



DREXEL UNIVERSITY

LeBow

College of Business

CATALOG

2012-2013

UNDERGRADUATE & GRADUATE



DREXEL INSTITUTE

catalog.drexel.edu

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About the LeBow College of Business: Undergraduate

About the College

The mission of the LeBow College of Business is to integrate Drexel University's technological prominence with experience-based education to develop world-class leaders and advance knowledge through research. At the undergraduate level, this objective is accomplished by providing high-quality educational programs that integrate theory and practice. Our highly regarded co-operative education program in which students interchange periods of academic study and full-time, off-campus employment with partner companies, sets us apart from other business schools. The College and its distinguished faculty are committed to advancing the science and practice of management through basic, applied, and instructional research in the various disciplines of business. The College maintains strong connections to business professions and the community through participation in professional organizations, a commitment to community service, and dedication to providing opportunities for lifelong learning. Drexel's LeBow College of Business—fully accredited by AACSB-International—offers three distinct undergraduate degrees, ten concentrations, ten minors and three certificate programs.

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About the College

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About the Curriculum

BS in Business Administration Program

The Bachelor of Science in Business Administration program is designed to prepare students for managerial positions in business and other institutions. To accomplish this, the undergraduate curriculum has the following characteristics and goals:

- An early exposure to the structure and functions of business enterprises
- The bridging of theory and concepts with professional practice
- The integration of material across disciplines within business as well as between business and other fields
- The enhancement of effective communication, problem-solving, and interpersonal skills
- Coverage of the ethical issues inherent in a business setting
- Coverage of the global, political, social, and legal/regulatory environment in which businesses operate
- Coverage of the impact of technology and technological changes on the operation of the business enterprise
- An emphasis on career preparation
- Opportunities for experiential learning through traditional co-op programs and other "hands-on" opportunities

BS in Business and Engineering Program

The Business and Engineering Degree Program contains a broad-based business and engineering curriculum, enabling graduates to work successfully in technically oriented business positions. Students

complete a set of broad functional business core courses along with a firm foundation in science, mathematics, and engineering. Students also study more deeply the areas of accounting, economics, finance, information systems, law, marketing, organizational behavior, entrepreneurship, operations, and statistics along with the functional areas of engineering. Graduates of this program will be well prepared to participate in innovative technological efforts in business.

The Business and Engineering Degree Program gives students the opportunity to:

- Develop a breadth and depth of knowledge in functional business areas such as accounting, economics, entrepreneurship, finance, information systems, law, marketing, organizational behavior, operations, and statistics.
- Complete a broad education in engineering disciplines after completing a firm foundation in science and mathematics.
- Develop skills in technical communication and critical reasoning.
- Study ethical issues faced by managers and engineers, and understand technology from a historical perspective.
- Apply acquired skills from co-op work experiences to further enhance their knowledge base.
- Study entrepreneurship from a management and finance perspective for preparation in innovative technological efforts.
- Learn the operational aspects of business operations to improve the functioning of technically oriented businesses

BS in Economics Program

The Bachelor of Science in Economics program is designed to provide students with an understanding of the market system, as well as economic institutions, policies and development. In addition to this deep coverage of economics, the major includes liberal arts and sciences requirements. The program is flexible, allowing the student to customize the curriculum and choose areas of emphasis including concentrations in business economics or mathematical economics, as well as to select a coordinating field from other majors and minors at Drexel.

The Economics program:

- Provides a deep understanding of economics and broad training in arts and sciences.
- Enables students to apply acquired skills from co-op work experiences to further enhance their knowledge base.
- Prepares students for a wide variety of opportunities after graduations ranging from; corporate positions, consulting, government agencies, graduate school in economics, business, and law.
- Has a flexible curriculum that allows students to focus on business economics, mathematical economics and to include a coordinate field in areas in or outside of business.
- Is a rigorous program that develops students' critical thinking and problem solving skills.

Degree Requirements

The Business Administration curriculum requires a minimum of 180.0 credits. The Business & Engineering curriculum requires a minimum of 185.5 credits. The Economics curriculum requires a minimum of 187.0 credits. The courses in each curriculum may be grouped into three categories:

General Education

The liberal arts comprise 50 percent or more of total credits required. Courses in communications, economics, English, history, mathematics, natural science, political science, psychology, sociology, and statistics teach students to think effectively and to communicate ideas to others. In addition, they provide a good understanding of the economic, social, and political systems within which we live and business operates.

Common Body of Knowledge in Business

Courses in accounting, business strategy and social responsibility, finance, law, organizational behavior, management information systems, production management, and marketing introduce students to all the functional areas of business, the quantitative aspects of decision-making, and the behavioral factors common to all organizational structures.

Concentration (BSBA & BSB&E) or Coordinated Field (BSECON)

The curriculum permits students to pursue one of more areas of concentration within the (BSBA) and (BSBAE) programs. The area of concentration and the common body of knowledge in business together comprise not more than 50 percent of the total credits required for graduation. In the Economics program, students must select a coordinated field to augment the general education and economics course work.

Writing-Intensive Course Requirements

In order to graduate, all students must pass three writing-intensive courses after their freshman year. Two writing-intensive courses must be in a student's major. The third can be in any discipline. Students are advised to take one writing-intensive class each year, beginning with the sophomore year, and to avoid "clustering" these courses near the end of their matriculation. Transfer students need to meet with an academic advisor to review the number of writing-intensive courses required to graduate.

A "WI" next to a course in this catalog may indicate that this course can fulfill a writing-intensive requirement. For the most up-to-date list of writing-intensive courses being offered, students should check the Writing Intensive Course List (http://drexel.edu/engphil/about/DrexelWritingCenter/wiCourses/course_list) on the Drexel University Writing Center (<http://www.drexel.edu/engphil/writingcenter>) page. Students scheduling their courses in Banner/DrexelOne can also conduct a search for courses with the attribute "WI" to bring up a list of all writing-intensive courses available that term.

Co-operative Education

The five-year co-operative education programs consist of 12 terms in college and six terms in co-operative employment. During the freshman year, students spend three terms in school (fall, winter, and spring) and have a summer vacation. For each of the next three years, students alternate two terms in school with two terms of co-op. The senior year consists of three terms in college with no co-operative employment.

The four-year co-operative education program consists of 12 terms in college and two terms in co-operative employment. The two terms of co-op experience take place in the third year.

The non-co-operative four-year program comprises 12 terms in school with vacations during the summers.

Co-operative education (<http://www.drexel.edu/catalog/SCHOOL/co-op/lebow.htm>), academic eligibility requirements, acceptance of transfer students, and placement services are described in detail in other sections of this catalog. Students wishing to prepare for admission to professional schools may obtain preprofessional counseling from the Office of Preprofessional Programs, 215.895.2437.

Special Programs

International Residency

The College's international residencies are thoughtfully planned and coordinated to complement classroom learning and give students the most well-rounded educational experience possible. The one-week residency program takes place during spring break. In recent years the College has conducted undergraduate residencies in Chile and a number of graduate residencies in Europe, Asia, and South America. In the coming years the College intends to conduct undergraduate residencies in Europe and Asia.

The College's *Drexel in London Program* offers flexible schedules for study abroad, ranging from six-week summer sessions to six-month (two-term) combined study and co-operative education programs in which students can earn up to 18 credits and fulfill one of their co-op requirements. The program's emphasis is on international business in general, with a particular focus on the United Kingdom and the European Union. Business course selections each year will be selected from the list of courses that constitute the international business concentration, but students in other concentrations may participate in the program. Housing is provided in South Kensington, one of central London's most desirable residential sections. Drexel in London applications are administered by the Study Abroad (<http://www.drexel.edu/studyabroad>) office, 215.571.3558.

LeBow College's LIFEfolio (<http://www.lebow.drexel.edu/Current/Undergraduate/mylifefolio.php>) is a Web-based portfolio that enables students to connect introductory course material to upper level classes. Beginning in freshman year, LIFEfolio allows students to build an integrated academic experience as they progress through the LeBow curriculum. In the two electronic portfolios that comprise LIFEfolio - Academic and Career—students store information, reflect on what they have learned, and understand how that knowledge has impacted their beliefs, attitudes and personal development.

Developmental Advising

The Undergraduate Advising Center provides a staff of full-time developmental advisors who serve as an important resource to our students as they choose and attain their educational, career, and life goals. Our advisors form on-going relationships with our students as they progress through their college years to assist them with goal-formation, selecting a degree program, and making choices from the wide array of options offered by Drexel University.

The goal of our developmental advisors is to foster the empowerment of our students to become skillful problem solvers and experienced decision makers who are well-positioned to emerge as the business leaders of the future following graduation from LeBow College of Business."

Career Services

The Undergraduate Career Services department is committed to preparing LeBow undergraduate students to make educated and informed decisions to pursue their career goals. The staff presents workshops and

facilitates special employer events to empower students to best market their academic accomplishments, relevant work experience, skills and abilities to prospective employers.

The Career Service staff is available to meet individually with students to provide their expert advice on topics such as: resume preparation, interviewing etiquette and salary negotiation techniques. Students are able to utilize industry specific resource materials and benchmarking information in their job search activities.

The LeBow College of Business offers graduate work leading to the degrees of Master of Business Administration, Master of Science, and Doctor of Philosophy. LeBow College offers an accelerated BS/MBA degree program that provides academically qualified students with the opportunity to earn both a bachelor's degree and an MBA in the time normally required for the undergraduate degree at Drexel University. The program combines the advantage of practical work experience in the renowned Drexel Co-op with the graduate credentials of a nationally recognized MBA degree. Lastly, LeBow College offers a five-year dual-degree program with the European Business School (ESB) at Reutlingen University in Germany.

Facilities

So that Drexel business students gain the most up-to-date access to both hardware and software used in professional settings, major advances in the technologies used in the corporate world are constantly being matched by upgrades on campus.

In summer 2011, construction began on a 12-story, \$92 million academic center for the LeBow College of Business, replacing Matheson Hall. The new state-of-the-art will continue strengthening faculty research, student learning and the nourishment of a community consisting of faculty, students, alumni and business leaders. The building will help unite faculty, students and staff now housed in four locations throughout Drexel's main campus and is expected to open in the fall of 2013. The Leonard Pearlstein Business Learning Center houses state-of-the-art classrooms, labs, and tiered mock boardrooms, as well as the LeBow College Business Executive Education Center.

Economics

About the Program

Bachelor of Science Degree: 187.0 quarter credits

Bachelor of Arts Degree: 187.0 quarter credits

Economics is at the root of business decisions, government policy making, and global relations. As a course of study, it can lead to diverse career opportunities, and is often viewed favorably as excellent preparation for graduate programs such as business and law.

Although housed in the LeBow College of Business, the economics major is a free-standing major with different requirements in the liberal arts and sciences and a deeper more complete coverage of economics than any other curriculum. Students majoring in economics benefit from complementary studies in one or more areas, depending on their interests and long-term plans.

Bachelor of Arts in Economics

The BA in Economics introduces students to modern economics within the context of a broad-based liberal arts curriculum. The degree is oriented toward students with interest in the less quantitative features of economics and a broader liberal arts education, particularly in areas offered by the College of Arts and Sciences. The degree requires students develop and depth of knowledge in a coordinate field outside of economics.

