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## Accounting Courses

### ACCT 600 - Accounting Analysis & Theory

Topics may include: economic and political aspects of the financial reporting standard setting process; agency theory and efficient markets hypotheses and their financial reporting implications; analysis of accounting information with an emphasis on accounting measurement issues and evaluating the quality of financial accounting information for use in accounting-related decisions.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: (ACCT 323 Minimum Grade: C or ACCT 352 Minimum Grade: C ) and ACCT 341 Minimum Grade: C

Repeat Status: Not repeatable for credit

### ACCT 601 - Managerial Accounting

Discusses management accounting as part of the firm's information system, drawing on modern cost accounting and budgeting systems for planning and controlling business operations.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 501 Minimum Grade: C

Repeat Status: Not repeatable for credit

### ACCT 603 - Strategic Cost Management

Examines recent advances in cost management principles and applies these principles to practical situations. Also covers how management accounting tools can be utilized by management for tactical and strategic profit planning and control.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: ACCT 331 Minimum Grade: C

Repeat Status: Not repeatable for credit

### ACCT 604 - International Financial Reporting

Examines the international dimensions of financial reporting with primary emphasis on financial reporting and disclosure under International Financial Reporting Standards.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: ACCT 602 Minimum Grade: C

Repeat Status: Not repeatable for credit

### ACCT 605 - Assurance Services

Focuses on emerging issues related to assurance services and involves researching and resolving practice-oriented problems. In addition to other relevant topics selected by the instructor, the course covers issues related to the audit of a company's internal controls.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: ACCT 341 Minimum Grade: C

Repeat Status: Not repeatable for credit

### ACCT 606 - Current Issues in the Accounting Profession

This course focuses on key issues facing the profession. Students hear from speakers in the accounting profession about a variety of topics, including personal career issues, keys to professional success, and profession-wide developments.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

### ACCT 607 - Forensic Investigation

Study of the process of locating, investigating, and documenting fraud in a business environment. 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: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

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

Repeat Status: Not repeatable for credit

### ACCT 608 - Government and Not-for-Profit Accounting

Topics may include: uses of fund accounting and budgeting in governmental entities; the financial reporting entity; elements of financial states; conceptual reporting issues for state and local governments; accounting and financial reporting for governmental and non-governmental not-for-profit organizations, including hospitals, universities, and voluntary health and welfare organizations.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: ACCT 322 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **ACCT 620 - Asset Val Income Recognition**

Provides the necessary background to continue advanced study and research. Includes intermediate theory in the areas of asset valuation and revenue and expense determination. Students who have taken the first half of intermediate accounting at the undergraduate level should not enroll in this course.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: BUSN 501 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **ACCT 621 - Liability and Equity Valuation**

Provides an in-depth study of evaluation of liabilities and owner's equity, related expense recognition, and financial statement preparation and analysis. Students who have taken the second half of intermediate accounting at the undergraduate level should not enroll in this course.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: ACCT 620 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **ACCT 622 - Advanced Financial Accounting**

Studies concepts and procedures related to business combinations, consolidated financial statements, foreign currency translation, and other selected topics. Students who have taken advanced accounting at the undergraduate level should not enroll in this course.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: ACCT 621 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **ACCT 623 - Financial Accounting Theory**

Provides intensive study of the theoretical concepts underlying the various elements of financial statements. Requires students to critically

evaluate the current generally accepted accounting principles, and, more important, evaluate all accounting principles whether currently accepted or not.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: ACCT 620 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **ACCT 631 - Advanced Managerial Accounting**

Examines recent advances in cost management, applies strategic cost management principles to practical situations, and provides an appreciation of the importance of accounting information in managerial decision-making and planning.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: ACCT 601 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **ACCT 636 - Int'l Acctg & Fin Stmt Analys**

Examines the accounting function from an international perspective, focusing on the differences in accounting and reporting practices that exist internationally, reasons for the differences, and their effect on the efficiency of the global capital market.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: ACCT 621 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **ACCT 640 - Auditing Theory & Philosophy**

Covers theory and concepts underlying financial audits, including the auditor's role in society, concepts of professional ethics and legal liability, application of underlying concepts to audits of financial statements, and auditors' reports.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: ACCT 621 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **ACCT 650 - Accounting Information Systems**

Examines the relationships and distinctions between accounting information systems (AIS) and the total management information system, with major emphasis on computerized AIS. Covers oral and written communication, objectives and procedures of internal control, proper system documentation through flowcharts and other techniques, and systems analysis and design methodologies.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: ACCT 601 Minimum Grade: C or BUSN 501 Minimum

Grade: C

Repeat Status: Not repeatable for credit

#### **ACCT 698 - Special Topics**

See department for course description.

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: ACCT 111 Minimum Grade: C or ACCT E311 Minimum

Grade: C or ACCT 511 Minimum Grade: C or BUSN 501 Minimum Grade:

C

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

#### **ACCT 699 - Independent Study**

Independent Study

Credits: .50 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: ACCT 601 Minimum Grade: C or ACCT 602 Minimum

Grade: C or ACCT 620 Minimum Grade: C

Repeat Status: Course can be repeated 98 time(s)

#### **ACCT 790 - Seminar in Accounting**

Examines selected accounting topics from the standpoint of historical background, current theory, and future application to financial reporting. Requires oral and written reports.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: ACCT 621 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **ACCT 910 - Research Methods in Accounting**

Provides in-depth analysis of the application of research methodologies in accounting.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 901 Minimum Grade: C and MGMT 904 Minimum

Grade: C

Repeat Status: Not repeatable for credit

#### **ACCT 921 - Empirical Research in Acct I**

An introduction to empirical research concerning financial accounting and the capital markets.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 901 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **ACCT 922 - Empirical Research in Acct II**

This course builds upon the material in ACCT 921 and examines topics in empirical research in financial accounting and the capital markets.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: ACCT 921 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **ACCT 931 - Behavioral Research in Acct I**

Seminar involving an in-depth analysis and critique of the experimental design, conclusions, use and choice of subjects, and statistical techniques of judgment and decision-making in accounting.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: MGMT 904 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **ACCT 932 - Behavioral Research in Acct II**

Seminar involving an in-depth coverage of accounting research utilizing experimentation designs to examine issues such as instrument development.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: MGMT 904 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **ACCT 990 - Special Topics-PhD-Accounting**

Credits: .50 to 9.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

#### **ACCT 998 - Dissertation Research Acct**

Credits: 1.00 to 12.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

#### **ACCT 999 - ACCT Independent Study**

ACCT Independent Study  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

### **Business Statistics Courses**

#### **STAT 511 - Quantitative Analysis I**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Not repeatable for credit

#### **STAT 601 - Business Statistics**

This course covers the basic principles and implementation techniques of analysis of variance, simple and multiple regression analysis, and statistical process control. An understanding of how these tools can support managerial decision making is also emphasized.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter

Repeat Status: Not repeatable for credit

#### **STAT 602 - Decision Sciences I**

Concentrates on the application of quantitative decision-making models to significant problem situations in business and government. Emphasizes statistical inference techniques, including hypothesis testing, simple and multiple linear regression and correlation, analysis of variance models, non-parametric methods, and computer applications.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: STAT E313 Minimum Grade: C or STAT 313 Minimum Grade: C or STAT 202 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **STAT 622 - Statistical Decision Theory I**

Covers philosophy and concepts of Bayesian decision techniques; diagramming decision situations; defining decision strategies; minimax, maximin, and expected value principles; measures of utility; value of additional information; optimum sample size; and analysis with discrete and continuous functions.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: STAT 601 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **STAT 624 - Statistical Decision Theory II**

Continues BSTAT 622. Applies principles and techniques of statistical decision theory to case problems  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: STAT 622 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **STAT 626 - Statistical Sampling**

Covers random processes; sampling frames; properties of estimators; simple random sampling, stratified sampling, cluster sampling, and stratified cluster sampling; ratio estimates; reliability and validity; and construction of survey instruments.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **STAT 628 - Regress & Corr Analysis**

Covers techniques of simple and multiple linear regression models, including residual analysis, assumption violations, variable selection techniques, correlated independent variables, qualitative input and output variables, ridge regression, polynomial and non-linear regression, regression with time-series data, forecasting, and normal correlation models.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **STAT 634 - Quality & Six-Sigma**

This course covers the current theory and practice in quality, with a focus on Six-Sigma Implementation. Topics will include the dynamic nature of quality, the roles of management in planning and guiding quality efforts, as well as the fundamentals of statistical methods for quality monitoring and improvement.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **STAT 636 - Experimental Design**

Introduces design of experiments. Covers topics including scientific approach to experimentation, completely randomized designs, randomized complete block designs, Latin square designs, factorial designs, two-factorial designs, fractional factorials, nested and split plot designs, response surfaces designs, and Taguchi methods.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **STAT 638 - Adv Stat Quality Control**

Covers advanced topics in statistical process control. Covers topics including cumulative sum (CUSUM) control charts, exponentially weighted moving average (EWMA) control charts, multivariate control

charts, economic design and evaluation of control charts, performance specifications, process capability and improvement, and computer applications. Usually includes several guest speakers from service and manufacturing firms.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 634 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **STAT 698 - Special Topics**

Provides courses in topics of current interest to faculty and students.

