oriented Technologies: 3 semester hours

Prerequisite: Graduate Standing. This course provides an introduction to object-oriented programming. Topics include object-oriented design principles and choices, encapsulation, inheritance, and event-driven programming. Hands-on labs during class sessions and assignments help students develop applied programming skills.

INFSYS 6807 Contemporary z/OS COBOL: 3 semester hours

Prerequisites: Graduate standing. This course covers structured programming techniques for legacy business applications. Students will learn COBOL syntax, structure, design and best programming practices to create, maintain, debug, compile and execute COBOL programs.

INFSYS 6808 Advanced Object-Oriented Programming for Business: 3 semester hours

Prerequisite: INFSYS 6806. This course builds on skills learned in INFSYS 6806 and focuses on contemporary client-server development environments and tools. Topics include database integration, web applications, and web services. Students will be provided hands-on application development experiences during class and in assignments.

INFSYS 6817 Advanced COBOL and Modern z/OS System Tools: 3 semester hours

Prerequisites: INFSYS 6807 or consent of instructor. This course will build upon Contemporary z/OS COBOL 1. Topics will include JCL, file management, utilities/tools (like SORTING, File-Aid, IEB's, JCLCheck), file access (VSAM, DB2, and Sequential), scheduling, debugging, testing, and mainframe-server communication protocols.

INFSYS 6818 Management of Software Testing: 3 semester hours

Prerequisites: INFSYS 6805 or INFSYS 6806 or consent of instructor.

This course provides the core concepts of the lifecycle of Software Assurance, Quality Control and Testing. It will emphasize the importance of testing strategies, methodologies, planning, design, staging, reporting and managing defects, test environment management and Test Driven Development.

INFSYS 6828 Principles of Information Security: 3 semester hours

Prerequisites: Graduate Standing. This course is a survey of the vast field of Information Security (InfoSec). It intersects both management and technical aspects of security as relevant to organizations, governments, individuals, and society. Topics covered include fundamental principles of InfoSec and cyber defense, the threat environment, management of InfoSec in organizations, technologies and tools in InfoSec, cryptology/cryptography, web application security, vulnerability management, and current issues. Hands-on labs expose students to basics of penetration testing, applications of cryptography, and vulnerability management. A graduate research paper is required. This course is open to all majors. Credit cannot be granted for both INFSYS 6828 and INFSYS 3848.

INFSYS 6832 Information Systems Strategy: 3 semester hours

Prerequisites: Graduate Standing. This course presents the management of computer-based information resources in the context of business organizations. Issues may include: management strategies and policies for improving organizational productivity, measurement, evaluation and acquisition of management information services, office automation, end-user computing, computer use in international environments, social and organizational perspectives and ethical implications. The course will be taught using cases.

INFSYS 6833 Decision Support Systems for Business Intelligence: 3 semester hours

Prerequisite: SCMA 5300. This class examines the applications of data and analytics (models) to support the needs of decision makers. Descriptive, predictive and prescriptive analytics tools are coupled with Big Data and well-designed user interfaces to provide the necessary tools. Topics such as how to construct the data warehouse, how to clean and store data in the appropriate form, how to construct and implement a useful visualization of data, and how to construct and support decision makers are included. DSS component design in response to decision making and business intelligence needs are discussed.

INFSYS 6836 Management of Data Networks and Security: 3 semester hours

Prerequisites: INFSYS 5800 (may be taken concurrently) or Consent of Instructor. This course focuses on the big-picture implications and challenges of data networking and network security within contemporary Information Technology environments. It covers fundamentals of networking and security implications of data networks with hands-on exercises. Topics include networking layers and standardization of functionality across layers, wired and wireless Local Area Networks (LANs) along with switching and physical layer technologies, Internetworking, supporting and supervisory protocols, application layer protocols, network design and management, and fundamentals of network security. Students will also learn about network protocol analyzers such as Wireshark, virtualization, networking in virtual environments; and how some common networked applications operate by utilizing the networking infrastructure. Credit cannot be granted for both INFSYS 6836 and INFSYS 3842.

INFSYS 6838 Business Processes: Design, Management and Integration: 3 semester hours

Prerequisite: INFSYS 5800. Business design methodologies are used to create new, or improve existing processes. Examples of business processes include: call centers, order-flow processing in financial services, manufacturing, hospital emergency services, and more. Special attention is paid to the role of information technology during the design process. Specific business process design methods we will cover are: SIPOC (supplier-input-process-output-customer), Process Flow Mapping, Simulation Modeling, Performance Scorecards, Quality Functional Deployment, Failure Mode and Effects Analysis, and Theory of Constraints. Case studies are used to illustrate the concepts and guest speakers will discuss their applications of the latest business process design methods and software.

INFSYS 6840 Information Systems Analysis: 3 semester hours

Prerequisite: INFSYS 6805 or INFSYS 6806. In this course, students will learn how to identify, evaluate, and document business systems using traditional and agile methodologies. This includes how to study systems' ability to meet the business needs and information requirements of an organization, and defend alternatives that better meet needs. Students will conduct a systems analysis of an actual organization in project teams, including the identification of and defense of alternatives.

INFSYS 6845 Database Management Systems: 3 semester hours

Prerequisites: INFSYS 5800 and either INFSYS 6805 or INFSYS 6806. This course provides an introduction to the design and use of databases in meeting business information needs. Topics include database architecture, design, administration, and implementation. The concepts are studied with projects involving the use of a current database management system.

INFSYS 6846 Global Sourcing and Automation of Business Services: 3 semester hours

Same as INTL BUS 6846. Prerequisite: INFSYS 5800. Largely fostered by globalization, the Internet, processing standards, and software innovations, organizations aim to provide business services anytime, anywhere, and on any device. This course covers sourcing and automation topics to help managers deliver business services better, faster, cheaper and with good social impacts. Students will investigate sourcing options such as outsourcing, offshoring, shared services, captive centers, cloud sourcing, impact sourcing, prison sourcing, crowd sourcing, and rural sourcing. Students will investigate automation innovations such as robotic process automation, cognitive automation, and Blockchain. The course covers all types of business services, including information technology services, financial and accounting services, human resource services, call centers, procurement, real estate services, and legal services.

INFSYS 6847 Project Management: 3 semester hours

Prerequisite: INFSYS 5800. Effective project management ensures that a project is completed on time, within budget, and has high quality. The purpose of this class is to examine the task of project resource management with a focus on IT and services. It will cover conventional aspects of project management, such as the project evaluation, planning, roles, responsibilities, scheduling, and tracking. In addition, this class will examine risk management, change management, critical chain management, build vs. buy analysis, package vs. custom solutions, vendor qualification and selection, and the roles of certification in the process. The class will also cover the management of programs or a portfolio of IT projects.

INFSYS 6848 Knowledge Management and Business Intelligence: 3 semester hours

Prerequisite: INFSYS 5800 Knowledge management (KM) is the process of creating, and drawing value from, an organization's intellectual assets. It deals with how to best leverage the organization's knowledge internally as well as externally. The emphasis on knowledge management within business organizations has risen dramatically in the last few years, to some extent as a result of the rapid progress in information technology capabilities. The course covers the following topics: KM tools, technologies, and systems, including knowledge repositories, knowledge portals, and expert seeker systems, creating and sustaining a knowledge sharing culture, managing and measuring intellectual capital, managing knowledge in networked organizations, including interorganizational alliances and supply chains, aligning knowledge with business strategy, risks of knowledge loss and knowledge leakage, business intelligence, and social aspects of knowledge management.

INFSYS 6849 Data Warehouse Design and Implementation: 3 semester hours

Prerequisites: INFSYS 6845 or consent of instructor. Course will cover different design configurations for structuring and organizing data in a data warehouse. Formal methodologies for the development of data warehouses will also be discussed and implemented.

INFSYS 6850 Information Systems Design: 3 semester hours

Prerequisites: INFSYS 6840 and INFSYS 6845 This course builds upon the analysis techniques presented in INFSYS 6840. It requires the student, usually working in a group to design and implement a system in a real-world environment. Advanced design concepts are presented to support the students in their project work.

INFSYS 6851 Practicum in Business Intelligence: 3 semester hours

Prerequisites: INFSYS 6833, INFSYS 6849, and SCMA 6345. This course will provide the context for students to integrate, synthesize and apply their Business Intelligence skills in an actual business organization. Project work will be jointly supervised and coordinated by a faculty member and a supervisor in the relevant business organization.