Bachelor of Science in Economics

The BS in Economics introduces students to modern economics within the context of a general scientific and humanities curriculum. This degree is oriented towards students interested in acquiring a broad-based education with a focus on quantitative and professional skills. The degree stipulates that students either complete one of the specific economic concentrations (Business Economics or Mathematical Economics) or develop depth of knowledge in a secondary minor or manor field outside of economics.

The BS in Economics offers concentration choices in both Business Economics and Mathematical Economics.

Business Economics Concentration

This concentration prepares students to apply the rigorous methods of modern quantitative economics as professionals in a business context. This program combines coursework in economics and the functional fields of business administration within the context of a general scientific and humanities curriculum.

Mathematical Economics Concentration

This concentration prepares students for graduate study in quantitative and rigorous programs in economics and related fields. This program will also prepare students for professional work in quantitative economics or closely related areas, by providing coursework in economics and mathematics, in the context of a general scientific and humanities curriculum.

Coordinate Field Option

As an alternative to choosing one of these concentrations, students may also personalize their degree by developing a depth of knowledge in a secondary minor or major field outside of economics such as finance, social sciences, international studies or natural sciences. Examples of possible coordinating minors could include a minor in History and Politics for students interested in political economy or policy studies; a minor in American or European Studies for students interested in the economics of those countries, or a minor in Communication for students interested in economic journalism. In addition, students can complete a specialization in business economics or mathematical economics as an area of concentration.

Additional Information

For more information about this major, contact the Department of Economics and International Business. (<http://www.lebow.drexel.edu/Faculty/Departments/Economics>)

Degree Requirements (BS)

While a variety of options are available for study in coordinating fields, two specific concentrations have been developed to address key areas in economics.

- The Business Economics Concentration
- The Mathematical Economics Concentration

The requirements for those concentrations are listed beneath the general requirements for the BS in Economics.

General education requirements

ANTH 101	Introduction to Cultural Diversity	3.0
COM 270 [WI]	Business Communication	3.0
ENGL 101	Expository Writing and Reading	3.0
BUSN 103	Advanced First Year Business Seminar	2.0
ENGL 102	Persuasive Writing and Reading	3.0
ENGL 103	Analytical Writing and Reading	3.0
PSY 101	General Psychology I	3.0
SOC 101	Introduction to Sociology	3.0
UNIV B101	The Drexel Experience	2.0
CS 143 Computer Programming Fundamentals [In development] *		3.0

Select one of the following math sequences: 8.0

MATH 101 Introduction to Analysis I
& MATH 102 and Introduction to Analysis II

MATH 121 Calculus I
& MATH 122 and Calculus II

Fine arts elective	3.0
Three laboratory science electives	9.0
Two English literature electives: (ENGL 200 through ENGL 399)	6.0
Two history electives	6.0
Two philosophy electives	6.0

Economics Requirements

ECON 201	Principles of Microeconomics	4.0
ECON 202	Principles of Macroeconomics	4.0
ECON 250	Game Theory and Applications	4.0
ECON 301	Microeconomics	4.0
ECON 321	Macroeconomics	4.0
ECON 322 [WI]	Economics Seminar	4.0
ECON 350 [WI]	Applied Econometrics	4.0
ECON 360	Time Series Econometrics	4.0
INTB 334	International Trade	4.0
INTB 336	International Money and Finance	4.0

Select one of the following sequences: 8.0

MATH 311 Probability and Statistics I
& MATH 312 and Probability and Statistics II

STAT 201 Introduction to Business Statistics
& STAT 202 and Business Statistics II

Economics Electives 20.0

Select 20.0 credits from any of the following:

ECON 326 [WI]	Economic Ideas	
ECON 330	Managerial Economics	
ECON 334	Public Finance	
ECON 336	Labor Economics	
ECON 338	Industrial Organization	
ECON 342	Economic Development	
ECON 344	Comparative Economic Systems	
ECON 351	Resource and Environmental Economics	

INTB 332	Multinational Corporations	
INTB 440	Seminar in International Business	
INTB 338	Regional Studies in Economic Policies and International Business	
ENVS 370	Practice of Environmental Economics	
FIN 301	Introduction to Finance	
FIN 325	Financial Institutions and Markets	
SOC 240	Urban Sociology	
SOC 260 [WI]	Classical Social Theory	
Additional Requirements		
Coordinate Field		26.0
Additional courses as required to satisfy a coordinating field (a second major, minor, or one of the two available concentrations below)		
Free electives		27.0
Total Credits		187.0

* Students pursuing the concentration in Mathematical Economics can select CS 171 instead of CS 143.

Mathematical Economics Concentration

Students selecting this concentration must have satisfied the general educational mathematics requirements by taking and MATH 122.

MATH 123	Calculus III	4.0
MATH 200	Multivariate Calculus	4.0
MATH 201	Linear Algebra	4.0
MATH 210	Differential Equations	4.0
Select three of the following:		9.0-12.0
MATH 220	Introduction to Mathematical Reasoning	
MATH 285	Differential Equations II	
MATH 300	Numerical Analysis I	
MATH 301	Numerical Analysis II	
MATH 305	Introduction to Optimization Theory	
MATH 320	Actuarial Mathematics	
MATH 401	Elements of Modern Analysis I	
MATH 402	Elements of Modern Analysis II	
Free Electives		23.0-26.0
Total Credits		48.0-54.0

Business Economics Concentration

Required Courses

ACCT 115	Financial Accounting Foundations	4.0
FIN 301	Introduction to Finance	4.0
MIS 200	Management Information Systems	4.0
ORGB 300 [WI]	Organizational Behavior	4.0
or BLAW 201	Business Law I	
Select two of the following:		8.0
ACCT 116	Managerial Accounting Foundations	
FIN 302	Intermediate Corporate Finance	
FIN 321	Investment Securities & Marketing	
MKTG 301	Introduction to Marketing Management	

OPM 200	Operations Management	
Total Credits		24.0

Sample Plan of Study (BS)

Term 1		Credits
ECON 201	Principles of Microeconomics	4.0
ENGL 101	Expository Writing and Reading	3.0
PSY 101	General Psychology I	3.0
MATH 121	Calculus I	4.0
or 101	Introduction to Analysis I	
UNIV B101	The Drexel Experience	1.0
Term Credits		15.0
Term 2		
ECON 202	Principles of Macroeconomics	4.0
ENGL 102	Persuasive Writing and Reading	3.0
SOC 101	Introduction to Sociology	3.0
MATH 122	Calculus II	4.0
or 102	Introduction to Analysis II	
CS 280	Special Topics in Computer Science (Computer Programming Fundamentals)	3.0
Term Credits		17.0
Term 3		
ANTH 101	Introduction to Cultural Diversity	3.0
BUSN 103	Advanced First Year Business Seminar	2.0
ENGL 103	Analytical Writing and Reading	3.0
Laboratory science course		3.0
Philosophy (PHIL) elective		3.0
History elective		3.0
Term Credits		17.0
Term 4		
COM 270	Business Communication [WI]	3.0
ECON 301	Microeconomics	4.0
STAT 201	Introduction to Business Statistics	4.0
Philosophy (PHIL) elective		3.0
Laboratory Science course		3.0
Term Credits		17.0
Term 5		
ECON 250	Game Theory and Applications	4.0
ECON 321	Macroeconomics	4.0
STAT 202	Business Statistics II	4.0
Laboratory Science course		3.0
Term Credits		15.0
Term 6		
ECON 350	Applied Econometrics [WI]	4.0
INTB 334	International Trade	4.0
ENGL 200 through ENGL 399		3.0
Coordinate Field course (concentration/minor) or a Free elective		3.0

History Elective	3.0
Term Credits	17.0
Term 7	
ECON 360 Time Series Econometrics	4.0
INTB 336 International Money and Finance	4.0
ENGL 200 through ENGL 399	3.0
Coordinate Field course (concentration/minor) or Free elective	3.0
Term Credits	14.0
Term 8	
Coordinate field course (concentration/minor) or a Free elective	3.0
Fine Arts elective	3.0
Economics electives *	8.0
Free elective	3.0
Term Credits	17.0
Term 9	
Coordinate Field courses (concentration/minor) or Free electives	6.0
Economics elective *	4.0
Free electives	6.0
Term Credits	16.0
Term 10	
ECON 322 Economics Seminar [WI]	4.0
UNIV B101 The Drexel Experience	1.0
Coordinate Field course (concentration/minor) or a Free elective	3.0
Economics elective *	4.0
Free elective	3.0
Term Credits	15.0
Term 11	
Coordinate Field courses (concentration/minor) or Free electives	8.0
Economics elective *	4.0
Free elective	3.0
Term Credits	15.0
Term 12	
Free electives	12.0
Term Credits	12.0
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Total Credit:	187.0

Degree Requirements (BA)

General Education Requirements

ANTH 101 Introduction to Cultural Diversity	3.0
COM 230 Techniques of Speaking	3.0
or COM 270 Business Communication	
ENGL 101 Expository Writing and Reading	3.0
ENGL 102 Persuasive Writing and Reading	3.0
ENGL 103 Analytical Writing and Reading	3.0
INTB 200 International Business	4.0
MATH 101 Introduction to Analysis I	4.0
or MATH 121 Calculus I	
MATH 102 Introduction to Analysis II	4.0
PHIL 101 Introduction to Western Philosophy	3.0

PHIL 105 Critical Reasoning	3.0
or PHIL 371 Philosophy of Social Sciences	
PSY 101 General Psychology I	3.0
SOC 101 Introduction to Sociology	3.0
UNIV B101 The Drexel Experience	2.0
College of Media Arts and Design elective	3.0
Two Laboratory Science courses *	6.0
Political Science elective	3.0
Social Science elective	3.0
Diversity elective	3.0
International Studies elective	3.0
Two Modern Language courses (at least through 201 level)	8.0
Required Economics Courses	
ECON 201 Principles of Microeconomics	4.0
ECON 202 Principles of Macroeconomics	4.0
ECON 250 Game Theory and Applications	4.0
ECON 301 Microeconomics	4.0
ECON 321 Macroeconomics	4.0
ECON 322 [WI] Economics Seminar	4.0
ECON 326 [WI] Economic Ideas	4.0
INTB 334 International Trade	4.0
INTB 336 International Money and Finance	4.0
STAT 201 Introduction to Business Statistics	4.0
Economics Electives	20.0
Select five of the following:	
ECON 330 Managerial Economics	
ECON 334 Public Finance	
ECON 336 Labor Economics	
ECON 338 Industrial Organization	
ECON 342 Economic Development	
ECON 344 Comparative Economic Systems	
ECON 348 Mathematical Economics	
ECON 350 Applied Econometrics [WI]	
ECON 351 Resource and Environmental Economics	
ECON 360 Time Series Econometrics	
ENVS 370 Practice of Environmental Economics	
FIN 301 Introduction to Finance	
FIN 325 Financial Institutions and Markets	
INTB 332 Multinational Corporations	
INTB 338 Regional Studies in Economic Policies and International Business	
INTB 440 Seminar in International Business	
SOC 240 Urban Sociology	
SOC 260 [WI] Classical Social Theory	
Coordinate Field	24.0
Two of the courses in the chosen coordinate field must be 200 level or above.	
Free Electives	33.0
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Total Credits	187.0

* Science courses are selected from Biology (BIO), Chemistry (CHEM), Environmental Science (ENVS), Physics (PHYS), or Physics-Environmental Science (PHEV).