May be repeated for credit if topics vary.

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 601 Minimum Grade: C

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

#### **STAT 699 - Independent Study in Quant Mth**

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

Pre-Requisites: STAT 601 Minimum Grade: C or STAT 602 Minimum

Grade: C or STAT 313 Minimum Grade: C or STAT E313 Minimum

Grade: C or STAT 511 Minimum Grade: C

Repeat Status: Course can be repeated 98 time(s)

#### **STAT 790 - Seminar in Management Analysis**

Provides independent research on selected management topics.

Requires oral presentation and written report of graduate quality.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 601 Minimum Grade: C or STAT 602 Minimum

Grade: C or STAT 313 Minimum Grade: C or STAT E313 Minimum

Grade: C or STAT 511 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **STAT 792 - Seminar in Quality Science**

Provides independent research on selected topics in quality science.

Requires oral presentation and written report of graduate quality.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: STAT 601 Minimum Grade: C or STAT 602 Minimum Grade: C or STAT 313 Minimum Grade: C or STAT E313 Minimum Grade: C or STAT 511 Minimum Grade: C  
Repeat Status: Not repeatable for credit

**STAT 901 - Quantitative Methods I**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Not repeatable for credit

**STAT 902 - Quantitative Methods II**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Not repeatable for credit

**STAT 920 - Stochastic Processes I**

The focus of this course is on the construction of stochastic models for decision problems and the analysis of their properties. The course introduces Markov Chains and the classification of their convergence, and moves on to queuing models.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: STAT 901 Minimum Grade: C and STAT 902 Minimum Grade: C  
Repeat Status: Not repeatable for credit

**STAT 922 - Stat Meths Exper Design**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Not repeatable for credit

**STAT 924 - Multivariate Cont Analysis**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Not repeatable for credit

**STAT 990 - Sp Top-PhD-Quant Methods**

Credits: .50 to 9.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**STAT 998 - Dissertation Research in Statistics**

Dissertation Research  
Credits: 1.00 to 12.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 12 time(s) for 24.00 credit(s)

**STAT 999 - STAT Independent Study**

STAT Independent Study  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

**STAT E313 - Quantitative Analysis III**

Covers descriptive statistics, elementary probability theory, discrete and continuous random variables and probability distributions, central limit theorem, expected value, statistical estimations, hypothesis testing, and linear regression and correlation analysis. All terms.  
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 312 Minimum Grade: D  
Repeat Status: Not repeatable for credit

## Economics Courses

### **ECON 601 - Managerial Economics**

Covers demand and cost analysis, pricing policies, and selected topics of economic analysis as they relate to business policies.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **ECON 610 - Microeconomics**

Covers consumer and producer behavior, responses to price changes, cost functions, and various market structures, including perfect market competition, monopoly, monopolistic competition, and oligopoly. Applies theories to issues in resource markets and international trade.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **ECON 614 - Macroeconomics**

Provides an in-depth analysis of 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. Emphasizes the use of theory to understand past and current macroeconomic events.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **ECON 616 - Pub Fin Cost Benef Analy**

Introduces market failure as a justification for government provision of public goods and regulation. Covers public choice theory and cost-benefit analysis for public expenditure, impact of taxation on efficiency, incidence of taxes, personal and corporate income taxes, and fiscal federalism.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **ECON 630 - International Economics**

Examines the theoretical principles guiding international trade.

Emphasizes the gains from trade, exchange rates, and balance-of-payments adjustments.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **ECON 634 - History of Economic Analysis**

Traces the development of economic principles and ideas to the present time. Emphasizes the historical changes that have taken place in the frameworks of economic analysis.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **ECON 650 - Bus Stratgy: Game Thry & Appl**

This course discusses business strategy in the context of the "game theory" approach to strategic interaction, with additional tools drawn from industrial organization and economic theory. Alternative approaches to pricing strategy, strategic investment, strategies of technological innovation, market entry, and information release;

strategy for design of and participation in auctions.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **ECON 661 - Health Economics**



Use analytical techniques from microeconomics to analyze the inter-relationship between health care resources, providers, consumers, and markets.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **ECON 662 - Economic Analysis of Health Systems**

Using applies microeconomic models developed in ECON 661, this course analyzes the government's role in health care. Methodology for economic evaluation of health care intervention and analysis of the pharmaceutical industry.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **ECON 698 - Special Topics**

Provides courses on topics of current interest to faculty and students.

May be repeated for credit if topics vary.

Credits: 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

### **ECON 699 - Independent Study - 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: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Course can be repeated 98 time(s) for 998.00 credit(s)

### **ECON 790 - Seminar in Managerial Econ**

Requires students to present the results of research on the application of theory to contemporary problems in business economics. Requires

oral presentation and written report of graduate quality. Offered alternate years.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 201 Minimum Grade: C and ECON 202 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **ECON 901 - Foundations of Econ Analysis**

This course covers some of the basic analytical foundations of micro and macro economics. Topics include: constrained optimization, consumer theory, theory of the firm, economic growth, and money and inflation.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

### **ECON 902 - Mathematical Economics**

The purpose of this course is to provide Ph.D. students with a survey of the basic math tools applied in the study of Microeconomics, Macroeconomics, Econometrics and related areas such as Finance.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

### **ECON 910 - Advanced Microeconomics I**

This course is intended to introduce the student to a rigorous treatment of Microeconomic Theory. Topics include an introduction to choice theory; the representative consumer's utility maximization problem; and the firm's profit maximization problem and choice under certainty.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 901 Minimum Grade: C or ECON 902 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 911 - Advanced Microeconomics II**

This course is a continuation of Advanced Microeconomics I. Topics to be covered include competitive markets, oligopoly model, adverse selection, signaling, screening, moral hazard, the principle-agent problem and auctions.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 910 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 920 - Advanced Macroeconomics I**

This course introduces student to the basic tools and structures used in modern macroeconomic research. The course covers basic general equilibrium models of business cycles and growth including two period models: finite horizon models and infinite horizon models in both discrete and continuous time.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 901 Minimum Grade: C or ECON 902 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 921 - Advanced Macroeconomics II**

This course introduces students to models and techniques used extensively in macroeconomics. While focusing on tools, the course presents and discusses competing theories of monetary aspects of macroeconomic and short-run fluctuations in a closed economy, with several extensions to the open-economy setting.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 920 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 930 - Monetary Economics**

This course is designed to give students in-depth knowledge of the models used to investigate the interactions between real and monetary factors. Topics covered include short-run real effects of monetary policy, the credit channel of money, and types and effectiveness of monetary policy rules.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

PHD COBA

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

Continuing Education

Pre-Requisites: ECON 920 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 940 - Econometrics I**

This course is an introduction to applied econometric techniques beyond Ordinary Least Squares (OLS). Many of the questions that arise in economics cannot be studied using linear estimation methods. Nonlinear estimation techniques will be presented with emphasis on interesting economic questions that can be analyzed using these methods.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 901 Minimum Grade: C and STAT 902 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 941 - Econometrics II**

This course examines advanced topics in time-series econometrics and its application to economic/finance research, unit-root tests, bivariate and multivariate co-integration relationships, causality and error correction models, vector autoregression models, and the time-varying heteroskedastic behavior of economic and financial data.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 901 Minimum Grade: C and STAT 902 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 942 - Applied Microeconometrics**