INFSYS 6858 Advanced Cybersecurity Concepts: 3 semester hours

Prerequisites: INFSYS 6828. This course provides an in-depth examination of advanced principles of cybersecurity. A broad range of topics are covered, including penetration testing, formal verification of systems, formal models of information flow and protection, distributed system authentication, protocol design and attack, computer viruses and malware, as well as intrusion and anomaly detection models. Multi-level security architecture, active defenses, investigation and forensics, network firewalls, virtualization, anonymity and identity, mobile security, and database security models and mechanisms are also studied. The course content is largely influenced by the latest research in the field. Credit cannot be granted for both INFSYS 6858 and INFSYS 3858.

INFSYS 6860 Data Integration: 3 semester hours

Prerequisites: Consent of Instructor. This course discusses the theories and techniques for blending unstructured and structured data including Big Data and social media streams with relational databases, data warehouses, spreadsheets, and other sources of data. Using mini-cases and assignments, it provides hands-on experience in integrating data from diverse sources, screening and cleaning it, and producing descriptive and visual summaries in tables, graphs, maps, and text for business intelligence. Students will be introduced to tools that integrate data from different sources and provide input to dashboards for rich visualization and advanced analytics.

INFSYS 6868 Software Assurance: 3 semester hours

Prerequisites: INFSYS 6805 or INFSYS 6806 or Consent of Instructor. This course provides an overview of the vast field of software assurance. The goal is to make students aware of the fundamentals of the secure software lifecycle enabling them to apply principles of secure software development and management. The course also provides practical applications that allow the learners to experience the secure software lifecycle process by developing concrete artifacts. Credit cannot be granted for both INFSYS 6868 and INFSYS 3868.

INFSYS 6878 Management of Information Security: 3 semester hours

Prerequisites: INFSYS 6828. This course provides students the necessary background knowledge and skills to develop and run a systematic information security management program that is in line with organizational strategy, structure, processes, and culture. Specifically, the course introduces governance, strategy, policies, implementation, operation, evaluation, and improvement of an organization's information security to achieve business objectives and be resilient to information security threats. Credit cannot be granted for both INFSYS 6878 and INFSYS 3878.

INFSYS 6881 Management of Transnational Information Systems: 3 semester hours

Same as INTL BUS 6881. Prerequisites: INFSYS 5800, INFSYS 6825 (may be taken concurrently). The course presents concepts of managing global information technology. Issues covered include: global information technology, systems development, electronic data interchange, cross-border data flows, and national and international information structures. Further topics may include information technology enabled economic development, global outsourcing of information systems services, and social, organizational and ethical implications.

INFSYS 6891 Seminar in Information Systems: 3 semester hours

Prerequisites: INFSYS 5800. Topics of current interest in management information systems. Topics may include international information systems, electronic commerce, decision support systems, information systems strategy, telecommunications, and information systems management.

International Business Courses

INTL BUS 3280 The Law of International Business Transactions: 3 semester hours

Same as FINANCE 3583. Prerequisites: BUS AD 2900 or consent of instructor. This course studies of the role and function of International Law and national laws in the regulation of international business transactions. The impact of various legal regimes on import/export transactions, foreign investments, and the operations of multinational enterprises will be included. The role of national governments, supra-national governmental organizations, and non-governmental organizations in forming and administering the international legal environment will be studied.

INTL BUS 3281 Business in China: 3 semester hours

Same as FINANCE 3585. Prerequisites: A minimum campus GPA of 2.0 and junior standing. This course introduces students to the practices of doing business in China. Students will be introduced to the Chinese economic and business environment. Issues related to trade and foreign direct investment in China will be discussed. The course adopts an innovative approach, utilizing lectures, case analysis, projects, and student presentations.

INTL BUS 3282 Managing the Global Workforce: 3 semester hours

Prerequisite: MGMT 3600 and at least one of the following: MGMT 3611, MGMT 3621 or enrollment in the Honors College, a minimum 2.0 campus GPA or consent of instructor. A study of the international dimensions of organizational behavior and human resource management. The course provides an overview of the tools and skills that are necessary to understand and manage people in global organizations. Topics include motivation, leadership, communication, hiring, training, and compensation.

INTL BUS 3283 International Business and Society: 3 semester hours

Encompasses the readings, lectures, company and government agency visits, and cultural visits that comprise annual Country Study Tours, (e.g., Austria, Japan, Thailand, etc.). The program includes 45 contact hours or more of classroom lectures covering aspects of the chosen country's business and society, in-depth pre-departure cross-cultural orientation and training supplemented by briefings on the country's economy and on U.S. market penetration by the Commercial Service, U.S. Embassy; a briefing by the in-country State of Missouri representative; briefings by host country agencies; company visits and factory tours; and tours of cultural sites. Student evaluation will be based on active participation and on a research paper based on readings, lectures, interviews and field observations.

INTL BUS 3284 The Japanese Management System: 3 semester hours

Prerequisites: MGMT 3600. This course provides an introduction to various aspects of the contemporary Japanese business system. The emphasis is on interpretation of issues from a managerial perspective. Topics include an overview of Japan's economic growth, government policies, industrial and financial structure of Japanese business, labor-management relations, internal management practices, international competitive strategies, managing U.S. subsidiaries in Japan, penetrating the Japanese market, Japanese investment in the U.S.A., and current issues in U.S.-Japan economic relations.

INTL BUS 3285 Role of the Global Corporation: 3 semester hours

Same as FINANCE 3584. Prerequisites: A minimum 2.0 campus GPA and MGMT 3600 or permission of instructor. The purpose of this course is to create awareness of controversial issues about international business. Students will gain a better understanding of resistance to and criticism of international business and will become better prepared for dealing with these issues and problems.

INTL BUS 3286 International Business Ethics: 3 semester hours

Same as PHIL 3286. This course will deal with moral issues that are raised by the increasing globalization of business. Apart from the general issue of whether this globalization is itself a good thing, we will discuss such issues as child labor, working conditions, safety standards, environmental policies, bribery and other "corrupt" practices, respect for intellectual property, etc. Frequent short papers will be assigned.

INTL BUS 3289 Practicum In International Business: 3 semester hours

Prerequisites: At least one INTL BUS course, 2.0 campus GPA and completion of an approval form. Students will apply both their language skills and knowledge of international business by working for a three month period in an organization located outside the student's country of origin. This course requires students to prepare a research report summarizing the global experience and how it relates to the international business program.

INTL BUS 3290 Internship in International Business: 3-6 semester hours

Prerequisites: ECON 1001 and ECON 1002, ACCTNG 2400 and ACCTNG 2410, an additional 12 hours in Business Administration, a minimum overall gpa of 2.0 and concurrent enrollment in a UM overseas program. The internship will be a supervised field experience in a business/ international organization at a foreign site. Students will work for 10 weeks on projects directed by host-organization supervisors in consultation with a UM-St. Louis faculty member. Prior to the field experience students will receive training that includes familiarization with the language and practices of the country's business, the background of the host firm, and international information sources. The student will complete a written report of his/her project. Course may not be repeated for more than 6 hours credit.

INTL BUS 3299 Independent Study in International Business: 1-3 semester hours

Prerequisites: Minimum campus GPA of 2.0 and approval by the supervising professor and the Area Coordinator of the specific discipline. Special individual study in international business under the supervision of an approved faculty member.

INTL BUS 3580 International Corporate Finance: 3 semester hours

Same as FINANCE 3580. Prerequisites: FINANCE 3500 and a 2.0 campus GPA. This course explores corporate finance in the context of a global environment. Financial managers for an international firm must deal with all the normal problems faced by domestic corporations plus additional foreign exchange and political risks. Class discussions will focus on applying financial techniques to decision making in foreign operations. Students are required to work in a group to undertake a project related to international finance.

INTL BUS 3582 International Investments: 3 semester hours

Same as FINANCE 3582. Prerequisites: FINANCE 3500. This course explores the concepts of investing and hedging risk management, portfolio diversification, currency risk, asset pricing, and alternative portfolio strategies. Techniques for using derivatives are discussed in the context of hedging exchange rate risk. Reading foreign exchange quotes and understanding the functioning of global markets is central to the course. A prior course in investments is recommended but not required.

INTL BUS 3680 International Management: 3 semester hours

Same as MGMT 3680. Prerequisites: ECON 1002 and MGMT 3600, a minimum 2.0 campus GPA or consent of the instructor. A study of international business and management practices. Topics covered include an introduction to international management and the multinational enterprise, the cultural environment of international management, planning in an international setting, organizing for international operations, directing international operations, international staffing, preparing employees for international assignments, and the control process in an international context.

INTL BUS 3780 International Marketing: 3 semester hours

Same as MKTG 3780. Prerequisites: MKTG 3700 and a 2.0 overall GPA. Marketing management problems, techniques and strategies needed to apply the marketing concept to the world marketplace. Understanding a country's cultural and environmental impact on the marketing plan is emphasized, as well as competing in markets of various cultures. Worldwide consumerism, economic and social development, the spread of multinational corporations, business ethics, and current economic and marketing issues are examined.

