

ADVANCED BUSINESS COURSES

Prerequisite coursework is listed in parentheses

NOTE: Not all courses are offered every semester. Please refer to the timetable for each semester's course offerings.

ACCOUNTING

- ACCT 311: Information Systems for Accounts (ACCT 201 and IST 301)
ACCT 320: Financial Accounting II (ACCT 201) (Pre or co-requisite: ACCT 303)
ACCT 321: Intermediate Accounting for Finance (FIN 310)
ACCT 325: Managerial Accounting II (ACCT 201)
ACCT 330: Introduction to Taxation (ACCT 320)
ACCT 335: Introduction to Income Tax (ACCT 201)
ACCT 400: Special Topics in Accounting: ____
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
ACCT 410: Financial Accounting III (ACCT 320)
ACCT 500: Individual Research in Accounting (Must be enrolled in a minimum of 3 credit hours)
(FIN 310, MGMT 310, MKTG 310 and SCM 310; approval of the Area Director)
ACCT 543: Introduction to Auditing (ACCT 311 and ACCT 410)
ACCT 545: Advanced Taxation (ACCT 330)
ACCT 599: Internship in Accounting
(Approval of internship advisor and two of the following: FIN 310, MGMT 310, MKTG 310, SCM 310)

BUSINESS

- BUS 330: Directed Study in Business Topics (must be enrolled in a minimum of 3 credit hours)
(3.0 grade point average major in a field other than business administration and/or accounting, and permission of instructor offering the directed study and of the director of the undergraduate program)
BUS 400: Special Topics in Business: ____
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
BUS 498: Professional Leadership and Development
BUS 500: Individual Research in Business
(FIN 310, MGMT 310, MKTG 310 and SCM 310; 3.0 professional grade point average and approval of proposed plan of study by the instructor)

BUSINESS ECONOMICS

None at this time

BUSINESS LAW

- BLAW 400: Special Topics in Business Law: ____
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
BLAW 500: Individual Research in Business Law (Must be enrolled in a minimum of 3 credit hours)
(BLAW 301; 3.0 professional grade point average and approval of proposed plan of study by the instructor)
BLAW 505: Legal Aspects of the Management Process (BLAW 301)
BLAW 510: Legal Aspects of Real Property Transactions (BLAW 301)
BLAW 515: Commercial Law (BLAW 301)
BLAW 525: Negotiations and Dispute Settlement (MGMT 310 and BE 301)

DECISION SCIENCES

- DSCI 400: Special Topics in Decision Science: ____
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
- DSCI 405: Advanced Production and Operations Management (SCM 310)
- DSCI 410: Advanced Management Science (SCM 310)
- DSCI 500: Individual Research in Decision Science (Must be enrolled in a minimum of 3 credit hours)
(FIN 310, MGMT 310, MKTG 310 and SCM 310; 3.0 professional grade point average and approval of proposed plan of study by the instructor)

ENTREPRENEURSHIP

- ENTR 400: Special Topics in Decision Science: ____
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
- ENTR 410: Introduction to Entrepreneurship
- ENTR 450: New Venture Creation/Business Plan Development (ENTR 410 or MGMT 475)
- ENTR 470: Entrepreneurial Marketing (ENTR 410 and MKTG 310)
- ENTR 480: Management of Small Business (ENTR 410)
- ENTR 490: Entrepreneurship in Practice (ENTR 410)
- ENTR 500: Individual Research in Decision Science (Instructor permission)

FINANCE

- FIN 400: Special Topics in Finance: ____
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
- FIN 410: Investment Theory and Applications (FIN 310)
- FIN 415: Corporate Finance (FIN 310)
- FIN 417: Business Valuation (FIN 415 and suggest FIN 468)
- FIN 420: International Finance (FIN 310)
- FIN 425: Futures & Options (FIN 310)
- FIN 430: Financial Markets & Intermediaries (FIN 415)
- FIN 435: Commercial Bank Management (FIN 430)
- FIN 440: Insurance (FIN 310)
- FIN 450: Applied Portfolio Management (FIN 410) (Special Permission - Application)
- FIN 460: Financial Modeling & Risk Analysis (FIN 310)
- FIN 462: Mergers and Acquisitions (FIN 310)
- FIN 464: Security Analysis (FIN 410)
- FIN 466: Entrepreneurial Finance (FIN 415)
- FIN 468: Corporate Financial Policy (FIN 415)
- FIN 500: Individual Research in Finance (Must be enrolled in a minimum of 3 credit hours)
(Approval of proposed plan of study by the instructor)

HUMAN RESOURCES

- MGMT 413: Recruiting and Selecting Effective Employees (MGMT 310)
- MGMT 416: Training, Development, and Management Careers (MGMT 310)
- MGMT 419: Managing Performance and Compensation (MGMT 310)
- MGMT 422: Labor Relations (BE 301)
- MGMT 428: Human Resources Management and Labor Markets (BE 301)
- MGMT 431: Legal Environment for Managing Employees (MGMT 310)
- MGMT 434: International Human Resource Management (MGMT 310)
- MGMT 525: Negotiations and Dispute Settlement (MGMT 310 and BE 301)