This course provides an advanced, in-depth study of many of the popular techniques used in the analysis of microeconomic data. Topics will include panel data, identification of causal effects, and Generalized Method of Moments estimation. The course will present theoretical models but will stress the implementation of the models to applied settings and the interpretation of the empirical results.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

Must have the following Classification(s):

PhD Program

Pre-Requisites: ECON 940 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 950 - Industrial Organization I**

This course is an introduction to theoretical industrial organization. We will examine how firms interact in markets characterized by imperfect competition.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 911 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 951 - Industrial Organization II**

This course introduces the student to research methods in industrial organization. The primary focus is on the use of empirical analysis, although relevant theoretical papers are discussed.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 950 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 952 - Health Economics**

This course discusses the economics of the health care system including government programs and policies that influence health.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 910 Minimum Grade: C and ECON 940 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 955 - Public Economics**

This course discusses the welfare effects of government expenditure programs, taxes, and other policies including their incentive effects on firms and households.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 910 Minimum Grade: C and ECON 940 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 959 - Industrial Organization Seminar**

This course will be team-taught by Economics faculty members whose research interest lie in the areas of Industrial Organization (theoretical

and applied). It will be a continuation of IO-I (theory) and IO-II (applied).

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 951 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 960 - International Trade**

This course provides the student with an understanding of the theory of International Economics and some empirical issues. Topics include: determinants of trade patterns, gains from trade, international factor mobility, factor market distortions, strategic trade policy, and issues related to the theory of commercial policy and international finance.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 910 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 961 - Empirical International Trade**

The purpose of this course is for students to be familiar with a number of important topics and papers in the empirical trade literature.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 960 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 962 - Open Economy Macroeconomics**

This course emphasizes macroeconomic issues and policies in an open-economy setting. Topics covered include: monetary and exchange rate regimes, international capital flows, and current issues in international macroeconomic policy.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 920 Minimum Grade: C and ECON 940 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 964 - Economic Development**

This course examines a number of theoretical and empirical issues in economic development of underdeveloped economies, including topics dealing with growth, inequality, human capital, the relationship between international trade and economics development, and credit and labor market imperfections.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 910 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 969 - International Trade Seminar**

This course is the last of a three-course sequence of international trade at the graduate level. The course will be jointly taught by faculty with expertise in theoretical and/or empirical aspects of international trade and public policy.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 960 Minimum Grade: C and ECON 961 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 979 - Open Economy Macro Seminar**

The objective of the course is to introduce students to current/relevant topics in open economy macroeconomics (OEM) and international finance (IF) and get them started on their own individual research. The course emphasizes international macroeconomic and financial topics in an open-economy setting and relevant international policy issues. The course is organized as a broad-based reading on main issues in OEM/IF and producing and presenting a research paper.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: ECON 962 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **ECON 980 - Game Theory**

This course introduces concepts and tools of game theory as they enter into business and economics research. Topics to be covered include Nash equilibrium, games in extensive form and repeated games, together with critical and scholarly controversies about game theory.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

### **ECON 990 - Special Topics-PhD-Economics**

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

PHD COBA

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

Continuing Education

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

### **ECON 992 - Independent Study**

An independent research project conducted under the guidance of a faculty member. May be repeated three times for credit.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

### **ECON 998 - Dissertation Resrch Econ**

Credits: 1.00 to 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

PHD COBA

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

Continuing Education

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

### **ECON 999 - ECON Independent Study**

ECON Independent Study

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

## **Finance Courses**

### **FIN 601 - Corporate Financial Management**

The analysis of corporate investment and financing decisions, including capital budgeting, capital structure, and working capital management.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: (STAT 601 Minimum Grade: C or STAT 602 Minimum Grade: C ) and BUSN 501 Minimum Grade: C and BUSN 502 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **FIN 602 - Advanced Financial Management**

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

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **FIN 622 - Fin Institutions & Markets**

Analyzes the economic functions of financial markets and intermediaries. Examines monetary policy formation and its impact on financial markets.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **FIN 624 - 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: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **FIN 626 - Investment Management**

Covers theoretical and analytical frameworks used to value securities such as common stocks and bonds.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **FIN 635 - 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: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **FIN 640 - Mergers and Acquisitions**

Covers internal vs. external growth, forces of expansion, analysis of relevant quantitative factors, accounting and tax problems, and forms of expansion.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 602 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **FIN 642 - Bus Conditions & Forecast**

Introduces various techniques such as trend analysis, time series analysis, and econometric methods to forecast business fluctuations and financial asset prices.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **FIN 648 - Intl Financial Mgmt**

Uses analytical tools and data to formulate optimal financing and investment strategies in global markets. Analyzes exchange rate determination and international asset price linkages.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 601 Minimum Grade: C  
Repeat Status: Not repeatable for credit

**FIN 649 - Comparative Financial Analysis**

The analysis of financial statements for the purposes of valuation and the assessment of creditworthiness and liquidity; financial ratio analysis.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 601 Minimum Grade: C and FIN 626 Minimum Grade: C

Repeat Status: Not repeatable for credit

**FIN 650 - Derivative Securities**

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

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 624 Minimum Grade: C

Repeat Status: Not repeatable for credit

**FIN 698 - Special Topics**

Provides courses in topics of current interest to faculty and students. May be repeated for credit if topics vary.

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 601 Minimum Grade: C

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**FIN 699 - Independent Study in Finance**

Credits: 5.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 601 Minimum Grade: C or FIN 620 Minimum Grade: C

Repeat Status: Course can be repeated 98 time(s)

**FIN 790 - Seminar in Finance**

Requires students to present the results of research on the application of financial theory to the establishment of financial policy. Requires oral report and written paper of graduate quality.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 602 Minimum Grade: C

Repeat Status: Not repeatable for credit

**FIN 794 - Seminar in Investments**

Requires students to present the results of research on the application of theory to portfolio management problems.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Pre-Requisites: FIN 626 Minimum Grade: C

Repeat Status: Not repeatable for credit

**FIN 920 - Doctoral Seminar in Corporate Finance**

Provides an introduction to techniques used in asset pricing.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**FIN 922 - Corporate Finance Theory**

Covers theoretical and empirical topics in corporate finance.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**FIN 924 - Doctoral Seminar in Financial Markets**

The course provides a theoretical framework to analyze the behavior of prices in financial markets.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**FIN 928 - Doctoral Seminar in Financial Econometrics**

The course provides econometric techniques for empirical analysis of financial economics.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**FIN 990 - Special Topics - PhD - Finance**

Credits: 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**FIN 998 - Diss Research: Finance**

Credits: 1.00 to 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**FIN 999 - FIN Independent Study**

FIN Independent Study

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Finance

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

**General Business Courses****BUSN 501 - Measuring & Maximizing Financial Performance**

This course is an introduction to the concepts of financial accounting and financial management. The content of this course includes preparation and analysis of financial statements. Also covered are the time value of money, risk and return, and corporate financing choices.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**BUSN 502 - Essentials of Economics**

Topics in macroeconomics and microeconomics, including market equilibrium, monetary and fiscal policy, profit maximization, and market failure.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**BUSN 600 - 1-Year MBA Seminar**

Credits:

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

Repeat Status: Course can be repeated 98 time(s) for 988.00 credit(s)

**BUSN 601 - Health Care Law & Pharmaceutical Regulations**

This course provides students with tools of legal and regulatory analysis and presents principles of health law and an overview of federal regulatory program affecting the pharmaceutical industry, the medical community, and patients. Topics include laws and regulation governing: the development of regulations, fraud and abuse, the drug/device/biologic approval processes and post-approval regulation.

Credits: 3.00

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

Repeat Status: Not repeatable for credit

**BUSN 602 - Business Strategies in Drug Development**

The course covers the basic steps of the drug development process for students with an understanding of the management principles for new product introduction and the economics supporting product development. Lectures will cover drug development fundamentals, clinical development plans, management decision-making, regulatory strategy development and planning for product launch and post-approval marketing stages.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**BUSN 611 - Managing the Total Enterprise**

Business simulation focusing on the need to integrate strategic and operational concepts, issues, and decisions in moving technological enterprise from start-up to success.