Plan of Study (BA)

Term 1		Credits		Term Credits	18.0
UNIV B101	The Drexel Experience [WI]	1.0			
ECON 202	Principles of Macroeconomics	4.0			
ENGL 101	Composition and Rhetoric I: Inquiry and Exploratory Research	3.0			
MATH 101 or 121	Introduction to Analysis I Calculus I	4.0			
PSY 101	General Psychology I	3.0			
	Term Credits	15.0			
Term 2					
ECON 202	Principles of Macroeconomics	4.0			
ENGL 102	Composition and Rhetoric II: The Craft of Persuasion	3.0			
MATH 102 or 122	Introduction to Analysis II Calculus II	4.0			
SOC 101	Introduction to Sociology	3.0			
	Term Credits	14.0			
Term 3					
ANTH 101	Introduction to Cultural Diversity	3.0			
ENGL 103	Composition and Rhetoric III: Thematic Analysis Across Genres	3.0			
PHIL 101	Introduction to Western Philosophy	3.0			
INTB 200	International Business	4.0			
Laboratory Science course		3.0			
	Term Credits	16.0			
Term 4					
ECON 301	Microeconomics	4.0			
COM 230 or 270 [WI]	Techniques of Speaking Business Communication	3.0			
STAT 201	Introduction to Business Statistics	4.0			
Laboratory Science course		3.0			
College of Media Arts & Design elective		3.0			
	Term Credits	17.0			
Term 5					
ECON 250	Game Theory and Applications	4.0			
ECON 321	Macroeconomics	4.0			
Modern Language elective		4.0			
Politics Science elective		4.0			
	Term Credits	16.0			
Term 6					
ECON 326 [WI]	Economic Ideas	4.0			
INTB 334	International Trade	4.0			
Coordinate Field course		3.0			
Modern Language elective (101 or higher)		4.0			
	Term Credits	15.0			
Term 7					
INTB 336	International Money and Finance	4.0			
PHIL 105 or 371	Critical Reasoning Philosophy of Social Sciences	3.0			
Modern Language course (103) or Free elective		4.0			
Coordinate Field course		3.0			
Economics elective		4.0			
	Term Credits	18.0			
Term 8					
Modern Languages (201 or Free elective)		4.0			
Diversity elective		3.0			
Economics elective		4.0			
Coordinate Field courses		6.0			
	Term Credits	17.0			
Term 9					
Coordinate Field courses		6.0			
International elective		3.0			
Social Science elective		3.0			
Economics elective		4.0			
	Term Credits	16.0			
Term 10					
ECON 322 [WI]	Economics Seminar	4.0			
UNIV B101 [WI]	The Drexel Experience	1.0			
Coordinate Field course		3.0			
Economics elective		4.0			
Free elective		3.0			
	Term Credits	15.0			
Term 11					
Coordinate Field course		3.0			
Economics elective		4.0			
Free electives		9.0			
	Term Credits	16.0			
Term 12					
Free electives		12.0			
	Term Credits	12.0			
			<hr/>		
			Total Credit: 187.0		
Co-op/Career Opportunities					
The study of economics prepares students for a variety of fields: research economists in banks, government and universities; law; economic development for local government, banks and firms; business management and consulting; government and international agencies, such as the CIA, World Bank, IMF and USAID; and business and economic journalism.					
Career Paths and Degree Combinations					
Economics provides an excellent foundation for many career options and can also be combined with many other majors and minors in preparing students for great careers.					
For example:					

Banking and Finance

- Economics and Finance
- Economics and Business
- Economics and Mathematics
- Business Economics Concentration
- Economics and Physics

Academia

- Economics and Anthropology
- Economics and Psychology
- Economics and Mathematics
- Economics and Philosophy

Economics Research in Industry

- Economics and Mathematics
- Mathematical Economics Concentration
- Economics and Marketing
- Economics and Finance

High Tech and IT Industries

- Economics and Information Systems
- Economics and Chemistry
- Economics and Biology

Economics Research in Governments and International Organizations

- Economics and Environmental Studies
- Economics and Political Science
- Economics and International Studies

Law School and Other Graduate School Options

- Economics and Legal Studies
- Economics and Philosophy
- Economics and Political Science
- Economics and International Studies

Opportunities

Recently, economics students have obtained positions at the following institutions:

- Federal Reserve Bank, Board of Governors
- Citibank
- Vanguard Corporation
- Deloitte Consulting
- Black Rock Inc.
- Tyco Electronics

Visit the Drexel Steinbright Career Development Center (<http://www.drexel.edu/scdc>) page for more detailed information on co-op and post-graduate opportunities.

Dual/Accelerated Degree

Dual Degree Bachelor's Programs

With careful planning, students can complete two full degrees in the time usually required to complete one. The double major option works best in closely related areas. For detailed information the student should contact his or her advisor.

Degree Requirements

General Education Requirements

ANTH 101	Introduction to Cultural Diversity	3.0
COM 270 [WI]	Business Communication (WI)	3.0
ENGL 101	Expository Writing and Reading	3.0
ENGL 102	Persuasive Writing and Reading	3.0
ENGL 103	Analytical Writing and Reading	3.0

Select one of the following sequences:

MATH 101 & MATH 102	Introduction to Analysis I and Introduction to Analysis II	
MATH 121 & MATH 122	Calculus I and Calculus II (recommended)	
PSY 101	General Psychology I	3.0
SOC 101	Introduction to Sociology	3.0
UNIV 101	The Drexel Experience	2.0
	Fine Arts Elective	3.0
	Three Laboratory Science Electives	9.0-12.0
	Two English Literature Electives: (ENGL 200 through ENGL 399)	6.0
	Two History Electives	6.0
	Two Philosophy Electives	6.0
	Select one of the following:	3.0

CS 161 Introduction to Computing

CS 171 Computer Programming I

Professional Requirements

ECON 201	Principles of Microeconomics	4.0
ECON 202	Principles of Macroeconomics	4.0
ECON 250	Game Theory and Applications	4.0
ECON 301	Microeconomics	4.0
ECON 321	Macroeconomics	4.0
ECON 322 [WI]	Economics Seminar	4.0
ECON 330	Managerial Economics *	4.0
ECON 348	Mathematical Economics **	4.0
ECON 350 [WI]	Applied Econometrics (WI)	4.0
ECON 360	Time Series Econometrics	4.0
INTB 334	International Trade	4.0
INTB 336	International Money and Finance	4.0
	Select one of the following sequences:	8.0

MATH 311 Probability and Statistics I

& MATH 312 and Probability and Statistics II

STAT 201 Introduction to Business Statistics
& STAT 202 and Business Statistics II

Professional Electives

Select six of the following: 20.0

Any other ECON courses numbered above 240

Any other INTB courses

ENVS 370	Practice of Environmental Economics	
FIN 301	Introduction to Finance ***	
FIN 325	Financial Institutions and Markets ***	
SOC 240	Urban Sociology	
SOC 260 [WI]	Classical Social Theory	
Additional Requirements:		
BS in Economics		
Coordinate Field		24.0
Additional courses as required to satisfy a coordinating field (a second major, minor, or one of the two available concentrations below).		
Free Electives		28.0
Total Credits		184.0-187.0

* Only required for students pursuing the BS in Economics/Business Economics Concentration

** Only required for students pursuing the BS in Economics/Mathematical Economics Concentration

*** Required for the BS in Economics/Business Economics Concentration

Minor in Economics

Requirements

- No more than 2 courses or 8 credits (or 3 courses and 9 credits if classes were taken under the “old curriculum”) required by a student’s major may be counted towards this minor.
- A grade of “C” (2.0) or better must be earned for each course in this minor for it to be counted.
- No more than two transfer courses may be used to complete this minor. Transfer credits must be taken before matriculated at Drexel.
- Students in the process of completing a degree granting program out of the Goodwin College of Evening and Professional Studies, (BS or BSCOEPS), may enroll in 700 sections of the courses they choose that meet the minor requirements. All other students in the process of completing a degree granting program from other colleges/schools within Drexel University must enroll in the 500 sections of the courses they choose that meet the minor requirements.
- Students should check the pre-requisites of all classes when selecting electives. It is the responsibility of the student to know pre-requisites
- Business Administration and Business & Engineering majors may not minor in Accounting, Business, Economics, Entrepreneurship, Finance, International Economics, Legal Studies, Management Information Systems, Marketing and/or Operations Management.

All prospective students should meet with an advisor from the College as soon as possible. Call 215-895-2110 to set up an appointment.

Required Courses

ECON 201	Principles of Microeconomics	4.0
ECON 202	Principles of Macroeconomics	4.0
ECON 301	Microeconomics	4.0
ECON 321	Macroeconomics	4.0
ECON 322 [WI]	Economics Seminar	4.0

Select one of the following: 4.0

ECON 250	Game Theory and Applications	
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ECON 326	Economic Ideas [WI]	
ECON 334	Public Finance	
ECON 336	Labor Economics	
ECON 338	Industrial Organization	
ECON 342	Economic Development	
ECON 348	Mathematical Economics	
ECON 350	Applied Econometrics [WI]	
ECON 351	Resource and Environmental Economics	
INTB 332	Multinational Corporations	
INTB 334	International Trade	
INTB 336	International Money and Finance	
INTB 338	Regional Studies in Economic Policies and International Business	
Total Credits		24.0

Business and Engineering

About the Major

Bachelor of Science in Business and Engineering (BSBE): 185.0 quarter credits

The business and engineering curricula combines two of Drexel’s most exciting programs, linking business and engineering to provide students with expertise in both fields.

The Business and Engineering program contains a broad-based business and engineering curriculum, enabling graduates to work successfully in technically oriented business positions. Students complete a set of broad functional business core courses along with a firm foundation in science, mathematics, and engineering. Students also study more deeply the areas of operations management, entrepreneurship, finance, and marketing, while also studying the functional areas of engineering. Graduates of this program will be well prepared to participate in innovative technological efforts in business.

The Business and Engineering Degree Program gives students the opportunity to learn important concepts in functional business areas such as accounting, economics, finance, information systems, law, marketing, organizational behavior, operations, and statistics.

Mission

The Business and Engineering Degree Program gives students the opportunity to:

- Learn important concepts in functional business areas such as accounting, economics, finance, information systems, law, marketing, organizational behavior, operations, and statistics.
- Study in more depth the areas of operations, entrepreneurship, finance, management, marketing and other functional business areas.
- Complete a broad education in engineering disciplines after completing a firm foundation in science and mathematics.
- Develop skills in technical communication and critical reasoning.
- Study ethical issues faced by managers and engineers, and understand technology from a historical perspective.

- Apply acquired skills in two co-op work experiences to further enhance their knowledge base.
- Study entrepreneurship from a management and finance perspective for preparation in innovative technological efforts.
- Learn the operational aspects of business operations to improve the functioning of technically oriented businesses.

About the Business Concentrations

Although students are not required to complete a business concentration under the curriculum, they will have the ability to complete any of the concentrations that are currently offered to students pursuing a Bachelor of Science in Business Administration. Concentrations in General Business, Entrepreneurship, and Operations Management can be completed within the 185.5 credit requirement; other concentrations will require students to take more than 185.5 credits.

For more information about this major, contact the Department of Decision Sciences.

Fields of Concentration

In selecting a field of concentration, students are encouraged to consult with their academic advisor.

