

# Contents

## The LeBow College of Business

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## Accounting Courses

### ACCT 115 - Financial Accounting Foundations

Introduces preparation of the income statement and the balance sheet. Covers analysis and recording of business transactions and a detailed study of accounting for assets, liabilities, and equity.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

### ACCT 116 - Managerial Accounting Foundations

Introduces the managerial accounting tools and models available for planning, controlling, and decision-making. Covers budgeting, product costing, and analysis of financial statements for internal purposes.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Pre-Requisites: ACCT 115 Minimum Grade: D

### ACCT 120 - Accounting Essentials for New Ventures

The course covers essential accounting topics specific to new entrepreneurial ventures. Topics include: Financial Statement, cash flow issues, cost accounting, tax calculations, and choice of business entity.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program(s):

BS in Commerce Engineering

BSBA Business Administration

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

### ACCT 321 - Financial Reporting I

Provides intensive review of current accounting practice in light of authoritative pronouncements and critical study of theory and practice relating to preparing financial statements.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: ACCT 115 Minimum Grade: C

### ACCT 322 - Financial Reporting II

Continues critical study of accounting theory and practice relating to financial statement items and selected accounting topics.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

May not have the following Classification(s):

Freshman

Pre-Requisites: ACCT 321 Minimum Grade: C

### ACCT 323 - Financial Reporting III

Covers theory and practice relating to advanced accounting topics, with emphasis on consolidated financial statements. This is a writing intensive course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: ACCT 322 Minimum Grade: C

### ACCT 331 - Cost Accounting

Continues ACCT 116. Emphasizes the use of accounting information in business decisions.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: ACCT 116 Minimum Grade: C

### ACCT 336 - Introduction to International Accounting

Introduces students to the strategies of multinational enterprises and how accounting fits into those strategies; the international business accounting framework; cultural and other environmental influences on accounting; comparative international financial reporting issues and harmonization; comparative analysis of financial statements; and international disclosure trends and their influence on financial analysis.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: ACCT 321 Minimum Grade: C

### ACCT 341 - Principles of Auditing

Covers auditing standards and professional ethics, auditing theory and concepts, audit evidence and procedures, and auditors' reports. This is a writing intensive course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: ACCT 322 Minimum Grade: C

ACCT 352 - Accounting Information Systems

The primary goal of this course is to learn how to evaluate and implement accounting information and internal control systems complying with the IT environment and regulation. Students are acquainted with basic documents essential in the business process such as sales, purchase, productions and financial processes. Students also learn charting tools and semantic representation of transactions using REA (Resource Event Agent) as well as other tools essential in computer software information systems applications.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: ACCT 116 Minimum Grade: C

ACCT 355 - Forensic Accounting

Topics include discussion of criminal statutes related to financial crimes, techniques used in solving financial crimes, interviewing, rules of evidence, sources of information, forensic accounting procedures, and current issues in financial investigations.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: ACCT 321 Minimum Grade: C and TAX 341 Minimum Grade: C

ACCT 498 - Special Topics in Accounting

This course covers topics of particular interest to students in accounting.

Credits: 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

ACCT 499 - Independent Study

Credits: 5.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

### Business Statistics Courses

STAT 201 - Introduction to Business Statistics

This introductory first course in business statistics focuses on applications of data analysis and statistics to business and economics. Topics covered include descriptive statistics and graphical presentation, probability, statistical inference, and simple regression. Applications to a variety of business settings and economic analysis is covered through practical data analysis examples.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MATH 102 Minimum Grade: D or MATH 121 Minimum Grade: D or MATH 131 Minimum Grade: D or MATH 183 Minimum Grade: D or TDEC 110 Minimum Grade: D or MATH 119 Minimum Grade: D

STAT 202 - Business Statistics II

This second course in business statistics focuses on widely used data analysis techniques in business and economics. Topics include correlation and simple regression, multiple regression, analysis of variance, introduction to time-series analysis, and analysis of categorical data. Applications are covered through practical data analysis examples.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: STAT 201 Minimum Grade: D

STAT 205 - Statistical Inference I

Commerce and Engineering students only. Covers descriptive statistics, elementary probability theory, discrete and continuous random variables and probability distributions, joint distribution functions, expected values, statistical measures, sampling distributions, and point and interval estimation.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Pre-Requisites: MATH 123 Minimum Grade: D or MATH 133 Minimum Grade: D

### STAT 206 - Statistical Inference II

Commerce and Engineering students only. Covers principles of hypothesis testing, simple linear regression and correlation analysis, experimental design and analysis of variance models, elementary non-parametric methods of analysis, use of computer statistical programs, and statistical quality control.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: STAT 205 Minimum Grade: D

### STAT 261 - Statistics I

Studies methods for organizing and summarizing data, elementary probability concepts, and important probability distributions and sampling distributions. Introduces confidence interval estimation. Fall, Winter.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MATH 183 Minimum Grade: D

### STAT 262 - Statistics II

Studies the principles and techniques of interval estimation and hypotheses testing, and testing for means and proportions. Winter, Spring.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: STAT 261 Minimum Grade: D

### STAT 263 - Statistics III

Covers linear regression and correlation models, anova, statistical quality control, non-parametric statistics, and applications of the chi-square distribution. Fall, Spring. This is a writing intensive course.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: STAT 262 Minimum Grade: D

### STAT 301 - Applied Statistical Models for Business

This course covers widely used statistical models used in managerial decision making. Topics include regression analysis, experimental design and analysis, time-series models and forecasting, and model building. Applications are demonstrated in the areas of economics, marketing, finance, accounting, and production through data analysis and case studies.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: STAT 202 Minimum Grade: D

### STAT 321 - Statistical Decision Methods

Covers philosophy and concepts of subjective probabilities and Bayesian decision-making, decision trees, conditional and expected payoffs, value of additional information and perfect information, decision-making under risk and uncertainty, and a survey of mathematical programming techniques.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: STAT 202 Minimum Grade: D or STAT 206 Minimum Grade: D

### STAT 325 - Six-Sigma Quality Implementation

Focuses on current theory and practice in Six-Sigma implementation for quality monitoring and improvement. Topics include the dynamic nature of quality, Six-Sigma implementation, and the roles of management in planning and guiding quality efforts. The fundamentals of managerial and statistical methods for quality monitoring and improvements are covered.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: STAT 201 Minimum Grade: C- or STAT 205 Minimum Grade: C-

### STAT 481 - Special Topics in Applied Statistics

Covers selected topics in applied statistical methods.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: STAT 201 Minimum Grade: C- or STAT 205 Minimum Grade: C-

STAT 498 - Special Topics in Decision Sciences

Covers selected topics in quantitative methods for decision making.