Credits: 3.00

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

Repeat Status: Not repeatable for credit

#### **BUSN 696 - Special Topics in Business**

Credits: .50 to 9.00

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

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

#### **BUSN 698 - Special Topics in Business**

Credits: 12.00

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

Repeat Status: Course can be repeated 98 time(s) for 998.90 credit(s)

#### **BUSN 699 - Independent Study**

Provides independent study in General Business.

Credits: .50 to 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

Repeat Status: Course can be repeated 98 time(s) for 998.00 credit(s)

#### **BUSN 701 - Industry Mgmt Perspectives**

Using theory of the firm to analyze specific industries. Examine pricing, advertising, R&D, and investment strategies. External speakers will be featured to share experience and provide.

Credits: 3.00

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

Pre-Requisites: (ACCT 602 Minimum Grade: C or ACCT 601 Minimum Grade: C ) and (FIN 620 Minimum Grade: C or FIN 601 Minimum Grade: C ) and (STAT 602 Minimum Grade: C or STAT 601 Minimum Grade: C ) and (ECON 624 Minimum Grade: C or ECON 601 Minimum Grade: C ) and (MKTG 620 Minimum Grade: C or MKTG 601 Minimum Grade: C ) and POM 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **BUSN 750 - Career Integrated Education I**

Course is designed to help students acquire hands-on relevant work experience relating to challenges and opportunities in business today. This is the first course of a two-course sequence.

Credits: 3.00

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

Pre-Requisites: ACCT 601 Minimum Grade: C and ECON 601 Minimum

Grade: C and FIN 601 Minimum Grade: C and MKTG 601 Minimum

Grade: C and POM 601 Minimum Grade: C and STAT 601 Minimum

Grade: C

Repeat Status: Not repeatable for credit

#### **BUSN 751 - Career Integrated Education II**

Course is designed to help students acquire hands-on relevant work experience relating to challenges and opportunities in business today. This is the second course of a two-course sequence.

Credits: 3.00

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

Pre-Requisites: BUSN 750 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **BUSN 880 - Drexel-Ecole Exchange Program**

Credits: 9.00

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

Repeat Status: Not repeatable for credit

#### **BUSN 901 - Concept Found Bus Adm I**

Credits: 3.00

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

Repeat Status: Not repeatable for credit

#### **BUSN 902 - Concept Founds Bus Adm II**

Credits: 3.00

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

Repeat Status: Not repeatable for credit

### **BUSN 990 - Special Topics-PhD-Business**

Credits: .50 to 9.00

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

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

### **BUSN 998 - Dissertation Research Business**

Dissertation Research Business

Credits: 1.00 to 12.00

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

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

Bennett S. LeBow Coll. of Bus.

Repeat Status: Course can be repeated 9 time(s) for 60.00 credit(s)

### **BUSN 999 - BUSN Independent Study**

BUSN Independent Study

Credits: 3.00

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

Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

## **Human Resource Management Courses**

### **HRMT 622 - Human Resource Admin**

Covers the theory and accumulated knowledge that underlies the operation of the modern human resources department. Uses case studies, problem assignment, and outside speakers to foster analysis and the application of theory.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites: HRMT 311 Minimum Grade: C or HRMT E311 Minimum Grade: C or HRMT 511 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **HRMT 698 - Sp Top: Human Resource Mgmt**

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

### **HRMT 699 - Independent Study**

Credits: .50 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 98 time(s)

### **HRMT 990 - Sp Top: PhD Human Res Mgt**

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

## **International Business Courses**

### **INTB 620 - Intl Business Mgmt**

Examines decision-making in international business operations, including evaluation of role and policies of the multinational firm.

Covers topics including community relations, labor relations, and personnel and financial management.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 211 Minimum Grade: C and ECON 212 Minimum Grade: C ) or (ECON E211 Minimum Grade: C and ECON E212 Minimum Grade: C ) or (ECON 511 Minimum Grade: C and ECON 512 Minimum Grade: C )

Repeat Status: Not repeatable for credit

### **INTB 632 - Econ Anal Multinational Corps**

Analysis of MNCs as an economic unit. Explores the determinants of organizational structure expansion strategies, and R&D strategies of multinational corporations. Impact of MNCs on competitiveness, technology transfer, and trade policy.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Economics

Restrictions:

Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 211 Minimum Grade: C and ECON 212 Minimum Grade: C ) or (ECON E211 Minimum Grade: C and ECON E212 Minimum Grade: C ) or (ECON 511 Minimum Grade: C and ECON 512 Minimum Grade: C )  
Repeat Status: Not repeatable for credit

#### **INTB 698 - Special Topics Intl Business**

Credits: 12.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 211 Minimum Grade: C and ECON 212 Minimum Grade: C ) or (ECON E211 Minimum Grade: C and ECON E212 Minimum Grade: C ) or (ECON 511 Minimum Grade: C and ECON 512 Minimum Grade: C )  
Repeat Status: Course can be repeated 98 time(s)

#### **INTB 699 - Independent Study**

Credits: .50 to 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: BUSN 502 Minimum Grade: C or (ECON 211 Minimum Grade: C and ECON 212 Minimum Grade: C ) or (ECON E211 Minimum Grade: C and ECON E212 Minimum Grade: C ) or (ECON 511 Minimum Grade: C and ECON 512 Minimum Grade: C )  
Repeat Status: Course can be repeated 98 time(s)

#### **INTB 790 - Seminar in Intl Business**

Requires students to present the results of research on the application of theory to contemporary economic, political, and social problems as they affect U.S. business operations abroad. Requires oral presentation and written report of graduate quality.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Economics  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: INTB 620 Minimum Grade: C or ECON 601 Minimum Grade: C or ECON 614 Minimum Grade: C or ECON 630 Minimum Grade: C or ECON 650 Minimum Grade: C  
Repeat Status: Not repeatable for credit

### **Legal Studies Courses**

#### **BLAW 511 - Legal Options in Decisionmkg**

This course studies the American legal system and the laws governing commercial transactions, relationships, and organizations with emphasis on the application of law in decision making.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Not repeatable for credit

#### **BLAW 620 - Legal Aspects of Employment**

Examines and analyzes legal aspects of employment as governed by law and judicial decisions, including labor standards, workers' compensation, employment law and employment practices, and employer and employee rights.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites:  
Repeat Status: Not repeatable for credit

#### **BLAW 624 - Social Forces and the Law**

Analyzes the social, economic, and moral forces shaping the legal environment of business, including environmental problems, consumer protection, civil rights, and equal opportunity.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites:  
Repeat Status: Not repeatable for credit

#### **BLAW 626 - Law for the CPA Exam**

An introduction to some of the legal topics most commonly covered in the Uniform Certified Public Accountant (CPA) examination, including business organizations, agency and the Uniform Commercial Code (UCC).  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Not repeatable for credit

#### **BLAW 630 - Government and Business**

Examines the constitutional questions regarding the relationship between business and various levels of government in the United States.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Legal Studies

Restrictions:

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

Graduate Quarter

Pre-Requisites:

Repeat Status: Not repeatable for credit

#### **BLAW 646 - Legal Issues in New Ventures**

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: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

#### **BLAW 698 - Special Topics**

Provides courses in topics of current interest to faculty and students. May be repeated for credit if topics vary.

Credits: .50 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

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

Graduate Quarter

Pre-Requisites:

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

#### **BLAW 699 - Independent Study**

Provides independent study in Legal Studies.