- Accounting
- Economics
- Entrepreneurship
- Finance
- General Business
- International Business
- International Business (co-concentration option)
- Legal Studies
- Management Information Systems
- Marketing
- Operations & Supply Chain Management

Degree Requirements

General Education Requirements

COM 310 [WI]	Technical Communication (WI)	3.0
ENGL 101	Expository Writing and Reading	3.0
ENGL 102	Persuasive Writing and Reading	3.0
ENGL 103	Analytical Writing and Reading	3.0
HIST 285	Technology in Historical Perspective	3.0
MATH 121	Calculus I	4.0
MATH 122	Calculus II	4.0
MATH 123	Calculus III	4.0
MATH 200	Multivariate Calculus	4.0
MATH 201	Linear Algebra	4.0
PHIL 105	Critical Reasoning	3.0
PHIL 301	Business Ethics	3.0
or PHIL 315	Engineering Ethics	
UNIV B101	The Drexel Experience	2.0

Science and Computing Requirements

CHEM 101	General Chemistry I	3.5
CHEM 102	General Chemistry II	4.5

CS 121	Computation Laboratory I	1.0
CS 122	Computation Laboratory II	1.0
CS 123	Computation Laboratory III	1.0
PHYS 101	Fundamentals of Physics I	4.0
PHYS 102	Fundamentals of Physics II	4.0
PHYS 201	Fundamentals of Physics III	4.0

Business Requirements

BUSN 101	Foundations of Business I	4.0
BUSN 102	Foundations of Business II	4.0
ACCT 115	Financial Accounting Foundations	4.0
ACCT 116	Managerial Accounting Foundations	4.0
BLAW 201	Business Law I	4.0
ECON 201	Principles of Microeconomics	4.0
ECON 202	Principles of Macroeconomics	4.0
FIN 301	Introduction to Finance	4.0
MIS 200	Management Information Systems	4.0
MKTG 301	Introduction to Marketing Management	4.0
ORGB 300 [WI]	Organizational Behavior (WI)	4.0
INTB 200	International Business	4.0
MGMT 260	Introduction to Entrepreneurship	4.0
MGMT 450	Strategy and Competitive Advantage	4.0
STAT 205	Statistical Inference I	4.0
STAT 206	Statistical Inference II	4.0

Business and Engineering Focus

Operations Management

OPR 320	Linear Models for Decision Making	4.0
OPM 321	Planning and Control of Operations	4.0
Select one of the following:		4.0
OPR 330	Advanced Decision Making and Simulation	
STAT 301	Applied Statistical Models for Business	
STAT 325	Six-Sigma Quality Implementation	

Entrepreneurship

Select one of the following:		4.0
MGMT 363	Directed Study in Entrepreneurship	
MGMT 364	Technology Management	
MGMT 365	Business Plan for Entrepreneurs	

Finance

Select one of the following:		4.0
FIN 302	Intermediate Corporate Finance	
FIN 335	Entrepreneurial Finance	

Marketing

Select one of the following:		4.0
MKTG 326	Marketing Research	
MKTG 347	New Product Development	

Business Electives

Three courses selected from one or more Business Concentrations * 12.0

Engineering Requirements

ENGR 220	Fundamentals of Materials	4.0
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Engineering Elective A

Select three of the following:		9.0
CHE 201	Process Material Balances	
ECE 200	Digital Logic Design	

ENGR 210	Introduction to Thermodynamics	
MATE 221	Introduction to Mechanical Behavior of Materials	
MEM 202	Engineering Mechanics-Statistics	
CAEE 201	Introduction to Infrastructure Engineering	
Engineering Elective B		
Select one of the following:		3.0
CHE 202	Process Energy Balances	
ECE 211	Electrical Engineering Principles	
& ECE 212	and Electrical Engineering Principles Laboratory	
MEM 201	Foundations of Computer Aided Design	
CAEE 210	Measurements in Civil, Architectural and Environmental Engineering I	
One Additional Engineering Elective		3.0
One elective in one of the above engineering disciplines		
Total Credits		185.0

Sample Plan of Study

Term 1		Credits
BUSN 101	Foundations of Business I	4.0
CS 121	Computation Laboratory I	1.0
ECON 201	Principles of Microeconomics	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 121	Calculus I	4.0
UNIV B101	The Drexel Experience	1.0
Term Credits		17.0
Term 2		
BUSN 102	Foundations of Business II	4.0
CHEM 101	General Chemistry I	3.5
CS 122	Computation Laboratory II	1.0
ENGL 102	Persuasive Writing and Reading	3.0
MATH 122	Calculus II	4.0
PHYS 101	Fundamentals of Physics I	4.0
Term Credits		19.5
Term 3		
CHEM 102	General Chemistry II	4.5
CS 123	Computation Laboratory III	1.0
ENGL 103	Analytical Writing and Reading	3.0
MATH 200	Multivariate Calculus	4.0
PHYS 102	Fundamentals of Physics II	4.0
Term Credits		16.5
Term 4		
ACCT 115	Financial Accounting Foundations	4.0
MATH 123	Calculus III	4.0
PHYS 201	Fundamentals of Physics III	4.0
STAT 205	Statistical Inference I	4.0
Term Credits		16.0
Term 5		
ACCT 116	Managerial Accounting Foundations	4.0
ECON 202	Principles of Macroeconomics	4.0
MATH 201	Linear Algebra	4.0

STAT 206	Statistical Inference II	4.0
Term Credits		16.0
Term 6		
BLAW 201	Business Law I	4.0
ENGR 220	Fundamentals of Materials	4.0
MIS 200	Management Information Systems	4.0
Engineering Elective A or B [*]		3.0
Term Credits		15.0
Term 7		
FIN 301	Introduction to Finance	4.0
MKTG 301	Introduction to Marketing Management	4.0
PHIL 105	Critical Reasoning	3.0
Engineering Elective A [*]		3.0
Term Credits		14.0
Term 8		
HIST 285	Technology in Historical Perspective	3.0
INTB 200	International Business	4.0
MGMT 260	Introduction to Entrepreneurship	4.0
Engineering Elective A [*]		3.0
Term Credits		14.0
Term 9		
COM 310	Technical Communication [WI]	3.0
ORGB 300	Organizational Behavior [WI]	4.0
PHIL 315	Engineering Ethics or 301 Business Ethics	3.0
Engineering Elective B [*]		3.0
Engineering Elective A [*]		3.0
Term Credits		16.0
Term 10		
OPM 321	Planning and Control of Operations	4.0
OPR 320	Linear Models for Decision Making	4.0
MKTG 326	Marketing Research or 347 New Product Development	4.0
Select one of the following:		4.0
MGMT 363 Directed Study in Entrepreneurship		
MGMT 364 Technology Management		
MGMT 365 Business Plan for Entrepreneurs		
UNIV B101	The Drexel Experience	1.0
Term Credits		17.0
Term 11		
FIN 335	Entrepreneurial Finance or 302 Intermediate Corporate Finance	4.0
Select one of the following:		4.0
STAT 301 Applied Statistical Models for Business		
STAT 325 Six-Sigma Quality Implementation		
OPR 330 Advanced Decision Making and Simulation		
Business elective		4.0
Term Credits		12.0
Term 12		
MGMT 450	Strategy and Competitive Advantage	4.0

Business Electives	8.0
Term Credits	12.0
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Total Credit: 185.0	

* See degree requirements (<http://catalog.drexel.edu/undergraduate/collegeofbusiness/bsinbusinessandengineering/#degreerequirementsbtext>).

Business Administration

About the Program

Bachelor of Science in Business Administration (BSBA): 180.0 quarter credits

The business administration degree provides a solid business education for students interested in a full range of business career options. In selecting a field of concentration, students are encouraged to consult with their academic advisor and the department head of the field in which they are interested. Many students choose to enhance their educational experience by taking two concentrations.

The Business Administration curriculum, accredited by AACSB International, the Association to Advance Collegiate Schools of Business, underscores the College's commitment to educate tomorrow's leaders in business with a broad-based education to enhance intellectual development, develop strong business capabilities, and cultivate leadership skills through citizenship and community engagement.

The curriculum provides an excellent broad-based foundation while continuing to allow for dual concentrations and minors.

The co-operative four-year and five-year curricula offer a balanced program of general education, studies in the common body of knowledge, and an area of concentration in one or more of the functional fields of business. Students have the advantages of the co-operative education plan with alternating terms in industry and classes after the freshman year.

The course content of the non-co-operative four-year curriculum is the same as that of the five-year program. The curriculum is offered for those students who wish to complete their education in a four-year period without the benefits of co-op experiences

For more information about this major, visit LeBow College Bachelor of Science in Business Administration (<http://www.lebow.drexel.edu/Prospects/Undergraduate/Programs/Business.php>) page.

Fields of Concentration

- Accounting (p. 17)
- Economics (p. 19)
- Entrepreneurship (p. 20)
- Finance (p. 21)
- General Business (p. 23)
- International Business (p. 24)
- International Business (co-concentration option) (p. 24)
- Legal Studies (p. 26)
- Management Information Systems (p. 28)
- Marketing (p. 30)
- Operations & Supply Chain Management (p. 33)

Degree Requirements

General Education Requirements

ENGL 101	Expository Writing and Reading	3.0
ENGL 102	Persuasive Writing and Reading	3.0
ENGL 103	Analytical Writing and Reading	3.0
COM 270 [WI]	Business Communication (WI)	3.0
MATH 101	Introduction to Analysis I	4.0
MATH 102	Introduction to Analysis II	4.0
PHIL 105	Critical Reasoning	3.0
PSY 101	General Psychology I	3.0
UNIV B101	The Drexel Experience	2.0
English literature elective: (ENGL 200 through ENGL 399)		3.0
Fine arts elective		3.0
History (HIST) elective		3.0
Select two of the following:		6.0
BIO 100	Applied Cells, Genetics & Physiology	
or BIO 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	

General Education (Category) Electives

Students select seven (21.0 credits) general education electives, with a minimum of one course in each of the following three categories. Students take the remaining 12.0 credits from any of the topics listed under Additional General Education Electives.

Society and Culture

Communication, English, Fine Arts, International Area Studies, Language, Philosophy 3.0

Social Science

Anthropology, History, Sociology, Political Science, Psychology 3.0

Science

Computer Science, Information Systems, Science 3.0

Additional General Education Electives

Communication, English, Fine Arts, International Area Studies, Language, Philosophy, Anthropology, History, Sociology, Political Science, Psychology, Computer Science, Information Systems, Math, Science 12.0

Business Requirements *

BUSN 101	Foundations of Business I	4.0
BUSN 102	Foundations of Business II	4.0
ACCT 115	Financial Accounting Foundations	4.0
ACCT 116	Managerial Accounting Foundations	4.0
BLAW 201	Business Law I	4.0
STAT 201	Introduction to Business Statistics	4.0
ECON 201	Principles of Microeconomics	4.0
ECON 202	Principles of Macroeconomics	4.0
FIN 301	Introduction to Finance	4.0
MIS 200	Management Information Systems	4.0
MKTG 301	Introduction to Marketing Management	4.0
OPM 200	Operations Management	4.0
ORGB 300 [WI]	Organizational Behavior (WI)	4.0
INTB 200	International Business	4.0
MGMT 450	Strategy and Competitive Advantage	4.0

Select one of the following:	4.0
STAT 202 Business Statistics II **	
MGMT 260 Introduction to Entrepreneurship	
MGMT 451 Management Simulation	
BUSN 451 Business Consulting	
Concentration Electives	24.0
Free Electives	28.0
Total Credits	180.0

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* Online Business students take BUSN 111 and BUSN 112 [WI] (a four-day residency in Philadelphia) instead of BUSN 101 and BUSN 102. Online students should check with their advisors because additional requirements may apply.