INTL BUS 3787 Marketing in the European Union: 3 semester hours

Same as MKTG 3787. Prerequisites: MKTG 3780 or instructor's permission. The European Union (EU) is both a major customer and major competitor of the United States. The inclusion of many of the Eastern European countries into the EU has added another challenge to our ability to trade in this area. The better we understand the people, institutions and policies of the EU, the better positioned we will be to conduct business effectively. This course will emphasize understanding the institutional structure that unites the European Union as well as the cultural and political diversity of its members, and provide insights into how business activity functions in the European Environment.

INTL BUS 3882 Data Networks and Security: 3 semester hours

Same as INFSYS 3842. Prerequisites: INFSYS 2800 and a minimum campus GPA of 2.0; or consent of instructor. This is a foundational course in data networking and network security. It covers the fundamentals of networking and security implications of data networks with hands-on exercises. Topics include networking layers and standardization of functionality across layers, wired and wireless Local Area Networks (LANs) along with switching and physical layer technologies, Internetworking, supporting and supervisory protocols; application layer protocols such as HTTP, and fundamentals of network security. Students will also learn about network protocol analyzers such as Wireshark, virtualization, and networking in virtual environments. Credit cannot be granted for both INFSYS 3842 and INFSYS 6836.

INTL BUS 4280 International Business Experience: 0 semester hours

Students with an International Business emphasis must complete one of the following international experience requirements: (a) study abroad for three or more credit hours, (b) complete a minimum of one year international experience (e.g., Peace Corps, volunteer work, missionary work, an international posting by an organization) within 5 years of entering the program, or (c) complete an international internship approved by the International Business Institute. May be taken on a satisfactory/unsatisfactory basis only.

INTL BUS 4281 Entrepreneurship in the Global Environment: 3 semester hours

Prerequisites: ECON 1002; ACCTNG 2410; MKTG 3700. This course explores changes in the planet's physical environment and ways of reversing, retarding or coping with those changes. Students will be required to develop proposals for new business ventures that have as a goal preservation or restoration of the natural environment.

INTL BUS 4289 International Strategic Management: 3 semester hours

Prerequisites: INTL BUS 3282, MKTG 3780 and FINANCE 3580, a minimum 2.0 campus GPA or consent of instructor. A study of the international dimensions of strategic management. Provides an introduction to the key concepts and tools necessary for international competitive analysis. Topics include the international dimensions of strategy formulation and implementation, diversification, strategic alliances, and divestment.

INTL BUS 4381 Global Supply Chain Management: 3 semester hours

Same as SCMA 4381. Prerequisites: SCMA 3301 and a minimum campus GPA of 2.0. This course covers business logistics and supply chain strategies involving shipments across national boundaries. Topics may include the effects of international agreements and regional trading blocks on supply chain strategies, the design of global logistics networks, managerial processes and systems for international production and distribution, and risk management for international logistics.

INTL BUS 5289 International Business Strategies: 3 semester hours

Prerequisites: BUS AD 5000 and ACCTNG 5400. This course focuses on those managerial issues which follow from the definition and implementation of corporate strategy for worldwide operations, as distinguished from purely domestic firms or those only marginally involved in international activities. It aims to develop an appreciation for the unique competitive, sociocultural and political environments in which international business takes place and the skills required to deal with these changes.

INTL BUS 5290 Internship In International Business: 3 semester hours

Prerequisites: Consent of IMBA Director. Students will apply both their language skills and knowledge of international business by working in an organization located outside the student's country of origin. This course requires students to submit regular evaluations and prepare a research report summarizing their global experience and how it relates to the international business program.

INTL BUS 5381 International Logistics and Operations Management: 3 semester hours

Same as SCMA 5381. Prerequisites: SCMA 5320. A study of international logistics and operations management strategy, planning and operations. Topics may include multinational logistics and supply chain strategies, global network design and sourcing, international transportation, distribution and operations, import-export, risk management, etc.

INTL BUS 5780 Seminar in International Marketing: 3 semester hours

Same as MKTG 5780. Prerequisite: MKTG 5700. An advanced seminar on topics in international or global marketing. Possible topics include the globalization of trade, export marketing, international market opportunity analysis, and negotiation for international marketers. Students who take one version of this course (e.g., globalization of trade) can take a second version of the course (e.g., negotiation for international marketers) with prior permission.

INTL BUS 6580 International Financial Management: 3 semester hours

Same as FINANCE 6580. Prerequisite: FINANCE 6500. The objective of this course is to introduce students to financial issues for multinational firms. Besides covering basic tools and techniques, the class stresses the role of the financial manager in analysis and decision-making. Topics include the impact of international accounting and tax issues, capital budgeting in a foreign environment, transfer pricing, and global funding. Conceptual skills for lifelong learning experiences are emphasized. This course employs a lecture and case format with group discussions.

INTL BUS 6581 Seminar in International Investments: 3 semester hours

Same as FINANCE 6581. Prerequisite: FINANCE 6500. This course covers topics related to the determination of exchange rates, international parity relations and portfolio diversification. In addition, methods for using foreign exchange derivatives are explored in their use for hedging exchange rate risk. Learning to read foreign exchange quotes and understanding the functioning of global markets is an integral part of the course material. Each student is assigned a foreign country to study throughout the semester with the comprehensive project report. A prior investments course is recommended but not required.

INTL BUS 6846 Global Sourcing and Automation of Business**Services: 3 semester hours**

Same as INFSYS 6846. Prerequisite: INFSYS 5800. Largely fostered by globalization, the Internet, processing standards, and software innovations, organizations aim to provide business services anytime, anywhere, and on any device. This course covers sourcing and automation topics to help managers deliver business services better, faster, cheaper and with good social impacts. Students will investigate sourcing options such as outsourcing, offshoring, shared services, captive centers, cloud sourcing, impact sourcing, prison sourcing, crowd sourcing, and rural sourcing. Students will investigate automation innovations such as robotic process automation, cognitive automation, and Blockchain. The course covers all types of business services, including information technology services, financial and accounting services, human resource services, call centers, procurement, real estate services, and legal services.

Management Courses**MGMT 3600 Management and Organizational Behavior: 3 semester hours**

Same as SOC 3600. Prerequisites: Junior standing and a 2.0 overall GPA. This course involves the study of the behavior of individuals and groups in an organizational setting. Specific topics examined include: motivation, leadership, organizational design, and conflict resolution, as well as basic coverage of management principles. In covering these topics, both "classic" and current perspectives are provided.

MGMT 3611 Advanced Management and Organizational Behavior: 3 semester hours

Prerequisites: MGMT 3600 and a 2.0 overall GPA. Building upon MGMT 3600, course provides a more detailed examination of motivation, leadership, group process, decision making, job design, and organizational development. In addition to providing more detail in terms of content, this course provides the student with considerable practical experience through the use of class exercises, case studies, and small group discussions.

MGMT 3612 Professional Skills Development: 3 semester hours

Prerequisite: A minimum 2.0 campus GPA and Junior standing. This course focuses on career management. Topics include job search, interviews, resumes and cover letters, presentation skills, business etiquette, entry strategies, and career alternatives.

MGMT 3621 Human Resource Management: 3 semester hours

Prerequisites: MGMT 3600 and a 2.0 overall GPA. In-depth examination of selected human resource management issues from a contemporary manager's viewpoint. Topics examined include: employee selection, performance appraisal, training and development, compensation, legal issues, and labor relations.

MGMT 3622 Industrial and Labor Relations: 3 semester hours

Prerequisite: MGMT 3600 and a 2.0 overall GPA. Emphasis is on the dynamic relationship between management, employees, unions, and government as determinants in the efficient and effective use of human resources. Current issues and case material are used to supplement text and lecture.

MGMT 3623 Industrial and Organizational Psychology: 3 semester hours

Same as PSYCH 3318. Prerequisite: PSYCH 2201 or MATH 1105, MGMT 3600. This course introduces the student to psychological research and theories pertaining to human behavior in the work setting. Topics covered include: selection, performance appraisal, training, leadership, motivation, job satisfaction, and organizational design.

MGMT 3624 Employee Training and Development: 3 semester hours

Prerequisites: A minimum overall GPA of 2.0. In addition, MGMT 3600 or permission of instructor. An intensive study of training in organizations, including needs analysis, learning theory, management development, and development of training objectives and programs. Projects and exercises are used to supplement the readings.