Credits: .50 to 4.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

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

Graduate Quarter

Pre-Requisites: BLAW 211 Minimum Grade: C or BLAW E211 Minimum Grade: C or BLAW 511 Minimum Grade: C

Repeat Status: Course can be repeated 98 time(s) for 998.00 credit(s)

#### **BLAW 790 - Seminar Govt & Business**

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Legal Studies

Restrictions:

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

Graduate Quarter

Pre-Requisites:

Repeat Status: Not repeatable for credit

### **Management Courses**

#### **MGMT 602 - Managing Technol Innovation**

This course focuses on the role of technology and innovation in building, sustaining and leveraging competitive advantage for firms. It examines how industries are transformed by new technologies of technology. Touches upon the challenges of managing innovation in firms.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 501 Minimum Grade: C and BUSN 502 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MGMT 640 - Strategic Human Resource Mgmt**

This course examines how line managers can determine the most effective HR practices. HR practices examined include job designs, reward systems, development and appraisal systems, and internal and external staffing approaches. Students are encouraged to think strategically about different aspects of managing the organization's human assets.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 501 Minimum Grade: C and BUSN 502 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MGMT 650 - Corporate Venturing**

This course will examine how organizations can create and sustain capacity for entrepreneurship and better manage the innovation process. This course will focus on the organizational and project level to explore the many ways that organizations can establish structures and processes for entrepreneurship.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 501 Minimum Grade: C and BUSN 502 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MGMT 652 - New Venture Planning**

Students draw on their entire business education and practical experience and bring it to bear upon a plan for launching a new venture. Working in small teams, students research a new project or service; prepare marketing, sales and operation plans; and make financial plans.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: BUSN 501 Minimum Grade: C and BUSN 502 Minimum Grade: C  
Repeat Status: Not repeatable for credit

### **MGMT 653 - Practicum in Entrepreneurship**

This course provides student with real experiences in the realm of entrepreneurship under the guidance and direction of the Baiada Center in Technology Entrepreneurship.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: BUSN 501 Minimum Grade: C and BUSN 502 Minimum Grade: C  
Repeat Status: Not repeatable for credit

### **MGMT 655 - Knowledge Management**

Provides a broad overview of the emerging field of knowledge management. The primary focus of the course will be on the concepts and approaches useful for managing knowledge from a corporate strategies perspective. Covers KM tools and techniques, and management approaches.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: BUSN 501 Minimum Grade: C and BUSN 502 Minimum Grade: C  
Repeat Status: Not repeatable for credit

### **MGMT 670 - Business Ethics**

Presents several frameworks by which to view ethics and decision-making. Links theory and practice through the study of business ethics as it relates to a variety of management issues. Focuses on the individual, the organization, and the system. Includes case studies, field work, readings, and interaction with visiting guest lecturers.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: BUSN 501 Minimum Grade: C and BUSN 502 Minimum Grade: C  
Repeat Status: Not repeatable for credit

### **MGMT 680 - Exec Ldrshp: Substnc & Style**

Focuses on analysis and critique of cases by student teams, the professor, and visiting business and governmental leaders, which in turn opens the way for freewheeling exchanges between visitors and students on experiences and principles of leadership.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites:  
Repeat Status: Not repeatable for credit

### **MGMT 685 - Implementing Strategies w/Proj**

Implementing Strategies Using Project Teams. Covers the role of the project team manager and the skills necessary to implement projects successfully in a team-based environment. Discusses techniques for planning, performance monitoring and appraisal, and the use of teams to foster synergistic problem solving.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: MGMT 602 Minimum Grade: C  
Repeat Status: Not repeatable for credit

### **MGMT 698 - Special Topics**

Provides courses in topics of current interest to faculty and students. May be repeated for credit if topics vary.

Credits: .50 to 9.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: BUSN 501 Minimum Grade: C and BUSN 502 Minimum Grade: C  
Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

### **MGMT 699 - Independent Study**

Independent Study  
Credits: 4.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 98 time(s)

### **MGMT 780 - Strategic Management**

Provides an integrative study of the functions and responsibilities of top management and the strategies that affect the character and success of the total enterprise. Uses case studies and assigned readings

to develop the viewpoint of top management charged with responsibility for the enterprise as a whole. Requires attendance at first class.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 501 Minimum Grade: C and BUSN 502 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MGMT 790 - Seminar in Management**

Provides independent research on selected management topics.

Requires oral presentation and written report of graduate quality.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

#### **MGMT 901 - Research Design & Method I**

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

#### **MGMT 902 - Research Design & Method II**

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

#### **MGMT 903 - Research Analy Behavioral Sci**

Research Analysis in Behavioral Science. The objective of this course is to introduce students to methodologies and analytical techniques that are important for carrying out behaviorally-oriented research in business disciplines. Specific topics include hypothesis development, measurement, sampling and data collection, ethical issues in research, and data analysis/reporting.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Co-Requisites: STAT 902

Pre-Requisites: STAT 901 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MGMT 904 - Behavioral Science**

This course is a survey doctoral seminar of selected topics in the behavioral sciences that have generated much research interest within business disciplines, such as consumer behavior, behavioral accounting, economics, finance, and the organizational sciences.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

#### **MGMT 905 - Adv Research in Behavioral Sci**

This is a seminar course in advanced research methods. It included attention to philosophical questions, to political and ethical issues, and to practical matters of method and technique.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 901 Minimum Grade: C and MGMT 903 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MGMT 910 - Readings in Strategic Mgmt**

This course introduces students to many of the major theoretical approaches and debates in strategic management. This course supplies a roadmap for students to roam the terrain of organization theory and gear up to generate original research ideas that extend inquiry in a student's chosen area of research.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

#### **MGMT 926 - Strategy Formulation**

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

Repeat Status: Not repeatable for credit

### **MGMT 930 - Seminar in HR Management**

This Ph.D. seminar is designed to introduce and familiarize students with the HRM research literature. Emphasis is placed in the areas of staffing (recruitment, selection, turnover & planning), compensation, and EEO/Affirmative Action/Diversity.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Co-Requisites: MGMT 903

Pre-Requisites: STAT 901 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **MGMT 940 - Seminar in Org Behavior**

This course provides a critical review of significant concepts within the field of organizational behavior. The course starts with individual behaviors concepts such as work motivation, job design, and work attitudes, turns to group processes and leadership; and concludes with a consideration of cultural issues in organizational behavior.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Co-Requisites: MGMT 903

Pre-Requisites: STAT 901 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **MGMT 950 - Technology and Strategy**

The purpose of this seminar is to introduce Ph.D. students to the disciplines of Technology Management and Strategic Management. Since the two disciplines cover a broad area of various research streams, the focus is on the most essential research streams such as knowledge-based view of the firms or transaction cost approach.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

### **MGMT 960 - Cognitive Persp on Strategy**

This course focuses on the emerging stream of literature on the cognitive aspects of strategy. Specifically, the course deals with theoretical and empirical works of the knowledge-based views of markets, competition, resources and capabilities and strategic change.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

### **MGMT 990 - Special Topics-PhD-Management**

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

### **MGMT 998 - Dissertation Resrch Mgmt**

Credits: 1.00 to 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

### **MGMT 999 - MGMT Independent Study**

MGMT Independent Study

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

## **Management Information Systems Courses**

### **MIS 611 - Management Information Sys**

Provides students with an understanding of current information technology. Emphasizes the state and application of current technology in addressing business problems and the opportunities now and in the future, and addresses the changing role of MIS within the organizational structure.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

### **MIS 624 - E-Commerce Systems I**

Examines concepts of the information systems development lifecycle and methods for analyzing user information requirements. Focuses on structured techniques for designing a system, managing its development and testing, performing feasibility analyses, and ensuring both user satisfaction and achievement of functional requirements. Covers techniques such as rapid application development (RAD),

prototyping, and joint analysis and design (JAD) in detail. Also covers techniques such as data flow diagramming, logical database design, and user interface design.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites: MIS 641 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **MIS 630 - Interact Decision Support Sys**

Examines the theory of DSS for use in supporting managerial decision making. Also discusses EIS, KBS, data mining, and data warehousing. Describes the benefits of online analytical processing (OLAP) to the organization and how they can be measured. Includes the development and use of DSS by student groups in a case study.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites: MIS 641 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **MIS 631 - VB.NET Programming**

The course gives students a good understanding of the programming and system technical skills they will need to master if they plan to be MIS managers. Students will be able to write applications on a PC covering objects, controls, and database applications.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites: MIS 641 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **MIS 632 - Database Analy & Dsgn Business**

Focuses on database analysis and design for a wide range of business functions. Stresses the fundamentals of sound logical database design using techniques such as entity/relationship modeling. Examines the relational database and the object-oriented approaches to database design and handles specific design methods, such as normalization. Also discusses physical database design and data storage methodologies such as raid and hierarchical storage management (HSM). Involves a hands-on orientation with the use of tools such as oracle, Access, and Visual Basic.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites: MIS 641 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **MIS 641 - MIS Policy and Strategy**

Ties together concepts from all areas of management and the economic, behavioral, functional, and technical aspects of MIS. Defines overall and context-specific information needs of organizations and focuses on the role of MIS in meeting these needs. Examines alternatives for matching MIS department structures and operations to the structures, strategies, and behaviors of organizations. Also investigates, proposes, and analyzes management policy issues relating to the management of the MIS function.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Pre-Requisites:

Repeat Status: Not repeatable for credit

### **MIS 650 - Mgmt of Health Care Info Sys**

This course explores the concepts, design, and application of the management of information systems in the modern healthcare environment.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

### **MIS 651 - IS Outsourcing Management**

The course presents a balanced presentation of the risks and benefits of outsourcing and what should be the objectives and mindset of successful outsources. It also discusses the appropriate skill set, how to approach this risky endeavor. Although concentrating on information systems outsourcing, its lessons apply to other types of outsourcing.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

### **MIS 698 - Sp Topics-Mgmt Info Sys**

Provides courses in topics of current interest to faculty and students.