Credits: 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

STAT 499 - Independent Study

Independent Study

Credits: 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

### Economics Courses

ECON 201 - Principles of Microeconomics

Examines allocation of resources within an economy. Major topics include interaction of supply and demand in markets, consumer choice, cost structure of firms, and profit maximization for competitive forms as well as firms with market power.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

ECON 202 - Principles of Macroeconomics

Examines measurement, growth, and fluctuation of aggregate economic activity. Includes national income accounting and explains determination of output, employment, and price level. Also provides an introduction to international economics, money and banking, and economic policy.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Pre-Requisites: ECON 201 Minimum Grade: D

ECON 240 - Economics of Health Care Systems

Examine the health care industry from an economic perspective, including demand, cost-benefit analysis, insurance, supply constraints, and the role of the government.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Must be enrolled in one of the following College(s)/School(s):

Nursing & Health Professions

ECON 250 - Game Theory and Applications

Introduces the basic ideas of game theory with a minimum of mathematics; and discusses application to economics, politics, business, behavioral science, philosophy, population biology and engineering.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

May not have the following Classification(s):

Freshman

ECON 301 - Microeconomics

Examines theory of the firm and theory of the consumer in a rigorous fashion. Also covers risk and uncertainty, price determination, market failures, and analysis of various government policies.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: (ECON 201 Minimum Grade: D or ECON 211 Minimum Grade: D ) and (MATH 102 Minimum Grade: D or MATH 121 Minimum Grade: D )

ECON 321 - Macroeconomics

Provides an in-depth introduction to dominant theories behind short-run economic fluctuations and long-run economic growth. Employs both mathematical and graphical tools to discuss determination of output, employment, and price level in the aggregate economy. Also covers effectiveness of monetary and fiscal policies in dealing with unemployment and inflation. This is a writing intensive course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: (ECON 202 Minimum Grade: D or ECON 212 Minimum Grade: D ) and (MATH 102 Minimum Grade: D or MATH 121 Minimum Grade: D )

ECON 322 - Economics Seminar

Requires research and writing of a scholarly paper on a topic in economics approved by an appointed faculty adviser. This is a writing intensive course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: ECON 301 Minimum Grade: D and ECON 321 Minimum

Grade: D

#### ECON 326 - Economic Ideas

Covers the history of economic thought and development of different schools of thinking in economics.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: (ECON 201 Minimum Grade: D and ECON 202 Minimum

Grade: D ) or (ECON 211 Minimum Grade: D and ECON 212 Minimum

Grade: D )

#### ECON 330 - Managerial Economics

Covers applied economics relevant for decision-making processes.

Emphasizes profit management, demand and cost analysis, pricing, and government policy.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: (ECON 201 Minimum Grade: D and ECON 202 Minimum

Grade: D ) or (ECON 211 Minimum Grade: D and ECON 212 Minimum

Grade: D )

#### ECON 334 - Introduction to Public Finance

Applies economic principles and cost-benefit analysis to the operation of government, with emphasis on understanding why private markets fail to provide public goods. Explores the current American tax system from three points of view: how efficient it is, who really pays, and how it might be reformed.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: ECON 201 Minimum Grade: D and ECON 202 Minimum

Grade: D and (MATH 102 Minimum Grade: D or MATH 121 Minimum

Grade: D )

#### ECON 336 - Labor Economics

Develops an understanding of how labor institutions operate to determine wages and employment. Examines alternative policy questions involving unemployment and inflation, collective bargaining, investment in education and training, and other labor-related questions. Requires students to apply theoretical and empirical abilities to research a labor-related issue and improve the ability to think clearly and communicate effectively.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: (ECON 201 Minimum Grade: D and ECON 202 Minimum

Grade: D ) or (ECON 211 Minimum Grade: D and ECON 212 Minimum

Grade: D )

#### ECON 338 - Industrial Organization

Examines observational studies of industries with respect to competitive or non-competitive structure, conduct, and performance. Considers implications of profitability, technological innovation, antitrust policy, and competitiveness in trade. Reviews problems of measurement and sources of data.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: ECON 201 Minimum Grade: D and ECON 202 Minimum

Grade: D and (MATH 102 Minimum Grade: D or MATH 121 Minimum

Grade: D )

#### ECON 342 - Economic Development

Covers topics including driving forces of economic growth, economic planning, income distribution and poverty, labor migration, capital markets and saving, international debt problems and global economic crisis. Emphasizes underlying theories and realities of economic growth and development of less developed economies and emerging economies.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: (ECON 201 Minimum Grade: D and ECON 202 Minimum

Grade: D ) or (ECON 211 Minimum Grade: D and ECON 212 Minimum

Grade: D )

ECON 344 - Comparative Economic Systems  
Covers theory and contemporary practices of capitalism, socialism, fascism, and the welfare state as economic systems.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman  
Pre-Requisites: (ECON 201 Minimum Grade: D and ECON 202 Minimum Grade: D ) or (ECON 211 Minimum Grade: D and ECON 212 Minimum Grade: D )

ECON 348 - Mathematical Economics  
Discusses the application of mathematics in economic models, with extensive discussion of economic applications of linear algebra and calculus. Considers implications of the assumptions of maximization of profits and utility. Stresses mathematical models and techniques useful in statistical applications of economics.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman  
Pre-Requisites: ECON 201 Minimum Grade: D and ECON 202 Minimum Grade: D and (MATH 102 Minimum Grade: D or MATH 121 Minimum Grade: D )

ECON 350 - Applied Econometrics  
Applies statistics to economics, with emphasis on the special problems of statistical analysis of economic data, sources of data, and examples of applications and models. Covers forecasting the impacts of changing economic policy and of developments in industrial markets using economic-statistical models. This is a writing intensive course.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman  
Pre-Requisites: (ECON 201 Minimum Grade: D and ECON 202 Minimum Grade: D and STAT 201 Minimum Grade: D ) or (ECON 211 Minimum Grade: D and ECON 212 Minimum Grade: D and STAT 201 Minimum Grade: D )

ECON 351 - Resource and Environmental Economics  
Examines the microeconomic and quantitative aspects of markets for both renewable and exhaustible resources, and the interaction between the energy and resource sectors of the economy and between the productive sectors of the economy and the natural environment, with evaluation of major public policy initiatives and issues in these areas.

Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman  
Pre-Requisites: (ECON 201 Minimum Grade: D and ECON 202 Minimum Grade: D ) or (ECON 211 Minimum Grade: D and ECON 212 Minimum Grade: D )

ECON 498 - Special Topics in Economics  
This course covers topics of particular interest to students in economics.  
Credits: .50 to 12.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Pre-Requisites: ECON 201 Minimum Grade: D and ECON 202 Minimum Grade: D

ECON 499 - Independent Study  
Credits: .50 to 5.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education

### **Economics-Evening Self Study Courses**

ECNS 211 - Microeconomics  
Introduction to economics; theory of production and costs; market structures; final product and factor demand, pricing and output.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

ECNS 212 - Macroeconomic Principles  
National income accounting; theory of income determination; interest and money; economic growth  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

## Finance Courses

### FIN 301 - Introduction to Finance

Covers financial structure of a corporation, short-and long-term financial policies, sources and uses of capital funds, asset valuation, capital budgeting, and corporate growth.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: (ACCT 115 Minimum Grade: D or HRM 310 Minimum Grade: D ) and (STAT 201 Minimum Grade: D or STAT 205 Minimum Grade: D or STAT 261 Minimum Grade: D )

### FIN 302 - Intermediate Corporate Finance

Provides an in-depth treatment of long-term financing decisions, including estimation of the cost of capital, financial leverage, dividend policy, and working capital analysis.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: FIN 301 Minimum Grade: C

### FIN 321 - Investment Securities & Marketing

Covers stocks, bonds, other investment vehicles, and operation and regulation of the stock market.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: FIN 301 Minimum Grade: C

### FIN 323 - Risk Management

Provides a fundamental understanding of risk and return, modern portfolio theory, asset pricing models, performance evaluation, and the use of derivatives to hedge and manage risk.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: FIN 321 Minimum Grade: C and (STAT 202 Minimum Grade: C or STAT 206 Minimum Grade: C )

### FIN 325 - Financial Institutions and Markets

Covers understanding of the financial system from the money-creation process to the functioning of the Federal Reserve System to the role and management of financial institutions.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: FIN 301 Minimum Grade: C

### FIN 330 - Derivative Securities

The analysis and pricing of derivative securities including futures and options: applications to risk management and portfolio management.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Pre-Requisites: FIN 323 Minimum Grade: C

### FIN 332 - Investment Analysis

Introduces investment analysis, with particular emphasis on financial statement analysis.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: FIN 301 Minimum Grade: C

### FIN 335 - Entrepreneurial Finance

The purpose of the course is to bring financial management decision, tools and techniques typically applied in corporate contexts into the realm of entrepreneurship. This course presents the importance of understanding and applying entrepreneurial finance methods and tools to help ensure a successful venture.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: FIN 301 Minimum Grade: C



#### FIN 338 - Money and Capital Markets

Covers the organization and operation of the money and capital markets and key institutional financial intermediaries.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: FIN 325 Minimum Grade: C

#### FIN 340 - Seminar in Finance

Covers current topics and selected cases in finance.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: FIN 302 and FIN 321 and FIN 325

#### FIN 341 - Applied Portfolio Management

This course covers topics related to portfolio management. Students will learn how to analyze industries, select securities for inclusion in investment portfolios, and analyze portfolio performance. Students will participate in the management of a real investment portfolio for the duration of the course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Pre-Requisites: FIN 301 Minimum Grade: D and FIN 321 Minimum

Grade: D

#### FIN 346 - Global Financial Management

Examines the investment and financing strategies of multinational corporations. Covers topics including capital acquisition in the international environment, international investment borrowing, international corporate restructuring, currency swaps and recapitalizations, hedging techniques, and international risk-management instruments.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: FIN 301 Minimum Grade: C

#### FIN 350 - Personal Finance

Covers key personal financial documents, taxes, credit, insurance, and investments.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Must have the following Classification(s):

Junior

Senior

#### FIN 498 - Special Topics in Finance

This course covers techniques of investment analysis for different types of business firms. It includes financial risk analysis, stock valuation measures, and other topics of particular interest to finance students.

Credits: 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Must have the following Classification(s):

Senior

Pre-Requisites: FIN 301 Minimum Grade: C

#### FIN 499 - Independent Study

Independent Study

Credits: .50 to 5.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

### General Business Courses

#### BUSN 101 - Foundations of Business I

Introduces the fundamental structures and functions of business organizations and the opportunities for career advancement within such organizations. Develops relevant business skills for professional success, emphasizing teams, communication, and real-world examples.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Office of the Dean of COBA

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Must be enrolled in one of the following College(s)/School(s):

Bennett S. LeBow Coll. of Bus.

Must have the following Classification(s):

Freshman

Sophomore

#### BUSN 102 - Foundations of Business II

Exposes students to the external environments (local, national, and international) within which business organizations operate. Continues to build on important managerial and communication issues.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Office of the Dean of COBA

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

Must be enrolled in one of the following College(s)/School(s):  
Bennett S. LeBow Coll. of Bus.

Must have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: BUSN 101 Minimum Grade: D

#### BUSN 103 - Advanced First Year Business Seminar

Continues to address topics and professional development introduced in the Foundations of Business I and II courses. Further develops students; knowledge and skills in a variety of areas, which may include effective boardroom presentations, individual financial strategy, leadership issues, corporate communication, career management and decision making. May be repeated once for credit.

Credits: 2.00

College: Bennett S. LeBow Coll. of Bus.