MGMT 3625 Leadership in Organization: 3 semester hours

Prerequisites: MGMT 3600 and a minimum 2.0 campus GPA. This course introduces classic and contemporary theories of leadership. The emphasis is on building a sound grasp of good practice and on developing the student's ability to apply such knowledge as he/she enters today's global workforce. The course covers key theories and models of effective leadership in organizations.

MGMT 3680 International Management: 3 semester hours

Same as INTL BUS 3680. Prerequisites: A minimum 2.0 campus GPA. In addition, ECON 1002 and MGMT 3600; or consent of the instructor. A study of international business and management practices. Topics covered include an introduction to international management and the multinational enterprise, the cultural environment of international management, planning in an international setting, organizing for international operations, directing international operations, international staffing, preparing employees for international assignments, and the control process in an international context.

MGMT 3690 Internship in Management: 1-3 semester hours

Prerequisites: A minimum campus GPA of 2.0; one must have completed and/or be currently enrolled in at least 6 credit hours of Management electives and have consent of supervising instructor and Area Coordinator. A Business College GPA of 2.5 is also required. Students are employed in the field of Management where they apply the knowledge and skills learned in the classroom. Professional development and obtaining specialized work experience are primary goals. A Management faculty member will monitor the student's program with the student providing a formal written report at the end of the project. MGMT 3690 may not be counted toward the minimum 12 credit hours of management electives required for a MOB emphasis.

MGMT 3695 Special Admin Problems - Management & Organization Behavior: 1-10 semester hours

Prerequisite: To be determined each time the course is offered and to include a minimum 2.0 overall GPA. Study of selected special problems in business and administration. May be repeated for credit with different topics.

MGMT 3698 Seminar in Management: 1-3 semester hours

Prerequisite: To be determined each time the course is offered and to include a minimum 2.0 overall GPA. This course is a selected special topic in the field of management. May be repeated for credit with different topics.

MGMT 3699 Independent Study in Management: 1-3 semester hours

Prerequisites: Minimum campus GPA of 2.0 and approval by the supervising professor and the Area Coordinator. Special individual study in management under the supervision of a full-time management faculty member.

MGMT 4219 Strategic Management: 3 semester hours

Prerequisites: Senior standing and FINANCE 3500, MKTG 3700, MGMT 3600; a minimum overall GPA of 2.0.; and concurrent enrollment MGMT 4220. This is a capstone course drawing on the subject matter covered in prerequisite courses. Emphasis is on the formulation and implementation of corporate, business and functional strategies designed to achieve organizational objectives. Topics include the role of top management, globalization of business and ethical perspectives. Case studies and research reports may be used extensively. (It is preferred that this course be taken during the student's final semester.

MGMT 4220 Business Assessment Testing: 0 semester hours

Prerequisite: Concurrent enrollment in MGMT 4219, Strategic Management. A one-time lab during which a major field exam in business is administered. Course graded on a satisfactory/ unsatisfactory basis. Satisfactory grade required for graduation.

MGMT 5600 Managing People in Organizations: 3 semester hours

Same as P P ADM 6600. Prerequisites: Graduate standing or consent of instructor. The theoretical and research contribution of the behavioral sciences to management and administration are examined and applied to selected organizational situations. Areas to be considered from the standpoint of both individual and organizational performance are communication, motivation, conflict, decision-making, goal setting, leadership, organizational design, climate, development and control. Utilizing a systems perspective, the course attempts to develop in each student an ability to analyze and solve organizational problems.

MGMT 5611 Advanced Organizational Behavior and Administrative Processes: 3 semester hours

Prerequisite: MGMT 5600. An in-depth examination of selected organizational and individual theories affecting behavior and operating performance. Organizational structure and design, formal and informal organization, decision making, communications and motivation are analyzed for their organizational impact. The course seeks to develop further the ability to analyze and evaluate organizational processes and individual behavior.

MGMT 5621 Managing Human Resources: 3 semester hours

Prerequisite: MGMT 5600. In-depth examination of selected of human resource management issues from a contemporary manager's viewpoint. Topics examined include: personnel planning; employee selection; performance appraisal, training, and development; compensation; legal issues; discipline; and labor relations. The course examines these topics as they relate primarily to operational activities in organizations.

MGMT 5622 Union-Management Relations and Collective Bargaining: 3 semester hours

Prerequisite: MGMT 5600 and BUS AD 5900. Primary concern is with the setting and the dynamics of contract negotiation and administration. Emphasis is on the development of insight and understanding of the forces affecting the decisions of the parties to a labor contract within the context of the social, political and economic environment of the organization. A dynamic approach is taken to examine difficulties that arise in attempting to administer a collectively established relationship between employer and employee.

MGMT 5625 Selected Topics in Human Resource Management: 3 semester hours

Prerequisites: MGMT 5621 and SCMA 5300. This course provides an advanced treatment of selected human resource management topics. Primary focus is on topics such as job analysis, pre-employment screening devices, test validation, and civil rights laws. Other topics, such as performance appraisal, recruitment, promotions, and terminations may be covered. Various class projects may be assigned to supplement readings, lectures, and discussion.

MGMT 5690 Management Internship: 1-3 semester hours

Prerequisites: Students must have completed and/or be enrolled in at least 6 credit hours of management electives and have consent of a supervising faculty member and the Department Chair. The student works in the field of management where he/she applies the knowledge and skills learned in the classroom. Professional development and obtaining specialized work experience are the primary goals. The student's program will be monitored by the management faculty member supervising the internship with the student providing a formal written report at the end of the project.

MGMT 5695 Seminar in Management: 3 semester hours

Prerequisites: MGMT 5600. Topics of current interest in management. Possible topics include: human resource management, international management, and entrepreneurship.

MGMT 5699 Individual Research in Management: 1-3 semester hours

Prerequisites: Consent of instructor and graduate director. Special individual research topics in Management under the guidance of a specific professor.

Marketing Courses

MKTG 3700 Basic Marketing: 3 semester hours

Prerequisites: ECON 1001, Junior standing and a 2.0 overall GPA. An examination of the character and importance of the marketing process, its essential functions and the institutions performing them. Attention is focused on the major policies (such as distribution, product, price, and promotion) which underlie the multifarious activities of marketing institutions and the managerial, economic, societal implications of such policies.

MKTG 3710 Consumer Behavior: 3 semester hours

Prerequisites: MKTG 3700, and a minimum overall GPA of 2.0. A study of such consumer functions as decision-making, attitude formation and change, cognition, perception, and learning. The marketing concepts of product positioning, segmentation, brand loyalty, shopping preference and diffusion of innovations are considered in context with the environmental, ethical, multicultural and social influences on an increasingly diverse American consumer.

MKTG 3720 Management of Promotion: 3 semester hours

Prerequisite: MKTG 3700 and a 2.0 overall GPA. A study of the design, organization and implementation of the marketing "communications mix". Various methods such as advertising, personal selling, and publicity are analyzed as alternatives for use alone, or in combination to stimulate demand, reseller support, and buyer preference. Particular topics considered include: media selection, sales promotionals, packaging, selling strategy and their relationships in the promotion process.

MKTG 3721 Introduction to Digital Marketing Strategies: 3 semester hours

Prerequisites: MKTG 3700 and a minimum campus GPA of 2.0. This course explores the world of digital media marketing and how it impacts and is integrated along with our traditional marketing channels. We will explore how the balance of power has shifted between brands and consumers. Consumers are more active in the marketing process and in influencing how brands communicate with them than ever before. In particular we will explore: The latest digital marketing trends, how to build a strong website from an organic perspective, search strategies for success, website intelligence and tracking using Google Analytics, retaining customers via Email marketing, online Display advertising, social media strategy, affiliate marketing, mobile marketing trends and developing an integrated marketing plan.

MKTG 3722 Introduction to Social Media Marketing: 3 semester hours

Prerequisites: MKTG 3721. Social networks are becoming an integral part of the marketing mix. In these platforms, brands can engage with prospects and consumers on many levels. In this course you will learn how to create a brand presence on these social networks, understand the differences between earned and paid media, be introduced to the various tools (free and paid) used to listen and engage with consumers, discuss how brands manage healthy communities, learn techniques used by social media managers to identify influencers, and study the various ways engagement is measured including calculating social media return on investment. Social networks to be discussed throughout the semester will include Facebook, Twitter, Tumblr, Instagram, LinkedIn, etc. Students will also be introduced to the various social measurement tools including Netbase (our partner), HootSuite, TweetDeck, Sprinklr, Technorati, etc. Real life case examples will be used throughout the semester.