May be repeated for credit if topics vary.

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter  
Pre-Requisites: MIS 641 Minimum Grade: C  
Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

### **MIS 699 - Independent Study**

Independent Study  
Credits: .50 to 6.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: MIS 611 Minimum Grade: C or MIS 641 Minimum Grade: C or MIS 311 Minimum Grade: C or MIS E311 Minimum Grade: C or MIS 511 Minimum Grade: C  
Repeat Status: Course can be repeated 98 time(s)

### **MIS 901 - Research Seminar in MIS**

This course provides an introduction to research in the fields of Management Information Systems. It covers classic journal articles in the field, various research methods, and provide a perspective in a major research project during the course.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Not repeatable for credit

### **MIS 910 - Qual Research Methods in MIS**

This course is designed as an introductory seminar on qualitative research as it is used in the fields of information systems. The course balances the acquisition of basic knowledge about the conduct of qualitative research with the application of the knowledge to research on information systems.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: MIS 901 Minimum Grade: C  
Repeat Status: Not repeatable for credit

### **MIS 920 - MIS Adoption & Internalization**

The objective of this course is to provide doctoral students with a solid foundation in information systems research based on readings and in the area of IS adoption and internalization. Emphasis is placed on doing exemplary research, building theory within this domain and building a career within the academic community.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:

Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: MIS 901 Minimum Grade: C  
Repeat Status: Not repeatable for credit

### **MIS 930 - MIS Implementation Management**

This course reviews key articles about MIS implementation management, identify key theories, appropriate research methodologies, and guide students in writing a research proposal on MIS implementation. The seminar may be a preparation for submitting the dissertation proposal.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: MIS 901 Minimum Grade: C  
Repeat Status: Not repeatable for credit

### **MIS 940 - Economics of IT and E-Commerce**

This seminar looks at research issues in information technologies and systems through applying relevant theories and methods from economics. The topics include the impacts of IT on marketplaces and organizational structures, firm strategies in electronic commerce and the values of IT investments.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Not repeatable for credit

### **MIS 990 - Sp Topics-PhD-MIS**

Credits: .50 to 9.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

### **MIS 999 - MIS Independent Study**

MIS Independent Study  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Management  
Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

## **Marketing Courses**

### **MKTG 601 - Marketing Strategy & Planning**



Emphasizes application of strategic planning in marketing to achieve competitive advantage. Examines the role of strategic planning in developing effective marketing programs that enhance the overall performance of the firm.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 502 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 622 - Buyer Behavior Theory**

Provides an interdisciplinary study of the theories and research of buyer behavior. Draws on concepts from marketing, anthropology, psychology, sociology, and economics and their application for marketing managers seeking insights into the consumer decision-making process.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 624 - Channels Distrib Mgmt**

Applies marketing channel theory and research to the design of channel systems, selection of intermediaries, administration of interorganizational channels, and evaluation of distribution performance.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 628 - Logistics & Supply Chain Mgmt**

Designed around the shifting characteristics of technology and population movement. Provides the theoretical basis for analyzing freight and passenger demand, facilities, and operations. Explores the social, economic, regulatory, and business facets of the spatial phenomenon. Emphasizes current problems embracing urban, environmental, technological, and governmental issues

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 630 - Global Marketing**

Covers concepts, principles, and practices of international marketing management. Studies cross-cultural differences and distribution systems, pricing methods, promotional methods, trade barriers, and current factors influencing international marketing.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 634 - Integrated Mktg Comm Mgmt**

Takes the marketing manager's viewpoint to examine the management and coordination of all marketing communication to customers and stakeholders. Discusses concepts and strategies in such areas as advertising, sales promotion, personal selling, and public relations.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 636 - Business to Business Marketing**

Integrates perspectives and techniques of the industrial marketing manager and the industrial purchasing manager for better decision-making in modern business-to-business marketing and procurement systems.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 638 - New Prod Plan Strat & Dev**

Examines the process of strategic planning for marketing innovation and development of new products in a dynamic business environment. Integrates concepts and techniques from several disciplines to understand new product development.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 646 - Services Marketing**

Covers marketing theory, concepts, strategy, and tactics as applied to the unique characteristics and demands of service organizations and manufacturing firms that use service as a competitive advantage.

Evaluates marketing strategies of various service industries using case studies to illustrate the links between internal business processes and external customer satisfaction.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 650 - Mktg Mgmt: Cases & Probs**

Applies the case method to the analysis of consumer and industrial product/service marketing situations. Requires students to use systematic techniques to make decisions in product development, communications, distribution, and pricing in an evolving marketing environment.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 652 - Mktg Info: Mgmt & Rsrch**

Examines the current tools available to modern marketing decision makers for information management and applies these tools in realistic situations.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 653 - Pharmaceutical Marketing**

Examines the current and potential future realities for the pharmaceutical industry in the new marketing environment. Students will be challenged to think at not only the marketing level, but also at the organizational systems level.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 654 - Corporate Brand & Reputation Management**

An examination of how business managers can build the reputation of their organizations in order to gain competitive advantage in the market. The course will focus on how companies can enhance their financial value through increased attention to multiple stakeholders.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **MKTG 698 - Special Topics**

Provides courses in topics of current interest to faculty and students.

May be repeated for credit if topics vary.

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

#### **MKTG 699 - Independent Study**

Independent Study

Credits: .50 to 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Course can be repeated 98 time(s)

#### **MKTG 790 - Seminar In Marketing Mgmt**

Examines current developments and contemporary thought in marketing. Requires an in-depth analysis of a special marketing area selected by the student, and oral and written reports of graduate quality.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Marketing

Restrictions:

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

Graduate Quarter

Pre-Requisites: MKTG 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

Continuing Education  
Repeat Status: Not repeatable for credit

**MKTG 920 - Concept Found Buyer Bhvr**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Repeat Status: Not repeatable for credit

**MKTG 922 - Sem-Dev Mktg Thgt & Thry**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Repeat Status: Not repeatable for credit

**MKTG 926 - Seminar Strat Mktg Plann**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Repeat Status: Not repeatable for credit

**MKTG 928 - Trans & Distrib Sys Theor**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Repeat Status: Not repeatable for credit

**MKTG 930 - Multinational Marketing**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
May not be enrolled in one of the following Program Level(s):

**MKTG 932 - Develop Mktg Channel Sys**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Repeat Status: Not repeatable for credit

**MKTG 934 - Concept Found Prod Plan**

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Repeat Status: Not repeatable for credit

**MKTG 936 - Customer Relationship**

Seminar in the theories, strategies and technologies involved in the development and management of profitable customer relationships through the delivery of superior customer value and satisfaction.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Must have the following Classification(s):  
PhD Program  
Repeat Status: Not repeatable for credit

**MKTG 990 - Special Topics-PhD-Marketing**

Credits: .50 to 9.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**MKTG 998 - Dissertation Research Mktg**

Credits: 1.00 to 12.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
May not be enrolled in one of the following Program Level(s):  
Continuing Education  
Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

#### **MKTG 999 - MKTG Independent Study**

MKTG Independent Study  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Marketing  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

### **Operations Management Courses**

#### **OPM 998 - Dissertation Research in Operations Management**

Dissertation Research  
Credits: 1.00 to 12.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 12 time(s) for 24.00 credit(s)

### **Operations Research Courses**

#### **OPR 601 - Managerial Decision Models and Simulation**

Introduces students to the basic modeling tools and techniques for making managerial decisions in a complex and dynamic business environment. Topics include linear, discrete, and nonlinear optimization, multicriteria decision making, decision analysis under uncertainty, and simulation.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: STAT 601 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **OPR 620 - Operations Research I**

Covers theory and applications of linear programming, including convex set, simplex and modified simplex methods, duality theorems, sensitivity analysis, and special linear programming problems.

Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: OPR 601 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **OPR 622 - Operations Research II**

Covers transportation problem; assignment problem; dynamic programming; inventory models; and elements of queuing theory, network theory, and Markov chains.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: OPR 601 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **OPR 624 - Adv Mathematical Program**

Covers primal-dual algorithm and its application to transportation problem, decomposition principle, integer programming, binary programming, convex and quadratic programming, and other advanced mathematical programming topics of current interest.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: OPR 620 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **OPR 626 - System Simulation**

Covers design and construction of models for simulation of complex operating systems by computers. Covers topics including random number generation, sampling from empirical and theoretical distributions, and statistical validations and interpretation of results for management decisions. Includes a special simulation language, such as GPSS or Simscript, in addition to FORTRAN. Emphasizes problems.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: OPR 601 Minimum Grade: C  
Repeat Status: Not repeatable for credit

#### **OPR 699 - 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  
Repeat Status: Course can be repeated 98 time(s) for 998.00 credit(s)

**OPR 922 - Oper Research Methods I**

Covers theory and applications of linear programming, including the simplex method, sensitivity analysis and duality, formulation and solution of transportation, and network optimization problems. Extensions include integer programming, quadratic programming, and emerging solution techniques such as interior-point methods.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites:  
Repeat Status: Not repeatable for credit

**OPR 924 - Oper Research Methods II**

Covers modeling under uncertainty; including stochastic processes, queuing theory, inventory theory, forecasting, Markov decision processes, reliability and decision analysis.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: OPR 922 Minimum Grade: C  
Repeat Status: Not repeatable for credit

**OPR 926 - Oper Research Models in Fin I**

This course introduces students to the mathematical tools of arbitrage-free valuation. The focus is on the design pricing and risk-management of derivative products to meet desired customer risk-return profiles. May be repeated twice for credit.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: STAT 920 Minimum Grade: C and OPR 922 Minimum Grade: C  
Repeat Status: Course can be repeated 2 time(s) for 6.00 credit(s)

**OPR 990 - Sp Topics-PhD-Operations Res.**

Credits: .50 to 9.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:

Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**OPR 991 - Simulation Theory and Apps**

This course focuses on the application of simulation in analyzing complex systems. The corresponding theory is also covered.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: STAT 601 Minimum Grade: C  
Repeat Status: Not repeatable for credit

**OPR 992 - Applied Math Programming**

The course addresses topics in nonlinear programming such as constrained and unconstrained optimization, search techniques, penalty methods, and computational methods.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites:  
Repeat Status: Not repeatable for credit

**OPR 998 - Dissertation Research in Operations Research**

Dissertation Research  
Credits: 1.00 to 12.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program(s):  
PHD COBA  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 12 time(s) for 24.00 credit(s)

**OPR 999 - OPR Independent Study**

OPR Independent Study  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Decision Sciences  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

**Organizational Behavior Courses**

**ORGB 625 - Leadership & Prof Development**

This course helps students develop knowledge and skills to enhance their professional development and to become effective leaders. Students will understand trends in contemporary organizations, enhance their self-awareness, and refine their interpersonal skills, and apply these skills to improve their work effectiveness.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**ORGB 631 - Leading Effective Orgs**

Prepares students to make informed decisions as leaders in common institutional and environmental contexts. The focus of the contingency-based perspective of this course is to help leaders understand how best to motivate and coordinate employees and to control outcomes in a manner that ensures they fulfill strategic objectives.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**ORGB 640 - Negotiations for Leaders**

This course is designed specifically for leaders to enhance their leadership negotiation style. The material is geared toward developing leaders as they deal with the art and science of securing agreements and resolving disputes. The course combines a theoretical understanding of the central concepts of negotiations with learned analytical skills to discover optimal solutions to problems (the science) and good negotiation skills to get these solutions accepted and implemented (the art).

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**ORGB 698 - Sp Topics-Org Behav**

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**ORGB 699 - Independent Study in Org Behvr**

Credits: .50 to 12.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 98 time(s)

**ORGB 922 - Indiv Behvr & Performnce Orgs**

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**ORGB 924 - Dynamics of Interper & Grp Bhv**

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**ORGB 926 - Organiz Chnge & Develop**

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

**ORGB 990 - Sp Topics-PhD-Org Behavior**

Credits: .50 to 9.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

PHD COBA

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

Continuing Education

Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**ORGB 999 - ORGB Independent Study**

ORGB Independent Study

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Management

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

## Production Operations Mgmt Courses

### **POM 511 - Management of Operations**

This course covers the input-output transformation process in manufacturing and service organizations; analysis of administrative functions; planning and control of operational elements of the transformation process, such as work standards, scheduling, materials management and quality control.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Repeat Status: Not repeatable for credit

### **POM 601 - Operations Management**

Intended as an introduction to the fields of production and operations management (POM). Production and operations activities, such as forecasting, capacity and inventory, scheduling activities, and assuring qualities will be discussed from the perspective of supply chain. The philosophy of Just-In-Time (JIT) and responsive manufacturing/service is highlighted.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: STAT 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **POM 602 - Strategic Operations & Quality**

The integration of an organization's strategy with production/operations functions and high performance quality management practices. Topics include: operations & supply strategy and strategic fit, strategic capacity management, supply chain strategy, planning & controlling the supply chain, quality theory and strategic quality planning, quality improvement & cost reduction, operational quality planning, and managing supplier quality in the supply chain.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

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

Bennett S. LeBow Coll. of Bus.

Pre-Requisites: POM 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **POM 620 - Mgmt Manufacturing Firms**

Analyzes manufacturing management, strategic planning, process evaluation and design, capital budgeting, facility location, job design and work measurement, forecasting, production-inventory systems, quality planning and control, and maintenance planning and control.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: POM 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **POM 622 - Materials Management**

Covers purchasing, production-inventory planning and control, warehousing, and physical distribution.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: POM 601 Minimum Grade: C

Repeat Status: Not repeatable for credit

### **POM 624 - Management of Service Firms**

Analyzes service firms (e.g., hotels, restaurants, transportation companies, and banking firms), including relevant decision models, such as manpower scheduling, and case studies.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: POM 601 Minimum Grade: C or POM 311 Minimum

Grade: C or POM E311 Minimum Grade: C or POM 511 Minimum

Grade: C

Repeat Status: Not repeatable for credit

### **POM 625 - Adv Supply Chain Management**

This course presents the concepts, practical tools, and support systems that are important for the effective management of supply chains. Strategic design, tactical and operational issues will be examined. In particular, relatively novel, state-of-the-art concepts of globally optimal decision-making, across traditional organizational boundaries will be emphasized.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Decision Sciences

Restrictions:

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

Graduate Quarter

Pre-Requisites: POM 601 Minimum Grade: C or POM 311 Minimum

Grade: C or POM E311 Minimum Grade: C or POM 511 Minimum

Grade: C

Repeat Status: Not repeatable for credit

**POM 698 - Sp Topics-Prod Oper Mgmt**

Credits: .50 to 9.00  
 College: Bennett S. LeBow Coll. of Bus.  
 Department: Decision Sciences  
 Restrictions:  
 Must be enrolled in one of the following Program Level(s):  
 Graduate Quarter  
 Pre-Requisites: POM 601 Minimum Grade: C  
 Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**POM 699 - Independent Study**

Provides independent study in Production Operations Management.  
 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  
 Pre-Requisites: POM 601 Minimum Grade: C or POM 311 Minimum Grade: C or POM E311 Minimum Grade: C or POM 511 Minimum Grade: C  
 Repeat Status: Course can be repeated 98 time(s) for 998.00 credit(s)