Department: Office of the Dean of COBA

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

#### BUSN 104 - Career Management for Non Co-op Students

Covers career development topics including resume writing, job search strategies and interviewing. My LIFEfolio will also be introduced as a career planning tool. This class will equip non co-op students to develop a career strategy, utilize successful job searching techniques and integrate My LIFEfolio as part of their career progression.

Credits:

College: Bennett S. LeBow Coll. of Bus.

Department: Office of the Dean of COBA

Restrictions:

Must be enrolled in one of the following College(s)/School(s):

Bennett S. LeBow Coll. of Bus.

#### BUSN 110 - Orientation Seminar-Evening St

Assists students in the transition to a university environment. Provides exposure to ideas and life skills that are essential to success at Drexel, in the business community, and beyond. Emphasizes faculty, administration, and peer contact

Credits: 1.00

College: Bennett S. LeBow Coll. of Bus.

Department: Office of the Dean of COBA

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

#### BUSN 111 - Foundations for Business

Provides an integrated foundation for future business courses. Orients transfer and evening students to the main disciplines and functions of

business, in both the internal and external environments; enables hands-on analysis of information and decision-making in a competitive arena; and provides an opportunity to develop teamwork and to enhance communication, presentation, and other management skills.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Office of the Dean of COBA

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

#### BUSN 200 - Introductory Seminar in Business Research

This course provides an overview of methods used in business research. It will cover the development of research questions and hypotheses, research design and methods used in business, and the analysis and interpretation of data.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Office of the Dean of COBA

Restrictions:

Must be enrolled in one of the following Program Level(s):

Graduate Quarter

Undergraduate Quarter

Must have the following Classification(s):

Freshman

Sophomore

#### BUSN 301 - Accounting & Finance for Nonfinancial Professionals

A study of the accounting process and financial evaluation to enable nonfinancial professionals to work effectively with accountants and financial specialists in order to understand financial responsibilities within their profession and to make sound financial decisions. Basic accounting principles, financial statements, and financial analysis techniques will be emphasized.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

May not be enrolled in one of the following College(s)/School(s):

Bennett S. LeBow Coll. of Bus.

Must have the following Classification(s):

Junior

Senior

#### BUSN 399 - Independent Study in Business

Credits: .50 to 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Office of the Dean of COBA

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

#### BUSN 401 - Special Topics in Business I

Various special topics of particular interest to the business student

Credits: 1.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Office of the Dean of COBA  
Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

**BUSN 402 - Special Topics in Business II**  
Various special topics of particular interest to the business student  
Credits: 2.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Office of the Dean of COBA  
Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

**BUSN 403 - Special Topics in Business III**  
Various special topics of particular interest to the business student  
Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Office of the Dean of COBA  
Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

**BUSN 451 - Business Consulting**  
Students work in small teams to consult with community partners on various business projects. Students evaluate, design, plan, and implement capstone projects that integrate various business disciplines, determine project scope and objectives, define conceptual and theoretical issues, conduct research, analyze data, present plans and recommendations. Case studies model relevant issues for discussion. Client team meetings during business operations occur.  
Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Office of the Dean of COBA  
Restrictions:

Must be enrolled in one of the following Program Level(s):  
Undergraduate Quarter  
Must have the following Classification(s):  
Junior  
Senior

**BUSN 481 - Special Topics in Business**  
Covers various topics of particular interest to business students. All terms  
Credits: .50 to 12.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Office of the Dean of COBA  
Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):

Freshman

**BUSN 498 - Special Topics in General Business**  
This course covers topics of particular interest to students in general business.  
Credits: 12.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Office of the Dean of COBA  
Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

**BUSN 499 - Independent Study in General Business**  
Credits: .50 to 20.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Office of the Dean of COBA  
Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

### Human Resource Management Courses

**HRMT 321 - Staffing in Organizations**  
This course provides an overview of the process by which managers make decisions about staffing. It is intended to be useful for line managers and for persons who seek professional careers in HR. The focus is on theories, research, policies, and practices concerning selection for effective utilization of human resources.  
Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman  
Pre-Requisites: HRMT 323 Minimum Grade: D

**HRMT 323 - Principles of Human Resource Administration**  
Covers the underlying principles of personnel administration used in organizations by personnel departments and often by line managers. Uses case studies and exercises to illustrate the practical implications of various principles.  
Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman  
Pre-Requisites: ORGB 300 Minimum Grade: D

**HRMT 330 - Collective Bargaining**

Provides a socioeconomic analysis of the process of collective bargaining, from representation elections through contract negotiations, grievance handling and labor arbitration. Uses cases, texts, and readings

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: HRMT 323 Minimum Grade: D

HRMT 345 - Seminar In Human Resource Management

Presents an integrated approach to human resource management.

Examines a wide range of human resource issues faced by employers and employees in contemporary society.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: ORGB 300 Minimum Grade: D and HRMT 323 Minimum Grade: D and HRMT 321 Minimum Grade: D

HRMT 499 - Independent Study

Credits: 1.00 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Must have the following Classification(s):

Junior

Senior

## International Business Courses

INTB 200 - International Business

This course examines economic, political, legal, and social factors affecting formulation of international business strategy.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

INTB 332 - Multinational Corporations

Discusses the role and function of multinational corporations in the global economy, reasons for their existence, and the impact of market structures on the operations of multinationals. Considers the interactions between multinationals and national authorities, and the international transfer of technology. This is a writing intensive course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: (ECON 201 Minimum Grade: D and ECON 202 Minimum

Grade: D ) or (ECON 211 Minimum Grade: D and ECON 212 Minimum Grade: D )

INTB 334 - International Trade

Examines major issues in international trade and commercial policy.