** Students planning on a Concentration in Finance (<http://www.drexel.edu/catalog/degree/fin.htm>) must select STAT 202, as it is a prerequisite for the upper-level finance requirements.

Sample Plan of Study

Term 1		Credits
BUSN 101	Foundations of Business I	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 101	Introduction to Analysis I	4.0
UNIV B101	The Drexel Experience	1.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		15.0
Term 2		
BUSN 102	Foundations of Business II	4.0
ENGL 102	Persuasive Writing and Reading	3.0
MATH 102	Introduction to Analysis II	4.0
Select one of the following:		3.0
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
Term Credits		14.0
Term 3		
ACCT 115	Financial Accounting Foundations	4.0
ENGL 103	Analytical Writing and Reading	3.0
PSY 101	General Psychology I	3.0
Society and culture course*		3.0
Social Science course*		3.0
Term Credits		16.0
Term 4		
ACCT 116	Managerial Accounting Foundations	4.0
BLAW 201	Business Law I	4.0
ECON 201	Principles of Microeconomics	4.0

STAT 201	Introduction to Business Statistics	4.0
History elective		3.0
Term Credits		19.0

Term 5

ECON 202	Principles of Macroeconomics	4.0
COM 270	Business Communication [WI]	3.0
PHIL 105	Critical Reasoning	3.0
General Education elective*		3.0
Term Credits		13.0

Term 6

MKTG 301	Introduction to Marketing Management	4.0
OPM 200	Operations Management	4.0
English (ENGL) course	200-level or above	3.0
Science elective*		3.0
Term Credits		14.0

Term 7

FIN 301	Introduction to Finance	4.0
INTB 200	International Business	4.0
MIS 200	Management Information Systems	4.0
General Education Elective*		3.0
Term Credits		15.0

Term 8

ORGB 300	Organizational Behavior [WI]	4.0
Business Concentration courses		8.0
Fine Arts elective		3.0
Term Credits		15.0

Term 9

General Education elective*		3.0
Business Concentration courses		8.0
Free elective		4.0
Term Credits		15.0

Term 10

MGMT 450	Strategy and Competitive Advantage	4.0
UNIV B101	The Drexel Experience	1.0
Business Concentration courses		8.0
Free elective		3.0
Term Credits		16.0

Term 11

Select one of the following:		4.0
BUSN 451	Business Consulting	
MGMT 451	Management Simulation	
STAT 202	Business Statistics II	
MGMT 260	Introduction to Entrepreneurship	
General Education elective*		3.0
Free electives		9.0
Term Credits		16.0

Term 12

Free electives	12.0
Term Credits	12.0

Total Credit: 180.0

* See degree requirements (p. 14).

Minor in Business Administration

The minor in business administration is designed to provide some flexibility while at the same time assuring exposure to a number of critical business functional areas.

Matriculated non-business students who have completed at least 30 credit hours and have a cumulative GPA of 2.0 may apply for an academic minor.

Requirements

- No more than 2 courses or 8 credits (or 3 courses and 9 credits if classes were taken under the “old curriculum”) required by a student’s major may be counted towards this minor.
- A grade of “C” (2.0) or better must be earned for each course in this minor for it to be counted.
- No more than two transfer courses may be used to complete this minor. Transfer credits must be taken before matriculated at Drexel.
- Students in the process of completing a degree granting program out of the Goodwin College of Evening and Professional Studies, (BS or BSCOEPS), may enroll in 700 sections of the courses they choose that meet the minor requirements. All other students in the process of completing a degree granting program from other colleges/schools within Drexel University must enroll in the 500 sections of the courses they choose that meet the minor requirements.
- Students should check the pre-requisites of all classes when selecting electives. It is the responsibility of the student to know pre-requisites
- Business Administration and Business & Engineering majors may not minor in Accounting, Business, Economics, Entrepreneurship, Finance, International Economics, Legal Studies, Management Information Systems, Marketing and/or Operations Management.

All prospective students should meet with an advisor from the College as soon as possible. Call 215-895-2110 to set up an appointment.

Students select six of the following:	24.0
ACCT 115	Financial Accounting Foundations
BLAW 201	Business Law I
BLAW 321	Law of Business Organizations
ECON 201	Principles of Microeconomics
ECON 202	Principles of Macroeconomics
FIN 301	Introduction to Finance
MIS 200	Management Information Systems
MKTG 301	Introduction to Marketing Management
OPM 200	Operations Management
ORGB 300	Organizational Behavior [WI]
STAT 201	Introduction to Business Statistics
STAT 202	Business Statistics II
Total Credits	24.0

Accounting

About the Concentration

Concentration: 24.0 quarter credits

The accounting concentration is designed to provide basic conceptual accounting and business knowledge for careers in accounting and taxation.

Accounting produces information for making decisions about organizations. The LeBow College of Business's accounting coursework is designed to provide basic conceptual accounting and business knowledge for careers in accounting and taxation in many settings. Courses cover accounting, auditing, tax preparation, and related topics.

The greatest range of career opportunities are in public, private and government accounting. Professional accountants are normally certified as public accountants (CPA) or managerial accountants (CMA) after passing professional examinations. The University's co-op program provides an advantage to accounting students who plan to practice locally. Time spent working in co-op internship positions as a student is often accepted as part of the two years of accounting experience required for the Certified Public Accountant certificate in Pennsylvania and many other states.

Students planning to take the CPA exam must take additional accounting coursework. Interested students should contact the Department of Accounting (<http://www.lebow.drexel.edu/Faculty/Departments/Accounting>) at the beginning of the third year to ensure ample time to fulfill such requirements.

Students interested in pursuing a dual concentration in accounting and finance should contact the department heads.

Concentration Requirements

Required Courses

ACCT 321	Financial Reporting I	4.0
ACCT 322	Financial Reporting II	4.0
ACCT 323	Financial Reporting III	4.0
ACCT 331	Cost Accounting	4.0
ACCT 341	Principles of Auditing	4.0
TAX 341	Individual Income Taxes	4.0

Additional Available Accounting Courses

TAX 342	Business Income Taxes	
TAX 390	Financial Planning and Taxes	
Total Credits		24.0

A minimum of 28 ELEC (BUSN/ Non BUSN) credits are required to fulfill degree completion. Students planning to take the CPA exam should review the educational requirements established by the State Board of Accountancy in the state in which they plan to sit for the examination. Students are qualified to sit for the examination in Pennsylvania by meeting the degree requirements above. However, candidates planning to apply for a license on or after January 1, 2012 have to obtain the equivalent of 150 semester credit hours, including 36 semester credit hours in accounting subjects.

Sample Plan of Study

Term 1		Credits
BUSN 101	Foundations of Business I	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 101	Introduction to Analysis I	4.0
UNIV B101	The Drexel Experience	1.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		15.0
Term 2		Credits
BUSN 102	Foundations of Business II	4.0
ENGL 102	Persuasive Writing and Reading	3.0
MATH 102	Introduction to Analysis II	4.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
Select one of the following:		3.0
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		14.0
Term 3		Credits
ACCT 115	Financial Accounting Foundations	4.0
ENGL 103	Analytical Writing and Reading	3.0
PSY 101	General Psychology I	3.0
Social science elective		3.0
Society and culture elective		3.0
Term Credits		16.0
Term 4		Credits
ACCT 116	Managerial Accounting Foundations	4.0
ECON 201	Principles of Microeconomics	4.0
STAT 201	Introduction to Business Statistics	4.0
History (HIST) elective		3.0
Term Credits		15.0
Term 5		Credits
BLAW 201	Business Law I	4.0
COM 270	Business Communication [WI]	3.0
ECON 202	Principles of Macroeconomics	4.0
INTB 200	International Business	4.0
Term Credits		15.0
Term 6		Credits
ACCT 321	Financial Reporting I	4.0
MKTG 301	Introduction to Marketing Management	4.0
OPM 200	Operations Management	4.0
ENGL 200 - ENGL 399 course		3.0
Term Credits		15.0
Term 7		Credits
ACCT 322	Financial Reporting II	4.0
FIN 301	Introduction to Finance	4.0
MIS 200	Management Information Systems	4.0

Science elective	3.0
Term Credits	15.0
Term 8	
ORGB 300 Organizational Behavior [WI]	4.0
ACCT 323 Financial Reporting III	4.0
PHIL 105 Critical Reasoning	3.0
General education elective	3.0
Term Credits	14.0
Term 9	
TAX 341 Individual Income Taxes	4.0
General education elective	3.0
Free electives	8.0
Term Credits	15.0
Term 10	
ACCT 331 Cost Accounting	4.0
ACCT 341 Principles of Auditing	4.0
UNIV B101 The Drexel Experience	1.0
Free elective	4.0
General education elective	3.0
Term Credits	16.0
Term 11	
MGMT 450 Strategy and Competitive Advantage	4.0
General education elective	3.0
Free electives	8.0
Term Credits	15.0
Term 12	
Select one of the following:	4.0
BUSN 451 Business Consulting	
STAT 202 Business Statistics II	
MGMT 451 Management Simulation	
MGMT 260 Introduction to Entrepreneurship	
Free electives	8.0
Fine arts elective	3.0
Term Credits	15.0
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Total Credit: 180.0	

Co-op/Career Opportunities

Public, private, and government accounting provide the greatest range of career possibilities. Professional accountants are normally certified as public accountants (CPA) or managerial accountants (CMA) after passing the appropriate professional examinations.

Drexel's co-op program provides an added advantage to accounting students who plan to practice locally; time spent working in co-op positions as a student is often accepted as part of the two years of accounting experience needed for CPA certification in Pennsylvania.

Drexel's accounting graduates accept positions in public accounting, private industry, government, and nonprofit organizations. Many also choose to continue their studies in graduate schools, pursuing such degrees as the MBA, master's in taxation, or the PhD

Overall, Drexel's graduates enjoy a high placement rate. International business graduates are employed in a variety of corporate settings, including the pharmaceutical, banking and telecommunication industries. Some students pursue graduate studies or find employment in multilateral governmental organizations.

Visit the Drexel Steinbright Career Development Center (<http://www.drexel.edu/scdc>) page for more detailed information on co-op and post-graduate opportunities.

Minor in Accounting

- No more than 2 courses or 8 credits (or 3 courses and 9 credits if classes were taken under the "old curriculum") required by a student's major may be counted towards this minor.
- A grade of "C" (2.0) or better must be earned for each course in this minor for it to be counted.
- No more than two transfer courses may be used to complete this minor. Transfer credits must be taken before matriculated at Drexel.
- Students in the process of completing a degree granting program out of the Goodwin College of Evening and Professional Studies, (BS or BSCOEPS), may enroll in 700 sections of the courses they choose that meet the minor requirements. All other students in the process of completing a degree granting program from other colleges/schools within Drexel University must enroll in the 500 sections of the courses they choose that meet the minor requirements.
- Students should check the pre-requisites of all classes when selecting electives. It is the responsibility of the student to know pre-requisites
- Business Administration and Business & Engineering majors may not minor in Accounting, Business, Economics, Entrepreneurship, Finance, International Economics, Legal Studies, Management Information Systems, Marketing and/or Operations Management.

All prospective students should meet with an advisor from the College as soon as possible. Call 215-895-2110 to set up an appointment.