MKTG 3731 Digital and Social Media Marketing Lab (Internship): 3 semester hours

Prerequisites: MKTG 3700, MKTG 3720, MKTG 3721 and MKTG 3722. In this capstone practicum course, students will be teamed up with various St. Louis based organizations. Students will assist these companies with their digital and social media strategies and plans. Students will conduct specific digital and social media project tasks including, among others, managing social media content and pushes, creating a social media presence, creation of a social media playbook, search engine marketing, paid search, web analytics and dashboard creation, landing page design, assisting in the build of a WordPress blog.

MKTG 3738 Advertising Technique: 3 semester hours

Same as MEDIA ST 3338. Prerequisites: MEDIA ST 1100 or MKTG 3700 or consent of instructor. Techniques for creating advertising messages and campaigns to reach target audiences. Focus on the process of persuasion, importance of advertising in modern economics, rationale for company advertisement, evaluation of advertising effectiveness, and assessment of advertising myths and truths. Practical application of messages and campaigns will be stressed.

MKTG 3740 Marketing Analysis: 3 semester hours

Prerequisites: INFSYS 1800, MKTG 3700, SCMA 3300, and a 2.0 Overall GPA. An investigation of the acquisition, presentation, and application of marketing information for management. Particular problems considered are defining information requirements, evaluating research findings, and utilizing information. Statistical methods, models, and/or cases are employed to illustrate approaches to marketing intelligence problems, such as sales forecasts, market delineation, buyer motives, store location, and performance of marketing functions.

MKTG 3750 Sales Management: 3 semester hours

Prerequisites: MKTG 3700 and MGMT 3600. (MGMT 3600 may be taken concurrently). Also a minimum campus GPA of 2.0. The aim of this course is to provide an understanding of how selling is critical to the success of marketing. The course will promote critical thinking skills as well as practical selling skills needed in a competitive marketplace. Course topics include, among others, selling principles & techniques, understanding of the tasks and roles of the sales manager, the management of sales professionals within an organization, developing and applying effective persuasive communications, creating a vision, developing and implementing a sales-team strategy, structuring sales-force, designing and assigning territories, recruiting, training, motivation and evaluating salespeople, methods of compensation, and forecasting sales. The emphasis will be on ways the sales-force can be molded to build long-lasting relationships with customers through the systematic analysis and solution of customer's problems.

MKTG 3760 Business to Business Marketing: 3 semester hours

Prerequisites: MATH 1105, MKTG 3700, 2.0 overall GPA and Senior standing. A study of the nature of the business-to-business (organizational) marketplace, concentrating on those aspects that differentiate it from consumer markets. The major focus of the course is marketing strategy, starting with analysis of the market wants and segments, concepts of pricing, the distribution arrangements, and buyer/seller relations. In this last area, consideration will be given to service, personal selling, sales promotion, and advertising, as found in the organizational marketplace. At all times emphasis is given to relating business-to-business marketing strategy to basic concepts in underlying business disciplines. Lectures and case discussions are used heavily in the course.

MKTG 3770 Introduction to Transportation: 3 semester hours

Same as SCMA 3370. Prerequisite: A minimum campus GPA of 2.0. This course provides an overview of the transportation sector, including history, providers, users, government regulation, and the central role of transportation in supply chain management. The course covers the importance of domestic and global transportation, the operational aspects of the various transportation modes (rail, water, motor, air, and pipeline), the role of transportation intermediaries, the demand and supply of transportation, and the managerial aspects of transport in both the commercial and urban environment.

MKTG 3771 Traffic and Transportation Management: 3 semester hours

Same as SCMA 3371. Prerequisites: SCMA 3370 or MKTG 3770, and a minimum campus GPA of 2.0. This course focuses on transportation management as a function of a firm's logistics and supply chain strategy. The course covers the management of the various transportation modes (rail, motor, air, water, and pipeline), strategic use of transportation intermediaries such as 3PL's, and linkages between transportation and warehousing. This course is designed to provide a basic understanding of the issues and work performed by transportation managers, including costing and pricing, transportation procurement, transportation technology, and cross border trade management.

MKTG 3776 Transportation Security and Risk: 3 semester hours

Same as SCMA 3376. Prerequisites: SCMA 3370 or MKTG 3770 and a minimum campus GPA of 2.0. This course emphasizes risk and security issues related to transportation systems and supply chains, including highway, aviation, pipeline, waterway, transit, and rail networks, as well as port facilities. This course also provides an overview of transportation safety issues including passenger and employee safety, and hazardous materials. It addresses transportation and supply chain risk management and continuity strategies to prepare for, and respond to, disruptions as from terrorism events or natural disasters.

MKTG 3777 Aviation Business: 3 semester hours

Prerequisites: Junior standing or consent of instructor. This course addresses the development of aviation from the early 20th century through today, including significant aviation events, individuals, companies and aircraft. This course focuses on the administrative aspects of airline operations and management, aviation regulation and deregulation, commercial organizations and firms, as well as current industry trends. This course is not offered for graduate credit.

MKTG 3780 International Marketing: 3 semester hours

Same as INTL BUS 3780. Prerequisites: MKTG 3700 and a 2.0 overall GPA. Marketing management problems, techniques and strategies needed to apply the marketing concept to the world marketplace. Understanding a country's cultural and environmental impact on the marketing plan is emphasized, as well as competing in markets of various cultures. Worldwide consumerism, economic and social development, the spread of multinational corporations, business ethics, and current economic and marketing issues are examined.

MKTG 3785 Women in International Entrepreneurship: 3 semester hours

Prerequisites: MKTG 3700; MKTG 3780 or INTL BUS 3780; and Junior standing. This course is an integration of international business and entrepreneurship, with a focus on women entrepreneurs. It is designed to help students learn how entrepreneurs create and grow their ventures internationally. We will examine how entrepreneurs search, evaluate, and exploit opportunities across national boundaries to market goods and services effectively. We will explore the unique circumstances faced by women entrepreneurs and the appropriate strategies developed in order to sustain international growth.

MKTG 3787 Marketing in the European Union: 3 semester hours

Same as INTL BUS 3787. Prerequisites: MKTG 3780 or instructor's permission. The European Union (EU) is both a major customer and major competitor of the United States. The inclusion of many of the Eastern European countries into the EU has added another challenge to our ability to trade in this area. The better we understand the people, institutions and policies of the EU, the better positioned we will be to conduct business effectively. This course will emphasize understanding the institutional structure that unites the European Union as well as the cultural and political diversity of its members, and provide insights into how business activity functions in the European Environment.

MKTG 3790 Internship in Marketing: 1-3 semester hours

Prerequisites: A minimum campus GPA of 2.0; one must have completed and/or be currently enrolled in at least 6 credit hours of Marketing electives and have consent of supervising marketing instructor and Area Coordinator. A Business College GPA of 2.5 is also required. Students are employed in the field of Marketing where they apply the knowledge and skills learned in the classroom. Professional development and obtaining specialized work experience are primary goals. A Marketing faculty member will monitor the student's program with the student providing a formal written report at the end of the project. MKTG 3790 may be counted toward the minimum credit hours of marketing electives required for a marketing emphasis.

MKTG 3795 Special Administration Problems - Marketing: 1-10 semester hours

Prerequisite: To be determined each time the course is offered and to include a minimum 2.0 overall GPA. Study of selected special problems in business and administration. May be repeated for credit with different topics.

MKTG 3798 Seminar in Marketing: 1-3 semester hours

Prerequisite: To be determined each time the course is offered and to include a minimum 2.0 overall GPA. This course is a selected special topic in the field of marketing. May be repeated for credit with different topics.

MKTG 3799 Independent Study in Marketing: 1-3 semester hours

Prerequisites: Minimum campus GPA of 2.0 and approval by the supervising professor and the area coordinator. Special individual study in marketing under the supervision of a full-time marketing faculty member.

MKTG 4700 Marketing Management: 3 semester hours

Prerequisites: MATH 1105, MKTG 3700, three other marketing elective courses, senior standing, and a 2.0 campus GPA. An intensive analysis of major marketing decisions facing the firm, such as level, mix, allocation, and strategy of marketing efforts. Specific decision areas investigated include market determination, pricing, physical distribution, product policy, promotion, channel management, and buyer behavior. Competitive, political, legal, and social factors that may affect such areas of decisions are discussed. Cases, models, and problems are used heavily.

MKTG 5700 Contemporary Marketing Concepts: 3 semester hours

Prerequisite: BUS AD 5000. Designed for students with no prior course work in the field of marketing. A wide spectrum of marketing institutions and activities is covered. The impact of marketing on the total firm, the economy, and society in general is assessed. The course is intended to develop and organize the fundamental marketing concepts necessary to an analytical study of consumer behavior, the economic environment and four managerial aspects of marketing. The acquisition and utilization of marketing research data for problem solving is stressed. Relation and integration of basic marketing knowledge to the successful development of sound marketing policy, planning, and strategy is developed.