Uses real-world applications to derive and illustrate models of international trade. Covers rationales and benefits of international trade, protectionism, the political economy of commercial policy, international trade and development, and economic integration and world trade.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: (ECON 201 Minimum Grade: D and ECON 202 Minimum

Grade: D ) or (ECON 211 Minimum Grade: D and ECON 212 Minimum Grade: D )

INTB 336 - International Money & Finance

Examines major issues in international finance and open-economy macroeconomics. Develops models of international monetary interdependence and applies them to real-world examples. Covers determinants of interest rates, balance of payments, international macro policy, restructuring the international monetary system, and globalization of financial markets.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: (ECON 201 Minimum Grade: D and ECON 202 Minimum

Grade: D ) or (ECON 211 Minimum Grade: D and ECON 212 Minimum Grade: D )

INTB 338 - Regional Studies in Economic Policies & International Business

Study of the industry, trade and macroeconomic trends of a major world region, such as East Asia, Latin America, Europe or the Near East. This is a writing intensive course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Pre-Requisites: ECON 201 Minimum Grade: D and ECON 202 Minimum Grade: D

#### INTB 440 - Seminar in International Business

Writing and discussion on advanced topics relevant to International Business. Content is determined mainly by the interests of the students enrolled at a particular term.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Must have the following Classification(s):

Junior

Senior

Pre-Requisites: INTB 200 Minimum Grade: D

#### INTB 481 - Special Topics in International Business

Credits: .50 to 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

#### INTB 499 - Independent Study in International Business

Credits: 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

### Legal Studies Courses

#### BLAW 201 - Business Law I

Covers scope and classification of business law and the field of contracts.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

#### BLAW 202 - Business Law II

Covers sales, negotiable instruments, personal property, and bailments.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

May not be enrolled in one of the following Program Level(s):

#### Continuing Education

May not have the following Classification(s):

Freshman

#### BLAW 321 - Law of Business Organizations

Covers agencies, partnerships, corporations, and limited-liability companies.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

#### BLAW 330 - Real Estate

Studies real property laws and the various rights, obligations, and limitations pertaining to land ownership. Analyzes the problems, procedures, and documents involved in the acquisition, mortgaging, and transfer of real property.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

#### BLAW 334 - Labor Law

Examines state and federal law regulating labor relations. Analyzes employment law and its impact on employment practices.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

#### BLAW 338 - Government Regulation and Business

Examines constitutional questions regarding relationship between business and various levels of government in the United States.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

#### BLAW 340 - International Business Law

Examines the law of international commercial transactions, trade, licensing, investments, and dispute resolution.

Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

BLAW 342 - Criminal Law  
Surveys state and federal criminal codes and procedures.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

BLAW 346 - Entrepreneurial Law  
This course is intended to address the various legal and ethical issues that confront individuals and companies in starting up new ventures, either within an existing company or a new start-up company.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Undergraduate Quarter

BLAW 348 - White Collar Crime  
Examines the current federal and local criminal codes as they apply specifically to managers and businesses and the enforcement process.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Undergraduate Quarter

BLAW 350 - Life Insurance  
Covers basic principles and practices in the field of life insurance  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

BLAW 354 - Property & Liability Insurance  
Covers principles involved in and the protection provided by property and liability insurance, including multiple line and all risk insurance  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

BLAW 356 - Legal Issues in Corporate Governance  
This course examines the legal and regulatory environment of corporate governance by reviewing legislation such as Sarbane/Oxley and other regulations. The course examines not only the compliance requirement and penalties imposed by such regulations, but also analysis the impact it has on director and managers in the management of business.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Undergraduate Quarter  
Pre-Requisites: BLAW 201 Minimum Grade: D

BLAW 358 - Employment Law  
Examines and analyzes legal aspects of employment as governed by law and judicial decision, including labor standards, workers' compensation, employment law and employment practices, and employer and employee rights.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Undergraduate Quarter  
Pre-Requisites: BLAW 201 Minimum Grade: D

BLAW 360 - Intellectual Property and Cyber Law  
This course presents an overview of the Law of Intellectual Property. It examines patents, copyrights, trademarks and trade secrets together with public policy issues including the Constitution and legislation. It also reviews current regulation and legislation relating to the Internet, including privacy and tort issues.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Undergraduate Quarter  
Pre-Requisites: BLAW 201 Minimum Grade: D

BLAW 481 - Special Topics in Business Law  
Various topics of particular interest to business law students.  
Credits: 1.00 to 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):

Freshman

**BLAW 498 - Special Topics in Legal Studies**

This course covers topics of particular interest in the area of legal studies.

Credits: 1.00 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

**BLAW 499 - Independent Study**

Credits: 1.00 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

### Management Courses

**MGMT 260 - Introduction to Entrepreneurship**

The course focuses on entrepreneurship as a generic activity, including start-ups and corporate entrepreneurship. It explores the opportunities and challenges faced by individuals starting up new ventures and the probable paths of career development for the students pursuing entrepreneurship.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

**MGMT 363 - Directed Study in Entrepreneurship**

This course provided student with real experiences in the realm of entrepreneurship under the guidance and direction Baiada Center in Technology Entrepreneurship. This course may not be repeated for credit.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: MGMT 260 Minimum Grade: D

**MGMT 364 - Technology Management**

This course focuses on the dynamic of technological innovation and change, in particular, how new technologies create entrepreneurial opportunities. The course examines how industries and firms are transformed by new technologies and what factors affect innovation performance.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

**MGMT 365 - Business Plan for Entrepreneurs**

In this course, students learn how to prepare a comprehensive strategy for launching a new business. The vehicle for achieving this is the preparation of a start-up business plan based on a selected opportunity.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: MGMT 260 Minimum Grade: D

**MGMT 450 - Strategy and Competitive Advantage**

Provides an integrated approach to business planning. Develops strategic analysis and decision-making through examination of an organization's internal and external environment. Requires written and oral case reports.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Must have the following Classification(s):

Senior

Pre-Requisites: FIN 301 Minimum Grade: D and ORGB 300 Minimum

Grade: D and MKTG 301 Minimum Grade: D and (OPM 300 Minimum

Grade: D or OPM 321 Minimum Grade: D )

**MGMT 451 - Management Simulation**

Requires student teams responsible for the operation of competing firms in a computer-simulated dynamic business environment to conduct top management strategic planning, analysis, and social responsibility.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Must have the following Classification(s):

Senior

Pre-Requisites: FIN 301 Minimum Grade: D and (POM 300 Minimum

Grade: D or OPM 300 Minimum Grade: D ) and ORGB 300 Minimum

Grade: D and MKTG 301 Minimum Grade: D

**MGMT 498 - Special Topics in Management**

This course covers various topics of particular interest to management students.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Must have the following Classification(s):