Required Courses

ACCT 115	Financial Accounting Foundations	4.0
ACCT 116	Managerial Accounting Foundations	4.0
Select four of the following:		16.0
ACCT 321	Financial Reporting I	
ACCT 322	Financial Reporting II	
ACCT 323	Financial Reporting III	
ACCT 331	Cost Accounting	
ACCT 341	Principles of Auditing	
TAX 341	Individual Income Taxes	
TAX 342	Business Income Taxes	
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Total Credits		24.0

Facilities

So that Drexel business students gain the most up-to-date access to both hardware and software used in professional settings, major advances in the technologies used in the corporate world are constantly being matched by upgrades on campus.

Beginning in summer 2011, construction will begin on a 12-story, \$92 million academic center for the LeBow College of Business, replacing

Matheson Hall. The new state-of-the-art will continue strengthening faculty research, student learning and the nourishment of a community consisting of faculty, students, alumni and business leaders. The building will help unite faculty, students and staff now housed in four locations throughout Drexel's main campus and is expected to open in 2014.

The Leonard Perlstein Business Learning Center houses state-of-the-art classrooms, labs, and tiered mock boardrooms, as well as the LeBow College Business Executive Education Center.

Economics Concentration

About the Concentration

24.0 quarter credits

Drexel's economics concentration is designed for two groups of students: those who wish to prepare for advanced degrees in the field, and those who want a sound business education with a focus on economics.

Economics is the study of allocating scarce resources among competing needs. Drexel's Economics concentration is designed for two groups of students: those who wish to prepare for advanced degrees in the field, and those who want a sound business education with a focus on economics. The program places particular emphasis on the application of theory toward the solution of particular problems in such areas as international trade, money and finance, consumer activities, economic development, and other areas.

For permission to substitute other courses for those listed, students should see the department head. For more information about this concentration, contact the Department of Economics and International Business. (<http://www.lebow.drexel.edu/Faculty/Departments/Economics>)

Concentration Requirements

Required Courses

ECON 301	Microeconomics	4.0
ECON 321	Macroeconomics	4.0
ECON 322 [WI]	Economics Seminar	4.0
Select three of the following:		12.0
ECON 250	Game Theory and Applications	
ECON 326 [WI]	Economic Ideas	
ECON 330	Managerial Economics	
ECON 334	Public Finance	
ECON 336	Labor Economics	
ECON 338	Industrial Organization	
ECON 342	Economic Development	
ECON 348	Mathematical Economics	
ECON 350 [WI]	Applied Econometrics (WI)	
ECON 351	Resource and Environmental Economics	
ECON 360	Time Series Econometrics	
INTB 332	Multinational Corporations	
INTB 334	International Trade	
INTB 336	International Money and Finance	

INTB 338	Regional Studies in Economic Policies and International Business	
Total Credits		24.0

Recommended Plan of Study

Term 1		Credits
BUSN 101	Foundations of Business I	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 101	Introduction to Analysis I	4.0
UNIV B101	The Drexel Experience	1.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		15.0
Term 2		
BUSN 102	Foundations of Business II	4.0
ENGL 102	Persuasive Writing and Reading	3.0
MATH 102	Introduction to Analysis II	4.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		14.0
Term 3		
ECON 201	Principles of Microeconomics	4.0
ENGL 103	Analytical Writing and Reading	3.0
PSY 101	General Psychology I	3.0
Social science elective		3.0
Society and culture course*		3.0
Term Credits		16.0
Term 4		
ACCT 115	Financial Accounting Foundations	4.0
ECON 202	Principles of Macroeconomics	4.0
STAT 201	Introduction to Business Statistics	4.0
History (HIST) elective		3.0
Term Credits		15.0
Term 5		
ACCT 116	Managerial Accounting Foundations	4.0
BLAW 201	Business Law I	4.0
COM 270 [WI]	Business Communication	3.0
MIS 200	Management Information Systems	4.0
Term Credits		15.0
Term 6		
ECON 301	Microeconomics	4.0
INTB 200	International Business	4.0
MKTG 301	Introduction to Marketing Management	4.0

ENGL 200 - ENGL 399 course	3.0
Term Credits	15.0
Term 7	
FIN 301 Introduction to Finance	4.0
ORGB 300 Organizational Behavior [WI]	4.0
PHIL 105 Critical Reasoning	3.0
Economics concentration (ECON/INTB) elective *	4.0
Term Credits	15.0
Term 8	
ECON 321 Macroeconomics	4.0
OPM 200 Operations Management	4.0
Economics concentration (ECON/INTB) elective *	4.0
General education elective	3.0
Term Credits	15.0
Term 9	
General education electives	6.0
Fine arts elective	3.0
Science elective	3.0
Free elective	3.0
Term Credits	15.0
Term 10	
MGMT 450 Strategy and Competitive Advantage	4.0
UNIV B101 The Drexel Experience	1.0
Economics concentration (ECON/INTB) elective *	4.0
General education elective	3.0
Free elective	3.0
Term Credits	15.0
Term 11	
ECON 322 Economics Seminar [WI]	4.0
Free electives	11.0
Term Credits	15.0
Term 12	
Select one of the following:	4.0
BUSN 451 Business Consulting	
STAT 202 Business Statistics II	
MGMT 451 Management Simulation	
MGMT 260 Introduction to Entrepreneurship	
Free electives	11.0
Term Credits	15.0
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Total Credit: 180.0	

* See degree requirements (p.).

Entrepreneurship

About the Concentration

Concentration: 24.0 quarter credits

Entrepreneurs and the new ventures they create fuel the economy. Entrepreneurs recognize market opportunities that others fail to see. A thriving population of entrepreneurs is essential to progress.

Drexel's tradition of technological excellence and entrepreneurial spirit provide LeBow with an opportunity to offer a distinctive *interdisciplinary* entrepreneurship curriculum in the Philadelphia region. Our entrepreneurship faculty bring a unique blend of research, experiences and teaching in this area. In addition, LeBow is able to integrate the resources and offerings of the Baiada Center for Technology Entrepreneurship (<http://www.lebow.drexel.edu/Centers/Baiada>) into our curriculum.

The concentration in entrepreneurship is designed for students interested in starting their own ventures, working for start-up companies, or pursuing traditional jobs with large corporations and consulting firms that may involve launching new business units, joint ventures, and creating strategic alliances.

The concentration in entrepreneurship provides students with a required hands-on experience to study and work at the *Baiada Center for Technology Entrepreneurship*. Moreover, the curriculum includes courses in finance, law and marketing that are geared toward the issues in entrepreneurship.

Concentration Requirements

24.0 quarter credits

MGMT 260	Introduction to Entrepreneurship	4.0
MGMT 363	Directed Study in Entrepreneurship	4.0
MGMT 364	Technology Management	4.0
MGMT 365	Business Plan for Entrepreneurs	4.0
Select two of the following:		8.0
BLAW 346	Entrepreneurial Law	
FIN 335	Entrepreneurial Finance	
MKTG 347	New Product Development	
MKTG 364	Marketing for New Ventures	
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Total Credits		24.0

Sample Plan of Study

Career Opportunities

The entrepreneurship concentration prepares students for a wide range of job opportunities.

- *Traditional jobs with large corporations and consulting firms:* Careers may involve joint venture or strategic alliances that require the creation and launch of new business units.
- *Employment in new ventures:* Because they are able to make valuable contributions, individuals with an academic background in entrepreneurial studies are in demand among start-ups and growing new ventures.
- *Entrepreneurs:* Increasingly, students are interested in starting their own ventures. At Drexel, this is evidenced by the popularity of our Baiada Business Plan Competition and the incubating companies in the Baiada Center for Technology Entrepreneurship (<http://www.lebow.drexel.edu/Centers/Baiada>).

Visit the Drexel Steinbright Career Development Center (<http://www.drexel.edu/scdc>) page for more detailed information on co-op and post-graduate opportunities.

Minor in Entrepreneurship

The minor in entrepreneurship is designed for students from a range of backgrounds who are interested in starting their own ventures, working for start-up companies, or pursuing traditional jobs with large corporations and consulting firms that may involve launching new business units, joint ventures, and creating strategic alliances.

The curriculum draws upon Drexel University's tradition of technological excellence and the offerings of the Baiada Center for Technology Entrepreneurship. Coupled with the student co-op experience, the program provides a distinctive curriculum that may encompass real entrepreneurial issues.

Requirements

- No more than 2 courses or 8 credits (or 3 courses and 9 credits if classes were taken under the "old curriculum") required by a student's major may be counted towards this minor.
- A grade of "C" (2.0) or better must be earned for each course in this minor for it to be counted.
- No more than two transfer courses may be used to complete this minor. Transfer credits must be taken before matriculated at Drexel.
- Students in the process of completing a degree granting program out of the Goodwin College of Evening and Professional Studies, (BS or BSCOEPS), may enroll in 700 sections of the courses they choose that meet the minor requirements. All other students in the process of completing a degree granting program from other colleges/schools within Drexel University must enroll in the 500 sections of the courses they choose that meet the minor requirements.
- Students should check the pre-requisites of all classes when selecting electives. It is the responsibility of the student to know pre-requisites
- Business Administration and Business & Engineering majors may not minor in Accounting, Business, Economics, Entrepreneurship, Finance, International Economics, Legal Studies, Management Information Systems, Marketing and/or Operations Management.

All prospective students should meet with an advisor from the College as soon as possible. Call 215-895-2110 to set up an appointment.

Required Courses

ACCT 115	Financial Accounting Foundations	4.0
MGMT 260	Introduction to Entrepreneurship	4.0
MGMT 364	Technology Management	4.0
MGMT 365	Business Plan for Entrepreneurs	4.0
Select two of the following: *		8.0
BLAW 346	Entrepreneurial Law	
FIN 301	Introduction to Finance	
FIN 335	Entrepreneurial Finance	
MKTG 347	New Product Development	
MKTG 364	Marketing for New Ventures	
MGMT 363	Directed Study in Entrepreneurship **	

ORGB 300 Organizational Behavior
[WI]

Total Credits 24.0

* Students select two of the following (or 8 credits of courses from a different college/school with approval from the Department of Management).

** For seniors only, with permission from the Head of the Department of Management (<http://www.lebow.drexel.edu/Faculty/Departments/Management>).

Facilities

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The Leonard Perlstein Business Learning Center houses state-of-the-art classrooms, labs, and tiered mock boardrooms, as well as the LeBow College Business Executive Education Center.

Finance

About the Concentration

Concentration: 24.0 quarter credits

Students with a concentration in finance obtain a thorough understanding of the basic concepts, principles, operating procedures, and analytical techniques in the various areas of finance.

Throughout the finance curriculum, students develop and apply quantitative skills for financial decision making within the business environment.

The concentration prepares students for careers in private business firms, including positions involving forecasting and budgeting for financial resources, cost-effectiveness analysis, control of expenditures, evaluation and financing of new projects, and evaluation of alternative methods of financing; in the investment field, including positions in banks, brokerage houses, and financial institutions that participate in the various money and capital markets; and in the public sector, including positions at the federal, state, and local government levels.

For more information about the concentration, contact the Department of Finance (<http://www.lebow.drexel.edu/departments/finance>).

Concentration Requirements

All core mathematics and statistics courses should be completed before embarking on the finance concentration. A second course in business statistics, STAT 202 (<https://nextcatalog.drexel.edu/undergraduate/>

collegeofbusiness/finance), must be completed as a prerequisite for the required courses of this concentration.