INFORMATION SYSTEMS

- IST 320: Fundamentals of Software Development (IST 301)
IST 325: Systems Analysis and Design (IST 301)
IST 326: Database Management (IST 301)
IST 330: Fundamentals of Business Computer Networking (IST 301) (Pre or co-enrollment: IST 320)
IST 335: Information Security (ISEC) (IST 301)
IST 400: Special Topics in Information Systems Technology: ____
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
IST 401: Management of Integrated Information Systems/ERP (SCM 401 or IST 301)
IST 405: Contemporary Information Technology Topics (IST 301)
IST 410: IT Project Management (IST 301)
IST 500: Individual Research in Information Systems Technology (Must be enrolled in a minimum of 3 credit hours)
(FIN 310, MGMT 310, MKTG 310 and SCM 310; 3.0 approval of the Area Director)

INTERNATIONAL BUSINESS

- FIN 400: Special Topics in Finance: Emerging Markets
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
FIN 420: Comparative & Cross-Cultural MGMT (FIN 310)
FIN 425: Futures & Options (FIN 310)
IBUS 400: Special Topics in International Business: ____
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
IBUS 410: Introduction to International Business (ECON 144)
IBUS 415: Business in Latin America (Completion of an intermediate macroeconomics course is strongly recommended or consent of the instructor)
IBUS 420: Business in Japan (MGMT 310 or consent of instructor and junior status)
IBUS 425: Business in China (Pre or Co-requisites: IBUS 410)
IBUS 430: Business in Russia and East Europe (Junior status unless a specific course is needed or consent of instructor)
IBUS 462: Comparative and Cross-Cultural Management (MGMT 310)
IBUS 480: International Management (FIN 310, MGMT 310, and MKTG 310)
IBUS 500: Individual Research in International Business
(FIN 310, MGMT 310, MKTG 310 and SCM 310; 3.0 professional grade point average and approval of proposed plan of study by the instructor)
MGMT 434: International Human Resource Management (MGMT 310)
MKTG 440: Global Marketing (MKTG 310)

MANAGEMENT AND LEADERSHIP

- MGMT 400: Individual Research in Management
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
MGMT 405: Ethical Decision Making in Business (MGMT 310)
MGMT 410: Human Resources Management (MGMT 310)
(Sports Management majors may petition for entry to the course with completion of the following prerequisites: MGMT 305, ECON 142, and an introduction statistics course (DSCI 301, HSES 310, MATH 365 or PSYC 300))
MGMT 413: Recruiting and Selecting Effective Employees (MGMT 310)
MGMT 416: Training, Development, and Management Careers (MGMT 310)
MGMT 419: Managing Performance and Compensation (MGMT 310)
MGMT 422: Labor Relations (BE 301)
MGMT 428: Human Resources Management and Labor Markets (BE 301)
MGMT 431: Legal Environment for Managing Employees (MGMT 310)
MGMT 434: International Human Resource Management (MGMT 310)

- MGMT 437: Personal Skills for Managing People (MGMT 310)
- MGMT 455: General Management Processes and Change (MGMT 310)
- MGMT 470: Leadership in Business Organizations (MGMT 310)
- MGMT 472: Project Management (SCM 310, MGMT 310)
- MGMT 485: Business Consulting (MGMT 310)
- MGMT 500: Individual Research in Management
(FIN 310, MGMT 310, MKTG 310 and SCM 310; 3.0 professional grade point average and approval of proposed plan of study by the instructor)
- MGMT 525: Negotiations and Dispute Settlement (MGMT 310 and BE 301)

MARKETING

- MKTG 400: Individual Research in Marketing
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
- MKTG 411: Introduction to Consumer Behavior (MKTG 310)
- MKTG 415: Marketing Research for Managers (MKTG 310)
- MKTG 420: Promotional Strategy (MKTG 310)
- MKTG 425: Sales Force Management (MKTG 310)
- MKTG 430: New Product Management (MKTG 310 or consent of instructor)
- MKTG 435: Marketing Strategy (MKTG 310)
- MKTG 440: Global Marketing (MKTG 310)
- MKTG 445: Services Marketing (MKTG 310)
- MKTG 450: Internet Marketing (MKTG 310)
- MKTG 455: Pricing (MKTG 310)
- MKTG 460: Practicum in Promotional Plan Development
(MKTG 310 and at least two of the following three courses: MKTG 411, MKTG 415, or MKTG 435)
- MKTG 465: Customer Relationship Management (MKTG 310 and SCM 310)
- MKTG 500: Individual Research in Marketing (Must be enrolled in a minimum of 3 credit hours)
(FIN 310, MGMT 310, MKTG 310 and SCM 310; 3.0 professional grade point average and approval of proposed plan of study by the instructor)

SUPPLY CHAIN MANAGEMENT

- SCM 400: Individual Research in Supply Chain Management
(Topics and prerequisites vary. Prerequisites determined for each topic by the instructor.)
- SCM 401: Introduction to Supply Chain Management (SCM 310, FIN 310 and MKTG 310)
- SCM 402: Procurement & Supplier Management (SCM 401)
- SCM 403: Logistics, Transportation, Warehouse (SCM 401)
- SCM 404: Management of Integrated Information System/ERP (SCM 401 and IST 301)
- SCM 410: Capstone Supply Chain Management (SCM 401 and IST 301)
- SCM 415: Data Analysis and Forecasting (SCM 310)
- SCM 416: Supply Chain Modeling & Optimization (SCM 401)
- SCM 418: Modeling and Risk Analysis (FIN 310)
- SCM 420: Customer Focused Operations Service Management (SCM 310 and MKTG 310)
- SCM 425: Customer Relationship Management (DSCI 301 and MKTG 310)