Junior

Senior

MGMT 499 - Independent Study

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Must have the following Classification(s):

Junior

Senior

### Management Information Systems Courses

MIS 300 - Management Information Systems

Provides a broad overview of computer technologies and issues involved in deploying computers in organizations. Develops functional knowledge of microcomputer use beyond computer literacy, and examines microcomputer hardware and software in detail. Examines networking issues, including the Internet, for their impact on businesses.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

MIS 341 - Microcomp Technol for Business

Builds on the introductory MIS course. Covers computer hardware, software, and networking technologies in considerable detail. Discusses client/server computing, including network operating systems, middleware, and DBMSs, as well as how these technologies can be cost-effectively and efficiently deployed in business contexts. Uses hands-on labs.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 300 Minimum Grade: D

MIS 342 - Systems Analysis and Design

Introduces structured and object-oriented systems analysis and design methodologies in classroom and hands-on lab settings. Discusses

system life-cycle concepts and techniques such as dataflow diagrams, structure charts, and E-R diagrams. Also covers object-oriented design, prototyping, and rapid application development approaches.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 300 Minimum Grade: D

MIS 343 - Dbase Design & Implement

Covers data and file structures, object-oriented database design, and the use of SQL for querying databases. Discusses logical and physical database design and offers hands-on experience with commercial database management systems (DBMSs).

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 342 Minimum Grade: D

MIS 344 - Netwkg Technol For Bus

Introduces networking concepts and technologies. Examines the OSI reference model, networking protocols and topologies, and networking operating systems (NOSs). Compares local, campus, metropolitan, and wide-area networks and the newest devices they use. Also includes hands-on use of a leasing NOS.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 300 Minimum Grade: D

MIS 345 - Client/Svr Comptg For Bus

Examines client/server architecture and discusses how it may be successfully developed and deployed. Examines the technological infrastructure of C/S systems such as networks and middleware in hands-on lab settings.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 300 Minimum Grade: D and MIS 341 Minimum Grade: D



#### MIS 346 - Management Information Systems Strategy

To discuss Management of Information Systems, and then to elaborate on its application to organizational change, especially to reengineering. This course will introduce the student to central aspects of MIS policy and strategy in the first part of the course and then use these concepts to understand reengineering in the latter part of the course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

#### MIS 347 - Domestic and Global Outsourcing Management

To introduce the student to issues in managing the outsourcing of Information Systems. This will be done in a mixture of lectures and student team presentations. The lectures will introduce the students to some of the central themes of outsourcing IS by summarizing current literature. Parallel to these lectures students will form study teams to investigate other important topics of IS outsourcing through a guided literature reading.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

#### MIS 348 - Visual Basic Database Programming for Business

To introduce Business students to the basic concepts of programming, object oriented thinking, and database programming in the context of business applications.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

#### MIS 359 - Information Systems Project

Capstone course of the MIS sequence. Involves a project in which students use various system analysis and design skills, including business skills, to develop an information system through all aspects of the life cycle. Requires students to do requirements analysis, cost/benefit analysis, design, and development of a complete system, either an actual organizational problem or a large case study. Uses a 4GL tool for system development.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

Pre-Requisites: MIS 300 Minimum Grade: D and MIS 341 Minimum Grade: D and MIS 342 Minimum Grade: D and MIS 343 Minimum Grade: D and MIS 344 Minimum Grade: D

#### MIS 481 - Sp Topics-Mgmt Info Sys

Credits: 1.00 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Must have the following Classification(s):  
Junior  
Senior

#### MIS 498 - Special Topics in MIS

This course covers topics of particular interest to information systems students.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Must have the following Classification(s):  
Junior  
Senior

#### MIS 499 - Independent Study

Independent Study

Credits: 1.00 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Must have the following Classification(s):  
Junior  
Senior

### Management Information Systems Courses

#### MIS 300 - Management Information Systems

Provides a broad overview of computer technologies and issues involved in deploying computers in organizations. Develops functional knowledge of microcomputer use beyond computer literacy, and examines microcomputer hardware and software in detail. Examines networking issues, including the Internet, for their impact on businesses.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman  
Sophomore

#### MIS 341 - Microcomp Technol for Business

Builds on the introductory MIS course. Covers computer hardware, software, and networking technologies in considerable detail. Discusses client/server computing, including network operating systems, middleware, and DBMSs, as well as how these technologies can be cost-effectively and efficiently deployed in business contexts. Uses hands-on labs.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 300 Minimum Grade: D

#### MIS 342 - Systems Analysis and Design

Introduces structured and object-oriented systems analysis and design methodologies in classroom and hands-on lab settings. Discusses system life-cycle concepts and techniques such as dataflow diagrams, structure charts, and E-R diagrams. Also covers object-oriented design, prototyping, and rapid application development approaches.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 300 Minimum Grade: D

#### MIS 343 - Dbase Design & Implement

Covers data and file structures, object-oriented database design, and the use of SQL for querying databases. Discusses logical and physical database design and offers hands-on experience with commercial database management systems (DBMSs).

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 342 Minimum Grade: D

#### MIS 344 - Netwkg Technol For Bus

Introduces networking concepts and technologies. Examines the OSI reference model, networking protocols and topologies, and networking operating systems (NOSs). Compares local, campus, metropolitan, and wide-area networks and the newest devices they use. Also includes hands-on use of a leasing NOS.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 300 Minimum Grade: D

#### MIS 345 - Client/Svr Comptg For Bus

Examines client/server architecture and discusses how it may be successfully developed and deployed. Examines the technological infrastructure of C/S systems such as networks and middleware in hands-on lab settings.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 300 Minimum Grade: D and MIS 341 Minimum Grade: D

#### MIS 346 - Management Information Systems Strategy

To discuss Management of Information Systems, and then to elaborate on its application to organizational change, especially to reengineering. This course will introduce the student to central aspects of MIS policy and strategy in the first part of the course and then use these concepts to understand reengineering in the latter part of the course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