Because of the relevance of financial accounting to the field of finance, it is strongly recommended that finance students also complete ACCT 321 (<https://nextcatalog.drexel.edu/undergraduate/collegeofbusiness/finance>) and ACCT 322 (<https://nextcatalog.drexel.edu/undergraduate/collegeofbusiness/finance>) (Financial Accounting I and II) as two of their free electives.

Required Courses

FIN 302	Intermediate Corporate Finance	4.0
FIN 321	Investment Securities & Marketing	4.0
FIN 325	Financial Institutions and Markets	4.0
Select three of the following:		12.0
FIN 323	Risk Management	
FIN 330	Derivative Securities	
FIN 332	Investment Analysis	
FIN 335	Entrepreneurial Finance	
FIN 338	Money and Capital Markets	
FIN 340	Seminar in Finance	
FIN 341	Applied Portfolio Management	
FIN 342	Advanced Portfolio Management	
FIN 346	Global Financial Management	
Total Credits		24.0

Sample Plan of Study

		Credits
Term 1		
BUSN 101	Foundations of Business I	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 101	Introduction to Analysis I	4.0
UNIV B101	The Drexel Experience	1.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		15.0
Term 2		
BUSN 102	Foundations of Business II	4.0
ENGL 102	Persuasive Writing and Reading	3.0
MATH 102	Introduction to Analysis II	4.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		14.0
Term 3		
ENGL 103	Analytical Writing and Reading	3.0
ACCT 115	Financial Accounting Foundations	4.0
or ECON 201	Principles of Microeconomics	
PSY 101	General Psychology I	3.0

Society and culture course *		3.0
General Education elective *		3.0
Term Credits		16.0
Term 4		
STAT 201	Introduction to Business Statistics	4.0
ACCT 116	Managerial Accounting Foundations	4.0
or ECON 202	Principles of Macroeconomics	
ACCT 115	Financial Accounting Foundations	4.0
or ECON 201	Principles of Microeconomics	
History elective		3.0
Term Credits		15.0
Term 5		
BLAW 201	Business Law I	4.0
COM 270	Business Communication	3.0
[WI]		
STAT 202	Business Statistics II	4.0
ACCT 116	Managerial Accounting Foundations	4.0
or ECON 202	Principles of Macroeconomics	
Term Credits		15.0
Term 6		
FIN 301	Introduction to Finance	4.0
MKTG 301	Introduction to Marketing Management	4.0
ORGB 300	Organizational Behavior	4.0
[WI]		
Social Science Elective		3.0
Term Credits		15.0
Term 7		
FIN 302	Intermediate Corporate Finance	4.0
MIS 200	Management Information Systems	4.0
OPM 200	Operations Management	4.0
Science or Computer Science Elective *		3.0
Term Credits		15.0
Term 8		
FIN 321	Investment Securities & Marketing	4.0
PHIL 105	Critical Reasoning	3.0
Free Electives		8.0
Term Credits		15.0
Term 9		
FIN 325	Financial Institutions and Markets	4.0
INTB 200	International Business	4.0
Free Elective		4.0
General Education Elective *		3.0
Term Credits		15.0
Term 10		
FIN Concentration Course (See concentration requirements for list)		4.0
Free Electives		8.0
General Education Elective *		3.0
Term Credits		15.0
Term 11		
UNIV B101	The Drexel Experience	1.0
ENGL 200 Through ENGL 399		3.0

Free Elective	4.0
FIN Concentration Course (See concentration requirements for list)	4.0
Fine Arts Elective	3.0
Term Credits	15.0
Term 12	
MGMT 450 Strategy and Competitive Advantage	4.0
Free Elective	4.0
FIN Concentration Course (See concentration requirements for list)	4.0
General Education Elective *	3.0
Term Credits	15.0
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Total Credit: 180.0	

* See degree requirements (p. 21).

Co-op/Career Opportunities

The finance program at Drexel prepares students for careers incorporate financial management, the investment field, and the public sector. It also provides excellent basic preparation for various types of professional certification, including chartered financial analyst (CFA) and certified financial planner (CFP). In money and capital markets, finance students often find careers in banking, securities analysis, and portfolio management. In government, many choose to work for regulatory agencies.

Typical positions include financial analyst, capital budgeting officer, credit analyst, merger and acquisition manager, bank trust officer, portfolio analyst, and securities broker.

Visit the Drexel Steinbright Career Development Center (<http://www.drexel.edu/scdc>) for more detailed information on co-op and post-graduate opportunities.

Minor in Finance

Requirements

- No more than 2 courses or 8 credits (or 3 courses and 9 credits if classes were taken under the "old curriculum") required by a student's major may be counted towards this minor.
- A grade of "C" (2.0) or better must be earned for each course in this minor for it to be counted.
- No more than two transfer courses may be used to complete this minor. Transfer credits must be taken before matriculated at Drexel.
- Students in the process of completing a degree granting program out of the Goodwin College of Evening and Professional Studies, (BS or BSCOEPS), may enroll in 700 sections of the courses they choose that meet the minor requirements. All other students in the process of completing a degree granting program from other colleges/schools within Drexel University must enroll in the 500 sections of the courses they choose that meet the minor requirements.
- Students should check the pre-requisites of all classes when selecting electives. It is the responsibility of the student to know pre-requisites

- Business Administration and Business & Engineering majors may not minor in Accounting, Business, Economics, Entrepreneurship, Finance, International Economics, Legal Studies, Management Information Systems, Marketing and/or Operations Management.

All prospective students should meet with an advisor from the College as soon as possible. Call 215-895-2110 to set up an appointment.

Required Courses

ACCT 115	Financial Accounting Foundations	4.0
ACCT 116	Managerial Accounting Foundations	4.0
FIN 301	Introduction to Finance	4.0
FIN 302	Intermediate Corporate Finance	4.0
FIN 321	Investment Securities & Marketing	4.0
FIN 325	Financial Institutions and Markets	4.0
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Total Credits		24.0

Facilities

So that Drexel business students gain the most up-to-date access to both hardware and software used in professional settings, major advances in the technologies used in the corporate world are constantly being matched by upgrades on campus.

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General Business Concentration

About the Concentration

Concentration: 24.0 quarter credits

This option is provided for those students who do not want to specialize in any one area but want a more extensive exposure to all the various areas of business.

Students selecting the General Business Concentration should choose six courses from at least five of the following fields: accounting (ACCT), economics (ECON), finance (FIN), human resource management (HRMT), international business (INTB), legal studies (BLAW), management (MGMT), marketing (MKTG), management information systems (MIS), business statistics (STAT), and operations management (OPM).

Business Administration: Plan of Study

Term 1		Credits
BUSN 101	Foundations of Business I	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 101	Introduction to Analysis I	4.0

UNIV B101	The Drexel Experience	1.0	Fine arts elective	3.0
Select one of the following:		3.0	Term Credits	15.0
BIO 100	Applied Cells, Genetics & Physiology		Term 8	
or 101	Applied Biological Diversity, Ecology & Evolution		OPM 200	Operations Management 4.0
CHEM 151	Applied Chemistry		ORGB 300	Organizational Behavior [WI] 4.0
PHYS 151	Applied Physics		Free elective	3.0
Term Credits		15.0	Course from 1st Business Area (See requirements)	4.0
Term 2			Term Credits	15.0
BUSN 102	Foundations of Business II	4.0	Term 9	
ENGL 102	Persuasive Writing and Reading	3.0	Course from 3rd Business Area (See requirements)	4.0
MATH 102	Introduction to Analysis II	4.0	Free Elective	4.0
Select one of the following:		3.0	Course from 2nd Business Area (See requirements)	4.0
BIO 100	Applied Cells, Genetics & Physiology		General Education Elective (See degree requirements)	3.0
or 101	Applied Biological Diversity, Ecology & Evolution		Term Credits	15.0
CHEM 151	Applied Chemistry		Term 10	
PHYS 151	Applied Physics		Course from 4th Business Area (See requirements)	4.0
Term Credits		14.0	Course from 5th Business Area (See requirements)	4.0
Term 3			General Education Elective (See degree requirements)	3.0
ENGL 103	Analytical Writing and Reading	3.0	Free Elective	4.0
ECON 201	Principles of Microeconomics	4.0	Term Credits	15.0
or ACCT 115	Financial Accounting Foundations		Term 11	
PSY 101	General Psychology I	3.0	MGMT 450	Strategy and Competitive Advantage 4.0
Society and culture elective		3.0	Course from any Business Area	4.0
General education elective		3.0	Free electives	7.0
Term Credits		16.0	Term Credits	15.0
Term 4			Term 12	
STAT 201	Introduction to Business Statistics	4.0	UNIV B101	The Drexel Experience 1.0
ACCT 116	Managerial Accounting Foundations	4.0	Select one of the following:	
or ECON 202	Principles of Macroeconomics		BUSN 451	Business Consulting
ACCT 115	Financial Accounting Foundations	4.0	STAT 202	Business Statistics II
or ECON 201	Principles of Microeconomics		MGMT 451	Management Simulation
History (HIST) elective		3.0	MGMT 260	Introduction to Entrepreneurship
Term Credits		15.0	Free electives	10.0
Term 5			Term Credits	15.0
ACCT 116	Managerial Accounting Foundations	4.0	<hr/>	
or ECON 202	Principles of Macroeconomics		Total Credit: 180.0	
BLAW 201	Business Law I	4.0	International Business	
COM 270	Business Communication [WI]	3.0	About the Concentration	
INTB 200	International Business	4.0	<i>Concentration: 24.0 quarter credits</i>	
Term Credits		15.0	The international business concentration explores the international business environment as well as the internal workings of international corporations and the impact of international considerations on the various functional areas of business.	
Term 6			This concentration is offered in two formats: as a stand-alone concentration; or as a co-concentration taken in conjunction with another field of concentration within the Lebow College of Business.	
FIN 301	Introduction to Finance	4.0	International business focuses on business activities that cross national borders. The plan of study explores the international business environment as well as the internal workings of international corporations	
MIS 200	Management Information Systems	4.0		
MKTG 301	Introduction to Marketing Management	4.0		
ENGL 200 - ENGL 399 course		3.0		
Term Credits		15.0		
Term 7				
PHIL 105	Critical Reasoning	3.0		
Science or Computer Science Elective (See degree requirements)		3.0		
Social science elective		3.0		
General education elective		3.0		

and the impact of international considerations on the various functional areas of business.

The international business concentration allows students to choose from a menu of courses. The curriculum is interdisciplinary, with courses drawn from across business disciplines and anthropology. Specialized operational courses are offered, along with more general theoretical and comparative ones.

Since half of all international business is conducted in English, foreign languages are not a required component of the program; however, students should strongly consider a second or even third language.

For more information about this concentration, contact the Department of Economics and International Business. (<http://www.lebow.drexel.edu/departments/economics>)

Requirements for Stand-Alone Option

Students completing the stand-alone concentration in International Business are required to complete six courses in the same language (a language other than the student's native language) at Drexel University. It is recommended that students also take a 351 language course, focusing on the language of business.

This requires a minimum of 6 language courses (24.0 credits) at the college level or up to level 6 (ex: ITAL 203) placement, including proficiency in at least one language.

Students may satisfy the language requirement through foreign language course replacement by studying overseas. All study abroad programs must be approved by the Study Abroad Office.