MKTG 5701 Marketing Planning and Strategy: 3 semester hours

Prerequisite: MKTG 5700. Emphasizes the development of a total marketing program through an analytical study of the marketing-mix, the diagnosis of the business situation, along with the influence of exogenous variables and the development of an effective overall marketing strategy. Stresses importance of an integrated marketing plan and utilizes modern decision-making tools. Supplementary readings, journal articles, and current periodicals are used to place the theoretical framework of the course into the contemporary environment of the market place.

MKTG 5710 Consumer Motivation and Behavior: 3 semester hours

Prerequisite: MKTG 5700. An analysis of the socio-psychological foundations of consumer behavior including personality differences, needs and wants, status symbols, social change and mobility, fads and fashions. Consumer spending and saving habits, product preferences, leisure-time patterns, shopping behavior and motivation research also are examined for their impact on advertising, selling and marketing management.

MKTG 5720 Marketing Communications: 3 semester hours

Prerequisite: MKTG 5700. Deals with managerial decision making by placing particular emphasis on assimilating and integrating all forms of marketing communication in the development of promotional policies, plans and procedures. Course approach is analytical rather than descriptive in investigating the areas of advertising, public relations, sales management, packaging and other forms of demand stimulation.

MKTG 5721 Digital Marketing Strategies and Measurement: 3 semester hours

Prerequisites: MKTG 5700. Most every business today needs a digital marketing strategy to engage with current customers and attract new. Consumers are changing the way they communicate with and research brands. Brands are changing the way they promote and engage with consumers. We are embracing digital technologies to communicate in ways that were inconceivable just a few short years ago. We have shifted our attention from traditional media marketing to internet, wireless devices, and other digital platforms. In this course you will assess the various marketing channels; the importance of establishing a social media strategy; understand the digital trends that are shaping the future; experiment with today's cutting edge digital marketing tools (licensed and free) including Adobe SiteCatalyst, Radian6, Lithium, Alexa, and Hootsuite to name a few; learn how to develop a digital marketing plan; how we define key performance indicators (KPI's); techniques used to measure the ROI of your digital campaigns; marketing mix and campaign attribution.

MKTG 5722 Social Media Marketing Strategy: 3 semester hours

Prerequisite: MKTG 5721. Social networks are becoming an integral part of the marketing mix. In these platforms, brands can engage with prospects and consumers on many levels. In this course you will learn how to create a brand presence on these social networks, understand the differences between earned and paid media, the various tools (free and paid) used to listen and engage with consumers, how we manage healthy communities, techniques used to identify influencers, crisis management, rules of engagement for high profile individuals and corporations, the importance of transparency, the various ways engagement is measured, the value of a Facebook like, and calculating return on investment. Social networks to be discussed will include Facebook, Twitter, Tumblr, Instagram, LinkedIn, Wordpress, etc. Tools to be used will include Netbase (our partner), HootSuite, tweetdeck, Sprinklr, Technorati, etc. Various real life case projects and exercises will be assigned throughout the semester under the instructor's supervision.

MKTG 5730 Clinical Study in Digital and Social Media Marketing: 3 semester hours

Prerequisites: MKTG 5721 or MKTG 5722 or consent of instructor if prior digital/social media experience. This course, in partnership with Capital Innovators, provides students the opportunity for experiential learning by directly applying classroom topics to the real world. Students will be paired up with a new startup business in their current class and, over the course of the semester, contribute to their digital and social media marketing strategies by assisting in specific project tasks. Other mutually agreed upon areas of responsibility may be assigned as necessary. This is not an internship but rather a project support based clinical course providing very valuable learning in the very vibrant entrepreneurial startup world. It will be instructor led with weekly class meetings.

MKTG 5731 Special Seminars in Digital and Social Media Marketing: 3 semester hours

Prerequisites: MKTG 5721 or MKTG 5722 or consent of instructor if prior digital/social media experience. In this course, the students will be attending three special 2- or 3-day seminars discussing focused topics in Digital and Social Media Marketing. Seminar topics include Mobile Strategy, Email Marketing, Blogs to Buzz, Online Display Advertising, and Strategic Search Engine Marketing. This course may be offered on a weekend schedule.

MKTG 5740 Marketing and Business Analytics: 3 semester hours

Prerequisites: MKTG 5700 and SCMA 5300. A broad approach to marketing research as a model for acquiring, retrieving, and analyzing decision-making information. Includes market measurement, evaluation of sales and cost effectiveness, sales forecasting and primary marketing research studies aimed at solving specific problems. Emphasis is placed also on building a theoretical and analytical framework to provide flexibility in the design of marketing experiments and in judging recent research innovations.

MKTG 5761 Business to Business Marketing: 3 semester hours

The course provides graduate students with an understanding of the role of business to business marketing as it pertains to business, government, and institutional customers. The course places a heavy emphasis on buyer-seller interaction embodying business to business marketing. In addition to discussing the standard theories and covering the subject domain of business marketing, the course focuses on the finer aspects of business to business marketing negotiations using exercises and readings. Student groups enact complex industrial buyer-seller negotiations striving to achieve their respective organizational goals.

MKTG 5770 Supply Chain Management Strategy: 3 semester hours

Prerequisite: Consent of instructor. Course addresses supply chain management and its implications, with a focus on what firms can do to maintain competitiveness in the quickly changing business landscape. Topics may include, but are not limited to, value chain analyses, marketing business-to-business, supply chain analytics, procurement, production, logistics, and inventory management within supply chains.

MKTG 5775 Domestic Transportation: 3 semester hours

Domestic Transportation is the study of North American transportation modes, their management and operating characteristics. This graduate course is part of the Mid-West Transportation Consortium where UMSL, along with 5 other Universities, provides guest lectures that comment on aspects of transportation. UMSL students concentrate on the business aspects of transportation.

MKTG 5780 Seminar in International Marketing: 3 semester hours

Same as INTL BUS 5780. Prerequisite: MKTG 5700. An advanced seminar on topics in international or global marketing. Possible topics include the globalization of trade, export marketing, international market opportunity analysis, and negotiation for international marketers. Students who take one version of this course (e.g., globalization of trade) can take a second version of the course (e.g., negotiation for international marketers) with prior permission.

MKTG 5795 Seminar in Marketing: 3 semester hours

Prerequisites: MKTG 5700. This course addresses advanced problems in contemporary marketing. Topics may include, but are not limited to, marketing strategy, marketing communications and advertising, product management, consumer behavior, channels of distribution, international marketing, and marketing research.

MKTG 5799 Individual Research in Marketing: 1-3 semester hours

Prerequisites: Consent of instructor and graduate director. Special individual research topics in marketing under the guidance of a specific professor.

Supply Chain Analytics Courses

SCMA 3300 Business Analytics and Statistics: 3 semester hours

Prerequisites: MATH 1105, INFSYS 1800 and a 2.0 campus GPA. This course covers basic statistical analysis (descriptive and predictive analytics) for business management. Tools include matched sample tests, chi-square tests, rank sum tests, simple linear regression and correlation, multiple linear regression, and extrapolative techniques such as moving averages and exponential smoothing. Emphasis is placed on problem definition, construction of statistical models, analysis of data, and interpretation of results.

SCMA 3301 Introduction to Supply Chain Management: 3 semester hours

Prerequisites: A minimum campus GPA of 2.0. This course provides an understanding of fundamental concepts of supply chain management. All functional areas of supply chain management are explored in an integrated view of procurement, manufacturing and operations management, transportation and logistics, inventory and warehousing, demand planning, scheduling, network design, collaboration and performance measurement. Topics also cover supply chain financial metrics, strategy and change management for demand driven value networks.

SCMA 3320 Advanced Supply Chain and Operations Management: 3 semester hours

Prerequisites: SCMA 3301 or MATH 1320 and a 2.0 campus GPA. This course covers supply chain management with special focus on understanding manufacturing and service operations. Emphasis is on the application of quantitative methods to the solution of strategic, tactical and operational problems. Topics include demand planning, capacity, new product design and launch, process selection, facility layout, production planning, scheduling, inventory, process control, waiting lines, lean production, etc.

SCMA 3321 Procurement: 3 semester hours

Prerequisites: SCMA 3301 and a 2.0 campus GPA. This course covers procurement processes and supplier management, with emphasis on managing a supplier base for both products and services. Topics include the strategic role of procurement in supply chains, sourcing options, identification and evaluation of requirements, the role of product design, make-versus-buy decisions, and supplier selection and evaluation.