#### MIS 347 - Domestic and Global Outsourcing Management

To introduce the student to issues in managing the outsourcing of Information Systems. This will be done in a mixture of lectures and student team presentations. The lectures will introduce the students to some of the central themes of outsourcing IS by summarizing current literature. Parallel to these lectures students will form study teams to investigate other important topics of IS outsourcing through a guided literature reading.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

#### MIS 348 - Visual Basic Database Programming for Business

To introduce Business students to the basic concepts of programming, object oriented thinking, and database programming in the context of business applications.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

MIS 359 - Information Systems Project

Capstone course of the MIS sequence. Involves a project in which students use various system analysis and design skills, including business skills, to develop an information system through all aspects of the life cycle. Requires students to do requirements analysis, cost/benefit analysis, design, and development of a complete system, either an actual organizational problem or a large case study. Uses a 4GL tool for system development.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

May not have the following Classification(s):

Freshman

Pre-Requisites: MIS 300 Minimum Grade: D and MIS 341 Minimum Grade: D and MIS 342 Minimum Grade: D and MIS 343 Minimum Grade: D and MIS 344 Minimum Grade: D

MIS 481 - Sp Topics-Mgmt Info Sys

Credits: 1.00 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

Must have the following Classification(s):

Junior

Senior

MIS 498 - Special Topics in MIS

This course covers topics of particular interest to information systems students.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

Must have the following Classification(s):

Junior

Senior

MIS 499 - Independent Study

Independent Study

Credits: 1.00 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

Must have the following Classification(s):

Junior

Senior

## Marketing Courses

MKTG 301 - Introduction to Marketing Management

Provides a conceptual and applications-oriented framework for marketing decision-making in a dynamic environment. Emphasizes satisfying target customers and achieving organizational objectives through skillful blending of strategies in product development, pricing, promotion, and distribution. This is a writing intensive course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

MKTG 321 - Selling and Sales Management

Covers planning, direction, and control of the personal selling activities of an organization, including recruiting, selecting, training, equipping, assigning, routing, supervising, compensating, motivating, leading, and evaluating a sales force.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C-

MKTG 322 - Advertising & Advert Mgmt

Examines advertising principles, techniques, and methods; artistic and creative aspects; psychological appeals; and production. Covers advertising management, including organization and planning, problems and strategies, media selection and evaluation, and agency-client relationships.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):  
Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C-

MKTG 324 - Mktg Chan & Distrib Sys

Examines philosophies, concepts, principles, and methods that must be employed to achieve maximum effectiveness and efficiency in distribution of goods and services. This is a writing intensive course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C

#### MKTG 326 - Marketing Research

Applies analytical tools in the investigation of marketing problems.

Emphasizes systematic research design, gathering, and interpretation of information for marketing decision-making.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C

#### MKTG 344 - Professional Personal Selling

Prepares students for business-to-business personal selling careers.

Uses role-playing and experiential exercises to teach the latest strategies and tactics in prospecting and qualifying, planning sales calls, approaching prospects, making sales presentations, negotiating resistance, confirming and closing "win-win" agreements, and servicing customers to ensure satisfaction.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C

#### MKTG 347 - New Product Development

Analyzes the process of discovering new product opportunities and creating new product ideas that are strategically sound. Covers demand analysis, futuristics, new product strategy, creativity techniques, product evaluation, interacting with research and development departments, and developing a marketing plan.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C-

#### MKTG 348 - Services Marketing

Covers marketing theory, concepts, strategy, and tactics as applied to the unique characteristics and demands of service-oriented industries such as health care, transportation, finance, law, consulting, education, training, tourism, security, entertainment, and hospitality within a global macroenvironment.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C-

#### MKTG 351 - Mktg For Non-Profit Orgs

Applies the marketing concepts of product, price, promotion, distribution, and benefit-cost maximization to the exchange relations of non-profit organizations.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C-

#### MKTG 352 - Sales Promotion

Focuses on the goals, analytical approaches, and key issues surrounding the formulation and implementation of sales promotional strategies. Includes exams and a group project.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C-

#### MKTG 353 - Business-to-Business Marketing

Covers practices, strategies, and managerial problems in marketing and distributing industrial products and services to the industrial customer; procurement and sales practices; and cost and price analysis.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):  
Freshman  
Sophomore  
Pre-Requisites: MKTG 301 Minimum Grade: C

#### MKTG 355 - Direct Marketing

Addresses the principles, techniques, and methods of direct marketing in an era of emerging global technologies. Emphasizes field work, projects, and presentations.  
Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C-

#### MKTG 356 - Consumer Behavior

Applies contemporary behavioral science to consumer decision-making, including the relationship between the efforts of business firms in marketing their products and the reactions of ultimate consumers.  
Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C-

#### MKTG 357 - Global Marketing

Examines international involvement of companies from exporting to the multinational enterprise stage. Covers the nature of international competition; distribution systems; pricing and credit policies; promotional methods; trade barriers and agreements; and the cultural, political, legal, ethical, and technological barriers. This is a writing intensive course.  
Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C-

#### MKTG 358 - Transportation and Logistics

Covers historical development of transportation facilities, comparative services of alternative means of transport, pricing practices, and transportation related to marketing. Deals with both freight and passenger transportation issues in economic and public policy contexts.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

May not have the following Classification(s):

Freshman

Sophomore

Pre-Requisites: MKTG 301 Minimum Grade: C-

#### MKTG 362 - Brand and Reputation Management

The course focuses on the strategic management of product and organization brands, both corporate and non-profit, and how one can build brands that are highly distinguished reputationally to enhance financial value, attract and keep top talent and build relationships with customers, communities, and other key stakeholders.  
Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Pre-Requisites: MKTG 301 Minimum Grade: D

#### MKTG 380 - Seminar in Marketing Strategy

Builds upon marketing concepts learned in other courses and presents an integrated approach to marketing strategy. Uses a number of real-life cases and requires students to work in groups and make project presentations.  
Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Must have the following Classification(s):

Senior

Pre-Requisites: MKTG 301 Minimum Grade: C-

#### MKTG 498 - Special Topics in Marketing

This course covers topics of particular interest to marketing students.  
Credits: 1.00 to 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