**POM 900 - Decision Processes in Oper Mgt**

This course is a broad survey of managerial decision making areas within the operations function of organizations. The focus is on design or strategic, as well as statistical and control issues, with a strong emphasis on mathematical modeling of decision processes and systems.  
 Credits: 3.00  
 College: Bennett S. LeBow Coll. of Bus.  
 Department: Decision Sciences  
 Restrictions:  
 Must be enrolled in one of the following Program Level(s):  
 Graduate Quarter  
 Co-Requisites: OPR 924  
 Pre-Requisites: OPR 922 Minimum Grade: C  
 Repeat Status: Not repeatable for credit

**POM 922 - Inventory Models Seminar**

Major managerial and economic issues involving inventory management in manufacturing and services firms are examined in detail. The focus is on the development and application of operations research and applied probability based mathematical modeling approaches towards inventory decisions.  
 Credits: 3.00  
 College: Bennett S. LeBow Coll. of Bus.  
 Department: Decision Sciences  
 Restrictions:  
 Must be enrolled in one of the following Program Level(s):  
 Graduate Quarter  
 Pre-Requisites: POM 900 Minimum Grade: C  
 Repeat Status: Not repeatable for credit

**POM 925 - Supply Chain Mgmt Seminar**

Supply chain management encompasses all the physical and information flows that play a role in satisfying customer demand for goods and services. This course emphasizes mathematical approaches towards the development and implementation of solutions in the various strategic, tactical and operational aspects of integrated supply chains.  
 Credits: 3.00  
 College: Bennett S. LeBow Coll. of Bus.  
 Department: Decision Sciences  
 Restrictions:  
 Must be enrolled in one of the following Program Level(s):  
 Graduate Quarter  
 Pre-Requisites: POM 922 Minimum Grade: C  
 Repeat Status: Not repeatable for credit

**POM 930 - Scheduling Theory**

This course focuses on issues of scheduling resources in organizations. In particular, problems that arise in operations, employee and project scheduling will receive attention. The major emphasis is on mathematical modeling techniques that aid and support managerial decisions in this area.  
 Credits: 3.00  
 College: Bennett S. LeBow Coll. of Bus.  
 Department: Decision Sciences  
 Restrictions:  
 Must be enrolled in one of the following Program Level(s):  
 Graduate Quarter  
 Pre-Requisites: POM 900 Minimum Grade: C  
 Repeat Status: Not repeatable for credit

**POM 990 - Sp Topics-PhD-POM**

Credits: .50 to 9.00  
 College: Bennett S. LeBow Coll. of Bus.  
 Department: Decision Sciences  
 Restrictions:  
 Must be enrolled in one of the following Program Level(s):  
 Graduate Quarter  
 Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**POM 999 - POM Independent Study**

POM Independent Study  
 Credits: 3.00  
 College: Bennett S. LeBow Coll. of Bus.  
 Department: Decision Sciences  
 Restrictions:  
 Must be enrolled in one of the following Program Level(s):  
 Graduate Quarter  
 Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)

**Taxation Courses****TAX 611 - Tax Research**



Uses tax research cases to demonstrate the use and interrelationship of statutory, legislative, and judicial authority. Requires students to have access to a personal computer for assignments.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites:

Repeat Status: Not repeatable for credit

#### **TAX 615 - Tax Practice and Procedure**

Covers the history and organization of the Internal Revenue Service, audit and conference procedures, administrative and judicial procedures governing tax controversies, and rights and obligations of the taxpayer.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites:

Repeat Status: Not repeatable for credit

#### **TAX 620 - Individual Taxation**

Covers fundamentals of federal income taxation with respect to individuals, addressing items of income inclusion and exclusion and statutory deductions in arriving at tax liability. Students who have taken individual taxation at the undergraduate level should not enroll in this course.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: BUSN 501 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **TAX 630 - Corporate Taxation**

Examines the impact of federal income taxes on corporate income and corporate distributions received by shareholders.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: TAX 620 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **TAX 631 - Advanced Corporate Taxation**

Continuation of TAX 630 with emphasis on consolidated tax returns.

Credits: 3.00

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: TAX 630 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **TAX 640 - Partnership Taxation**

Examines statutory and administrative authority governing the federal taxation of partnership.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: TAX 620 Minimum Grade: C or TAX 341 Minimum

Grade: C

Repeat Status: Not repeatable for credit

#### **TAX 650 - Estate and Gift Taxation**

Covers taxation of lifetime gifts and decedent's estate, including valuation of property subject to estate and gift taxes.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: TAX 620 Minimum Grade: C or TAX 341 Minimum

Grade: C

Repeat Status: Not repeatable for credit

#### **TAX 651 - Estate Planning**

Covers planning aspects of personal investments and business transactions, with emphasis on the potential impact of federal taxes on the transfer of wealth.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: TAX 650 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **TAX 652 - Fiduciary Income Taxation**

Provides an in-depth analysis of Subchapter J of the Internal Revenue Code, with case studies involving both compliance and planning.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: TAX 630 Minimum Grade: C or TAX 342 Minimum Grade: C  
Repeat Status: Not repeatable for credit

**TAX 660 - Tax Basis for Decision Making**

Not open to MST students. Offers an overview of personal financial planning.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: TAX 790 Minimum Grade: C  
Repeat Status: Not repeatable for credit

**TAX 675 - Taxation Multintl Corps**

Examines provisions of the Internal Revenue Code relating to the taxation of income earned by corporations doing business in the United States and one or more other countries.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites:  
Repeat Status: Not repeatable for credit

**TAX 698 - Special Topics in Tax**

Credits: .50 to 9.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 99 time(s) for 998.90 credit(s)

**TAX 699 - Independent Study**

Independent Study  
Credits: 12.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Repeat Status: Course can be repeated 98 time(s)

**TAX 723 - Tax Accounting**

Covers accounting periods and methods, allocations among taxpayers, timing of income and deductions, relief provisions, and other accounting aspects of federal taxation.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: TAX 620 Minimum Grade: C or TAX 341 Minimum Grade: C  
Repeat Status: Not repeatable for credit

**TAX 730 - Taxation of Sub S Corporations**

Covers federal income taxation of small business electing Subchapter S status.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: TAX 630 Minimum Grade: C or TAX 342 Minimum Grade: C  
Repeat Status: Not repeatable for credit

**TAX 740 - State and Local Taxation**

Covers the various state and local taxes in the tri-state area.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Pre-Requisites: TAX 620 Minimum Grade: C or TAX 341 Minimum Grade: C  
Repeat Status: Not repeatable for credit

**TAX 761 - Qualified Retirement Plans**

Examines the income from qualified plans, Keoghs, SIMPLEs, 401(k)s, and 403(b)s.  
Credits: 3.00  
College: Bennett S. LeBow Coll. of Bus.  
Department: Accounting  
Restrictions:  
Must be enrolled in one of the following Program Level(s):  
Graduate Quarter  
Must be enrolled in one of the following College(s)/School(s):  
Bennett S. LeBow Coll. of Bus.  
Repeat Status: Not repeatable for credit

**TAX 781 - Tax Fraud & White Collar Crime**

Covers civil and criminal tax investigations, including administrative summons, document production and constitutional protection,

professional responsibilities and ethics for the tax practitioner, and privileged communications.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites: TAX 620 Minimum Grade: C

Repeat Status: Not repeatable for credit

#### **TAX 790 - Tax Policy Seminar**

Open to all graduate students. Analyzes the potential influence of tax laws on taxpayers' behavior and their decision-making ability to extract an arbitrage profit. Requires term paper.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites:

Repeat Status: Not repeatable for credit

#### **TAX 791 - Tax Seminar**

Requires each student to choose a provision of the federal tax law and submit a scholarly paper analyzing the legal attributes and tax planning opportunities of the law.

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Pre-Requisites:

Repeat Status: Not repeatable for credit

#### **TAX 999 - TAX Independent Study**

TAX Independent Study

Credits: 3.00

College: Bennett S. LeBow Coll. of Bus.

Department: Accounting

Restrictions:

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

Graduate Quarter

Repeat Status: Course can be repeated 3 time(s) for 9.00 credit(s)