SCMA 3345 Predictive Analytics and Data Mining: 3 semester hours

Prerequisites: SCMA 3300 and a minimum campus GPA of 2.0. This course focuses on predictive analytics in business settings. Topics may include applications of multivariate analyses to problems in marketing, finance, transportation and logistics. The course covers use of decision trees, regression and logistic regression to explain phenomena and predict future outcomes. Students acquire experience in the use of modern tools for data mining.

SCMA 3370 Introduction to Transportation: 3 semester hours

Same as MKTG 3770. Prerequisites: A minimum campus GPA of 2.0. This course provides an overview of the transportation sector, including history, providers, users, government regulation, and the central role of transportation in supply chain management. The course covers the importance of domestic and global transportation, the operational aspects of the various transportation modes (rail, water, motor, air, and pipeline), the role of transportation intermediaries, the demand and supply of transportation, and the managerial aspects of transport in both the commercial and urban environment.

SCMA 3371 Traffic and Transportation Management: 3 semester hours

Same as MKTG 3771. Prerequisites: SCMA 3370 or MKTG 3770, and a minimum campus GPA of 2.0. This course focuses on transportation management as a function of a firm's logistics and supply chain strategy. The course covers the management of the various transportation modes (rail, motor, air, water, and pipeline), strategic use of transportation intermediaries such as 3PL's, and linkages between transportation and warehousing. This course is designed to provide a basic understanding of the issues and work performed by transportation managers, including costing and pricing, transportation procurement, transportation technology, and cross border trade management.

SCMA 3376 Transportation Security and Risk: 3 semester hours

Same as MKTG 3776. Prerequisites: SCMA 3370 or MKTG 3770 and a minimum campus GPA of 2.0. This course emphasizes risk and security issues related to transportation systems and supply chains, including highway, aviation, pipeline, waterway, transit, and rail networks, as well as port facilities. This course also provides an overview of transportation safety issues including passenger and employee safety, and hazardous materials. It addresses transportation and supply chain risk management and continuity strategies to prepare for, and respond to, disruptions as from terrorism events or natural disasters.

SCMA 3390 Internship in Supply Chain and Analytics: 1-3 semester hours

Prerequisites: Minimum business GPA of 2.5, minimum campus GPA of 2.0, completed and/or currently enrolled in at least 6 credit hours of departmental electives, consent of supervising instructor, and consent of department chair. Students are employed in the field where they apply the knowledge and skills learned in the classroom. Professional development and obtaining specialized work experience are the primary goals. A departmental faculty member will monitor the student's program with the student providing a formal written report at the end of the project. Students cannot receive credit towards the emphasis for both SCMA 3390 and SCMA 4389. Repeatable for a maximum of 9 credit hours.

SCMA 3398 Seminar in Supply Chain Management and Analytics: 1-3 semester hours

Prerequisites: To be determined each time the course is offered and to include a minimum 2.0 campus GPA. This course is a selected special topic in the fields of supply chain management and analytics. May be repeated for credit with different topics.

SCMA 3399 Independent Study in Supply Chain and Analytics: 1-3 semester hours

Prerequisites: Minimum campus GPA of 2.0 and approval by the supervising professor and the department chair. Special individual study in supply chain and analytics under the supervision of a full-time faculty member of the department.

SCMA 4312 Business Forecasting: 3 semester hours

Prerequisites: Minimum campus GPA of 2.0 or graduate standing SCMA 3320 or (MATH 3000 and MATH 1320), minimum campus GPA of 2.0 or graduate standing. Further study of statistical tools for forecasting in a decision-making context. Topics include explanatory models (multiple regression), classical time series decomposition, and extrapolative techniques (exponential smoothing and Box-Jenkins procedures). In addition, methods for considering problems of intervention effects, seasonality, and collinearity will be discussed. Students will perform extensive analyses of time series data using computer packages.

SCMA 4322 Lean Production in Manufacturing and Service Operations: 3 semester hours

Prerequisites: A minimum campus GPA of 2.0 or graduate standing; also SCMA 3320. Study of Lean Production philosophy and techniques in manufacturing and service operations. Topics include process analysis and continuous improvement techniques, quick set-ups, total productive maintenance, kanban scheduling, cellular production, team organization of workers, supplier relations, quality management, and the environmental aspects of production.

SCMA 4325 Environmental Sustainability in Business Operations: 3 semester hours

Same as BUS AD 4325. Prerequisites: SCMA 3301 or permission of instructor. This course studies the environmental impacts of business operations, and it focuses especially on the principles and methods of "lean and green" operations, i.e., ways in which organizations can reduce their costs and increase profits, while reducing their environmental impacts. Specific topics include energy efficiency, resource reduction, waste reduction, design for the environment, externalities and internal pricing mechanisms, environmental technologies, life-cycle assessment, recycling, re-use, and re-manufacturing, as well as national and global environmental issues.

SCMA 4330 Business Logistics: 3 semester hours

Prerequisites: SCMA 3320 and a minimum campus GPA of 2.0. This course addresses the analysis of business logistics systems, their design, and operation in light of cost and service tradeoffs. Topics include performance measures and management, logistics and supply chain network design, facility location, transportation, vehicle routing, storage and handling, capacity planning, inventory management, customer service and the role of technology.

SCMA 4331 Applied Supply Chain Modeling: 3 semester hours

Prerequisites: SCMA 3320 and a 2.0 minimum campus GPA. This course introduces applied models and technology for supply chain management through hands-on experience using state-of-the-art software and tools for the design and operation of supply chains. The course covers the economic tradeoffs involved in such decisions, data requirements, operating parameters, application of software packages and performance management and analytics.

SCMA 4347 Introduction to Project Management: 3 semester hours

Prerequisites: SCMA 3301 and a minimum campus GPA of 2.0. This course introduces the concepts and practices of Project Management with a focus on supply chain and analytics related projects. It covers conventional aspects of project management, such as the project evaluation, planning, roles, responsibilities, scheduling, and tracking. In addition, this class introduces agile project management as applicable to projects where there is not the specificity of goals or solutions to be applicable to traditional project management.

SCMA 4350 Prescriptive Analytics and Optimization: 3 semester hours

Prerequisites: MATH 1105 and a minimum campus GPA of 2.0. This course covers the construction and application of prescriptive analytical models for optimizing business decisions in a wide range of areas such as manufacturing, service, supply chains, logistics and finance. Topics include performance metrics, linear programming, integer programming, network optimization, simulation, and implementation using Excel.

SCMA 4381 Global Supply Chain Management: 3 semester hours

Same as INTL BUS 4381. Prerequisites: SCMA 3301 and a minimum campus GPA of 2.0. This course covers business logistics and supply chain strategies involving shipments across national boundaries. Topics may include the effects of international agreements and regional trading blocks on supply chain strategies, the design of global logistics networks, managerial processes and systems for international production and distribution, and risk management for international logistics.

SCMA 4389 Supply Chain Management Practicum: 3 semester hours

Prerequisites: SCMA 3320. This course engages students with local organizations to provide practical experience in critical thinking, analysis, and communication in a supply chain context. This allows students to integrate, synthesize and apply supply chain management knowledge and skills in a real business/organization through projects jointly supervised by a faculty member and a supervisor from the organization. Students cannot receive credit towards the emphasis for both SCMA 3390 and SCMA 4389.

SCMA 4398 Advanced Topics in Supply Chain and Analytics: 1-3 semester hours

Prerequisites: SCMA 3301 or permission of the instructor and a minimum 2.0 campus GPA. An intensive study of a specific aspect, problem or technique in the areas of supply chain management, analytics, logistics, or operations management. Different topics may be offered under this course number, so the course (with different topics) can be repeated for credit.

SCMA 5300 Statistical Analysis for Management Decisions: 3 semester hours

Prerequisites: MATH 1030 and spreadsheet modeling or equivalent competency. Probability and probability distributions are studied as a basis of statistical inference. An introduction to multivariate analysis is provided, which includes analysis of variance and regression methods.

SCMA 5312 Advanced Statistical Methods for Management Decisions: 3 semester hours

Prerequisites: SCMA 5300. The application of statistical methods to managerial problems, forecasting and business research. Topics include the blending of multiple regression and analysis of variance into a general linear model, logistic models, techniques for projecting seasonal time series, and forecasting techniques (ARIMA models) which deal with serially correlated data. Through class presentations, assigned exercises and a major project, students gain experience in constructing explanatory and predictive models for problems in marketing, finance, etc. Students use commercial software (e.g. the Statistical Analysis System) for analyzing data, constructing models and producing reports.