Pre-Requisites: MKTG 301 Minimum Grade: C-

#### MKTG 499 - Independent Study

Independent Study  
Credits: .50 to 6.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

May not be enrolled in one of the following Program Level(s):

Continuing Education

## Operations Management Courses

### OPM 300 - Operations Management

Provides students with an understanding of the transformation process, the primary function of every manufacturing/service organization, and how it adds value to the outputs. Discusses the decision-making process and techniques for planning and controlling the operations function.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: STAT 201 Minimum Grade: D or STAT 205 Minimum Grade: D or STAT 261 Minimum Grade: D

### OPM 315 - Service Operations Management

Analyze service systems from the viewpoint of the operations manager to understand where and in what ways the body of knowledge developed in operations management, strategy, and marketing can be applied and where other approaches are necessary. Focus on understanding what customers want, designing systems and procedures delivering services, and controlling quality.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: OPM 300 Minimum Grade: D or POM 300 Minimum Grade: D or STAT 205 Minimum Grade: D

### OPM 321 - Planning and Control of Operations

The course objective is to provide students with an understanding of managerial concepts and quantitative tools required in the design and operation of manufacturing/service systems. This course examines strategic planning decision problems, such as capacity planning, facility planning, locations decision, work/job design, and project management from the perspective of a production/operations manager of a business organization/

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: OPM 300 Minimum Grade: D or POM 300 Minimum Grade: D or STAT 205 Minimum Grade: D

### OPM 325 - Advanced Planning and Control of Operations

This course focuses on the medium to short-term managerial decision processes and models within the realm of the operations function of manufacturing and service organizations. Topics covered include time series forecasting, aggregate planning, materials management, operations and staff scheduling, and statistical quality control.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: (OPM 321 Minimum Grade: D or POM 321 Minimum Grade: D ) and (OPR 320 Minimum Grade: D or POM 331 Minimum Grade: D )

### OPM 341 - Supply Chain Management

Presents and explains the concepts, insights, practical tools and decision support systems that are important for the effective managements of supply chains. Long-term strategic design issues, shorter-term tactical and operational issues are closely examined. State-of-the-art concepts of globally optimal decision making, often across traditional organizational boundaries are emphasized.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: OPM 325 Minimum Grade: D or POM 325 Minimum Grade: D

### OPM 481 - Special Topics in Operations Management

This course covers topics of particular interest to students in operations management. May be repeated three times for credit.

Credits: .50 to 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

### OPM 499 - Independent Study in Operations Management

Independent Study.

Credits: .50 to 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

## Operations Research Courses

### OPR 320 - Linear Models for Decision Making

Applies modeling and mathematical techniques to complex decision problems in business, with a focus on deterministic systems. Covers linear programming, integer programming, goal programming and networks. This is a writing intensive course.

Credits: 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

Must be enrolled in one of the following Program Level(s):

Undergraduate Quarter

Pre-Requisites: MATH 102 Minimum Grade: D or MATH 123 Minimum Grade: D or MATH 133 Minimum Grade: D

**OPR 330 - Advanced Decision Making and Simulation**  
Applies modeling and mathematical techniques to complex decision problems, with a focus on nonlinearity and uncertainty in the business environment. Covers nonlinear programming, dynamic programming, queuing theory, Markov Processes, decision analysis and simulation.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Undergraduate Quarter  
Pre-Requisites: OPR 320 Minimum Grade: D or POM 331 Minimum Grade: D

**OPR 499 - Independent Study**  
Provides independent study in Operations Research.  
Credits: .50 to 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education

### Organizational Behavior Courses

**ORGB 300 - Organizational Behavior**  
Provides conceptual understanding of various principles of management and organizational processes and the opportunity for skill-building in the areas of individual, interpersonal, and intergroup organizational behaviors. This is a writing intensive course.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman  
Sophomore

**ORGB 420 - Negotiations and Conflict Resolution**  
This course provides both a theoretical understanding of the central concepts in negotiation and conflict management through applied experience in these processes. Through classroom exercises, discussion, and personal reflection, students will improve their ability to negotiate and manage conflicts through gained confidence in these processes.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Must have the following Classification(s):  
Junior  
Pre-Junior

Senior

**ORGB 498 - Special Topics in Organizational Behavior**  
This course covers various topics of particular interest to management students.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Must have the following Classification(s):  
Junior  
Senior

**ORGB 499 - Independent Study**  
Credits: 1.00 to 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Must have the following Classification(s):  
Junior  
Senior

### Production Operations Mgmt Courses

**POM 345 - Seminar in Operations Management**  
Examines current topics in Production and Operations Management, such as supply chain management, business processing re-engineering, and other quality and productivity issues. The course will have a team-focused project orientation requiring group reports and presentations.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman  
Sophomore  
Pre-Requisites: POM 321 Minimum Grade: D and POM 325 Minimum Grade: D

### Taxation Courses

**TAX 341 - Individual Income Taxes**  
Surveys the tax structure of the United States, with emphasis on those portions of the Internal Revenue Code that affect the federal income tax liabilities of individuals.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):

Freshman  
Pre-Requisites: ACCT 115 Minimum Grade: C

TAX 342 - Business Income Taxes  
Introduces the federal taxation of income earned by corporations, partnerships, and fiduciaries. Considers federal gift and estate taxes.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman  
Pre-Requisites: TAX 341 Minimum Grade: C

TAX 353 - Personal Income Taxes  
Non-accounting majors only. Introduces the federal tax system, with emphasis on the individual income tax. Uses tax preparation software.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not be enrolled in one of the following Major(s):  
Accounting  
May not have the following Classification(s):  
Freshman

TAX 390 - Financial Planning and Taxes  
The Financial Planning and Tax course introduces students to increase personal wealth due to the influence of tax on business and personal decision making. Thin influence of tax illustrated through class discussions and case assignments, which are real world personal financial and investments opportunities.  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Undergraduate Quarter  
Pre-Requisites: TAX 341 Minimum Grade: C

TAX 481 - Special Topics in Taxation  
Credits: .50 to 12.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman

TAX 499 - Independent Study  
Provides independent study in Taxation.  
Credits: .50 to 4.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
May not have the following Classification(s):  
Freshman