SCMA 5320 Production and Operations Management: 3 semester hours

Prerequisites: SCMA 5300. This course discusses issues related to the creation and delivery of goods and services. Topics include the design of production processes, the layout and location of facilities, forecasting, scheduling, inventory control, queuing, materials planning, and quality control. Analytical techniques such as linear programming are used in studying these problems.

SCMA 5322 Lean Production: 3 semester hours

Prerequisites: SCMA 5320. Study of Lean Production philosophy and techniques in manufacturing and service operations. Topics include process analysis and continuous improvement, set-up reduction, total productive maintenance, kanban scheduling, cellular production, work teams, supplier relations, quality management, and the environmental aspects of production. Cases and a course project will be used to integrate and apply the course material.

SCMA 5325 Environmental Analysis and Sustainability in Business Operations: 3 semester hours

Same as BUS AD 5325. Prerequisites: SCMA 5320 or consent of instructor. This course studies the environmental impacts of business operations, and it focuses especially on the principles and methods of "lean and green" operations, i.e., ways in which organizations can reduce their costs and increase profits, while reducing their environmental impacts. Specific topics include energy efficiency, resource reduction, waste reduction, design for the environment, externalities and internal pricing mechanisms, environmental technologies, life-cycle assessment, recycling, re-use, and re-manufacturing, as well as national and global environmental issues.

SCMA 5326 Quality Management: 3 semester hours

Prerequisites: SCMA 5300 or MATH 4200 or consent of instructor. An applied course on total quality management. Quality improvement approaches are presented and the managerial implications and responsibilities in implementing these approaches are discussed. Topical coverage includes the construction and interpretation of control charts, graphical methods, quality function deployment, robust experiments for product design and improvement, mistake-proofing (poke yoke), the Deming approach, Baldrige award criteria, quality cost audits, worker empowerment and reward systems. Cases involving both business processes and physical processes are used to illustrate successful quality improvement efforts.

SCMA 5334 Internship in Logistics and Supply Chain Management: 1 semester hour

Prerequisite: Consent of instructor. Students receive practical experience in the area of logistics or supply chain management. The internship is supervised by a professional in the host organization in consultation with a faculty member.

SCMA 5340 Transportation Economics for Business Managers: 3 semester hours

Prerequisites: ECON 3001 or BUS AD 5000 or consent of instructor. This course makes use of a range of economic concepts to examine the nature of markets in which transport services are provided. This course is designed for future transportation professionals who wish to explore the fundamentals of economics in their field. Basic concepts covered include the theory of transportation demand, transportation costs and investment planning, and current topics in transportation economics such as regulation-deregulation and social cost pricing.

SCMA 5349 Project Consulting and Execution: 3 semester hours

Prerequisites: SCMA 5300 or equivalent; SCMA 5320 or equivalent (may be taken concurrently). Provides real world experience in planning and executing projects. The class will have teams of students work on projects sponsored by companies and not for profit organizations for 2 to 6 weeks at a time. It will provide students practice in critical thinking, analysis, communication, and other critical skills identified as necessary for employees to function at a high level in their jobs. A student may NOT count SCMA 5349 and an internship toward the SCMA emphasis. Only one of the two would count.

SCMA 5354 Simulation for Managerial Decision Making: 3 semester hours

Prerequisites: SCMA 5320. Introduction to simulation as a managerial decision-making aid. Application of simulation to a number of management science-oriented problems. This course introduces and requires use of a simulation language.

SCMA 5381 International Logistics and Operations Management: 3 semester hours

Same as INTL BUS 5381. Prerequisites: SCMA 5320. A study of international logistics and operations management strategy, planning and operations. Topics may include multinational logistics and supply chain strategies, global network design and sourcing, international transportation, distribution and operations, import-export, risk management, etc.

SCMA 5399 Individual Research in Logistics and Operations Management: 1-3 semester hours

Prerequisites: Consent of instructor and graduate director. Special individual research topics in Logistics and Operations Management under the guidance of a specific professor.

SCMA 6330 Business Logistics Systems: 3 semester hours

Prerequisites: SCMA 5320 (may be taken concurrently). Analysis of business logistics systems and their role in supply chain management. covers both design and operation of logistics systems and their components. Topics may include network design, facility location, transportation, vehicle routing, inventory management, customer service, reverse logistics and logistics information systems.

SCMA 6331 Logistics and Supply Chain Operational Modeling: 3 semester hours

Prerequisites: SCMA 5320 and SCMA 6330. A study of the application of leading software packages to modeling problems and issues arising in the operational management of logistics and supply chains. This course covers the economic tradeoffs involved in such decisions, data requirements, operating parameters, and application of software packages to problems such as vehicle routing and scheduling, freight shipments consolidation, cross-docking, and other operational and tactical strategies. This "hands on" course is designed to prepare students for higher-level supply chain analyses and consulting work.

SCMA 6332 Logistics and Supply Chain Strategic Modeling: 3 semester hours

Prerequisites: SCMA 5320 and SCMA 6330. A study of the application of leading software packages to modeling problems and issues arising in the planning and strategic management of logistics networks and supply chains. The course identifies and explores the economic and customer service tradeoffs involved in such networks. Issues such as location of facilities assignment of production and distribution missions to facilities, identification of sourcing relationships amongst facilities, and identification of cost and customer service consequences of alternative supply chain designs are addressed by the application of commercial software packages to support decision making. This "hands on" course is designed to prepare students for high-level supply chain analyses and consulting work.

SCMA 6338 Business Processes: Design, Management & Integration: 3 semester hours

Prerequisites: SCMA 5320. This course presents the concepts and state of the art / state of the practice of business process design and business process management for improving business performance, effectiveness, quality, customer service and satisfaction. Issues related to characteristics, goals, benefits and costs of enterprise-wide design, and the role of information technology during the design process will be discussed. Specific topics will include: the history and development of process focused businesses and the impacts on processes caused by just-in-time and total quality management philosophies, organizational learning, strategy mapping, et.al. We will also discuss the exploitation of core competencies and changing business scenarios such as globalization and electronic-commerce. We will draw from the literature to explore the notion of moving from business strategies to business processes. We will review current writings relative to the subject, and then will apply our knowledge to actual process design, documentation, analysis and simulation. We will introduce computer-based modeling tools for process design and simulation, and use those tools in both in-class and individual work.

SCMA 6345 Business Analytics and Data Mining: 3 semester hours

Prerequisites: SCMA 5300 and INFSYS 5800. This course concentrates on methods for converting data into business intelligence. It provides knowledge of the principles and techniques for business analytics and data mining. Topics include clustering, pattern recognition, visualization of relationships, predictive modeling, optimization techniques and simulation.

SCMA 6347 LOM Project Management: 3 semester hours

Prerequisites: SCMA 5320. This course addresses the concepts and processes of project management as applicable to Logistics and Operations Management. Students study organizational design, project specification, integrated project planning, risk management and project control; students will come to understand how globalization, environmental and sustainability issues, quality control (including industry standard initiatives such as the Continuing Integration Improvement Model and the International Standards Organization model), and cultural factors drive project management. NOTE: Credit may not be earned for both SCMA 6347 and INFSYS 6847.

SCMA 6350 Management Science Methods: 3 semester hours

Prerequisites: SCMA 5320. This course provides a working knowledge of management science techniques. It emphasizes analytical approaches to solving business problems, construction of mathematical models, and manipulation of model variables for managerial decision-making. Topics include mathematical programming, including integer and network models, heuristics, and simulation models.

SCMA 6395 Seminar in Logistics and Operations Management: 3 semester hours

Prerequisite: SCMA 5320. Topics of current interest in logistics and operations management. Topics may include just-in-time and lean production, quality management, manufacturing and service systems, transportation and logistics, quantitative management tools, etc.

SCMA 7381 International Supply Chain Management: 3 semester hours

Prerequisites: SCMA 5320. Admittance into the Ph.D. Program. A comprehensive examination of international logistics and supply chain management strategies, planning and operations from the firm's perspective. Topics may include multinational logistics and supply chain issues and management strategies, multinational sourcing and network design, transportation issues in international supply chains, multinational distribution and operations, legal and financial issues in import and export, risk identification and management in international supply chains, and the relationship of supply chain management to other activities of international firms.

SCMA 7390 Research Seminar in LSCM: 3 semester hours

Prerequisites: SCMA 6330. Admittance into the Ph.D. Program. Analysis of research approaches, and findings in Logistics and Supply Chain Management. May be repeated for credit when the subject matter is different.

SCMA 7393 Special Topics in LSCM: 3 semester hours

Prerequisites: Consent of instructor. Admittance into the Ph.D. Program. In-depth analysis of special topics in Logistics and Supply Chain Management research. May be repeated for credit when the subject matter is different.