Required Courses

INTB 440	Seminar in International Business	4.0
BLAW 340	International Business Law	4.0
FIN 346	Global Financial Management	4.0
MKTG 357	Global Marketing	4.0
Select a maximum of two of the following:		8.0
INTB 332	Multinational Corporations	
INTB 334	International Trade	
INTB 336	International Money and Finance	
INTB 338	Regional Studies in Economic Policies and International Business	
ANTH 312	Approaches to Intercultural Behavior	
BLAW 340	International Business Law	
ECON 342	Economic Development	
ECON 344	Comparative Economic Systems	
Total Credits		24.0

Requirements for Co-Concentration Option

This concentration offers two options: Option (A), which includes study for competency in a language other than English (and other than the student's native language); and Option (B), which substitutes further training in a relevant business discipline or functional field instead of the language courses.

Select six of the following:		24.0
ANTH 312	Approaches to Intercultural Behavior	

BLAW 340	International Business Law	
ECON 342	Economic Development	
ECON 344	Comparative Economic Systems	
FIN 346	Global Financial Management	
INTB 332	Multinational Corporations	
INTB 334	International Trade	
INTB 336	International Money and Finance	
INTB 338	Regional Studies in Economic Policies and International Business	
INTB 440	Seminar in International Business	
MKTG 357	Global Marketing	
Total Credits		24.0

In addition to the courses listed above, students must select to complete the requirements for any one of the following concentrations:

- Economics
- Finance
- Marketing
- Management Information Systems (MIS)
- Accounting
- Operations Management

Recommended Plan of Study

Term 1		Credits
BUSN 101	Foundations of Business I	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 101	Introduction to Analysis I	4.0
UNIV B101	The Drexel Experience	1.0
Modern Language 101/Society and Culture elective		4.0
Term Credits		16.0
Term 2		
BUSN 102	Foundations of Business II	4.0
ENGL 102	Persuasive Writing and Reading	3.0
MATH 102	Introduction to Analysis II	4.0
Modern Language 102/General Education elective		4.0
Term Credits		15.0
Term 3		
ENGL 103	Analytical Writing and Reading	3.0
ECON 201	Principles of Microeconomics	4.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Modern Language 103/General Education elective		4.0
Term Credits		14.0
Term 4		
ACCT 115	Financial Accounting Foundations	4.0
ECON 202	Principles of Macroeconomics	4.0
STAT 201	Introduction to Business Statistics	4.0
Modern Language 201/General Education elective		4.0
Term Credits		16.0

Term 5		
ACCT 116	Managerial Accounting Foundations	4.0
INTB 200	International Business	4.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Modern Language 202/General Education elective		4.0
Term Credits		15.0
Term 6		
MIS 200	Management Information Systems	4.0
BLAW 201	Business Law I	4.0
PSY 101	General Psychology I	3.0
Modern Language 203/Free elective		4.0
Term Credits		15.0
Term 7		
COM 270	Business Communication [WI]	3.0
FIN 301	Introduction to Finance	4.0
MKTG 301	Introduction to Marketing Management	4.0
ORGB 300	Organizational Behavior [WI]	4.0
Term Credits		15.0
Term 8		
OPM 200	Operations Management	4.0
International Business electives		8.0
History (HIST) elective		3.0
Term Credits		15.0
Term 9		
PHIL 105	Critical Reasoning	3.0
International Business elective		4.0
Science elective		3.0
Free elective		4.0
Term Credits		14.0
Term 10		
UNIV B101	The Drexel Experience	1.0
International Business elective		4.0
Social science elective		3.0
ENGL 200 - ENGL 399 course		3.0
Free elective		4.0
Term Credits		15.0
Term 11		
MGMT 450	Strategy and Competitive Advantage	4.0
Select one of the following:		4.0
BUSN 451	Business Consulting	
MGMT 260	Introduction to Entrepreneurship	
MGMT 451	Management Simulation	
STAT 202	Business Statistics II	
International Business elective		4.0
Free elective		3.0
Term Credits		15.0
Term 12		

INTB 440	Seminar in International Business	4.0
	Fine Arts elective	3.0
	Free electives	8.0
Term Credits		15.0

Total Credit: 180.0

* See degree requirements (p. 25).

Co-op/Career Opportunities

International business graduates are employed in a variety of corporate settings, including the pharmaceutical, banking and telecommunication industries. Some students pursue graduate studies or find employment in multilateral governmental organizations.

The concentration has been designed to provide a competitive advantage for those students interested in international business careers. In addition to business coursework, students also take advantage of Drexel's programs in history-politics, sociology, anthropology, and other areas that focus on international topics.

The University offers a foreign language class in Arabic and minors in Chinese, French, German, Italian, Japanese, Russian, and Spanish.

Each minor can include study of the vocabulary needed for business transactions within the particular language.

Visit the Drexel Steinbright Career Development Center (<http://www.drexel.edu/scdc>) page for more detailed information on co-op and post-graduate opportunities.

Facilities

So that Drexel business students gain the most up-to-date access to both hardware and software used in professional settings, major advances in the technologies used in the corporate world are constantly being matched by upgrades on campus.

Beginning in summer 2011, construction will begin on a 12-story, \$92 million academic center for the LeBow College of Business, replacing Matheson Hall. The new state-of-the-art will continue strengthening faculty research, student learning and the nourishment of a community consisting of faculty, students, alumni and business leaders. The building will help unite faculty, students and staff now housed in four locations throughout Drexel's main campus and is expected to open in 2014.

The Leonard Perlstein Business Learning Center houses state-of-the-art classrooms, labs, and tiered mock boardrooms, as well as the LeBow College Business Executive Education Center.

Legal Studies

About the Concentration

Concentration: 24.0 quarter credits

Law is pervasive in all aspects of business and life. Legal Studies provides Drexel University students with the ability to recognize the influence of the law, understand its application and make informed and intelligent decisions regarding the course of action to take.

Although the Legal Studies concentration will benefit those interested in pursuing a career in law, it is not intended solely for students aspiring

to attend law school. This concentration will enhance any business student's perspective on the impact of legal issues within their respective professions.

Students will learn the basics of various areas of the law and the legal environment of business and will learn to identify the factual situation in which to apply that law. They will be able to analyze the facts, determine which aspects of the law are pertinent, apply that to those facts, and draw a conclusion. Clarity of thought, reasoning and expression (both oral and written) are additional results of this process.

Emphasis is on critical thinking as a tool for problem solving, so that whatever the discipline, students will be able to identify and prevent possible problems or seek proper and timely assistance for critical decision making.

For more information about the concentration, contact the Department of Legal Studies (<http://www.lebow.drexel.edu/Faculty/Departments/Legal>).

Concentration Requirements

All students take BLAW 201 (<https://nextcatalog.drexel.edu/undergraduate/collegeofbusiness/legalstudies>) as one of the required courses for the Business degree and as a prerequisite for the Legal Studies Concentration courses.

Select six of the following:	24.0
BLAW 202 Business Law II	
BLAW 321 Law of Business Organizations	
BLAW 330 Real Estate	
BLAW 334 Labor Law	
BLAW 338 Government Regulation and Business	
BLAW 340 International Business Law	
BLAW 342 Criminal Law	
BLAW 346 Entrepreneurial Law	
BLAW 348 White Collar Crime	
BLAW 356 Legal Issues in Corporate Governance	
BLAW 358 Employment Law	
BLAW 360 Intellectual Property and Cyber Law	
Total Credits	24.0

Sample Plan of Study

Term 1		Credits
BUSN 101	Foundations of Business I	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 101	Introduction to Analysis I	4.0
UNIV B101	The Drexel Experience	1.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology or 101 Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		15.0
Term 2		
BUSN 102	Foundations of Business II	4.0
ENGL 102	Persuasive Writing and Reading	3.0

MATH 102	Introduction to Analysis II	4.0
Select one of the following:		3.0

BIO 100	Applied Cells, Genetics & Physiology or 101 Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	

Term Credits 14.0

Term 3

ENGL 103	Analytical Writing and Reading	3.0
ECON 201	Principles of Microeconomics or ACCT 115 Financial Accounting Foundations	4.0
PSY 101	General Psychology I	3.0
General education elective		3.0
Society and culture elective		3.0

Term Credits 16.0

Term 4

STAT 201	Introduction to Business Statistics	4.0
ACCT 116	Managerial Accounting Foundations or ECON 202 Principles of Macroeconomics	4.0
ACCT 115	Financial Accounting Foundations or ECON 201 Principles of Microeconomics	4.0
History (HIST) elective		3.0

Term Credits 15.0

Term 5

BLAW 201	Business Law I	4.0
ECON 202	Principles of Macroeconomics or ACCT 116 Managerial Accounting Foundations	4.0
MIS 200	Management Information Systems	4.0
Social science elective		3.0

Term Credits 15.0

Term 6

FIN 301	Introduction to Finance	4.0
MKTG 301	Introduction to Marketing Management	4.0
ORGB 300	Organizational Behavior [WI]	4.0

ENGL 200 Through ENGL 399		3.0
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Term Credits 15.0

Term 7

INTB 200	International Business	4.0
OPM 200	Operations Management	4.0
COM 270	Business Communication [WI]	3.0

Business Law (BLAW) course*		4.0
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Term Credits 15.0

Term 8

PHIL 105	Critical Reasoning	3.0
Select one of the following:		4.0

BUSN 451	Business Consulting	
MGMT 260	Introduction to Entrepreneurship	
MGMT 451	Management Simulation	
STAT 202	Business Statistics II	

Legal Studies (BLAW) course*		4.0
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Free elective	4.0
Term Credits	15.0
Term 9	
Legal Studies (BLAW) courses*	8.0
Science elective	3.0
Free elective	4.0
Term Credits	15.0
Term 10	
General education elective	3.0
Legal Studies (BLAW) courses*	8.0
Free elective	4.0
Term Credits	15.0
Term 11	
MGMT 450 Strategy and Competitive Advantage	4.0
Fine arts elective	3.0
Free electives	8.0
Term Credits	15.0
Term 12	
UNIV B101 The Drexel Experience	1.0
General studies electives	6.0
Free electives	8.0
Term Credits	15.0
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Total Credit: 180.0	

* See degree requirements (p. 27).

Minor in Legal Studies

Requirements

- No more than 2 courses or 8 credits (or 3 courses and 9 credits if classes were taken under the "old curriculum") required by a student's major may be counted towards this minor.
- A grade of "C" (2.0) or better must be earned for each course in this minor for it to be counted.
- No more than two transfer courses may be used to complete this minor. Transfer credits must be taken before matriculated at Drexel.
- Students in the process of completing a degree granting program out of the Goodwin College of Evening and Professional Studies, (BS or BSCOEPS), may enroll in 700 sections of the courses they choose that meet the minor requirements. All other students in the process of completing a degree granting program from other colleges/schools within Drexel University must enroll in the 500 sections of the courses they choose that meet the minor requirements.
- Students should check the pre-requisites of all classes when selecting electives. It is the responsibility of the student to know pre-requisites
- Business Administration and Business & Engineering majors may not minor in Accounting, Business, Economics, Entrepreneurship, Finance, International Economics, Legal Studies, Management Information Systems, Marketing and/or Operations Management.

All prospective students should meet with an advisor from the College as soon as possible. Call 215-895-2110 to set up an appointment.

Requirements

BLAW 201	Business Law I	4.0
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Select five of the following:	20.0
BLAW 202	Business Law II
BLAW 321	Law of Business Organizations
BLAW 330	Real Estate
BLAW 334	Labor Law
BLAW 338	Government Regulation and Business
BLAW 340	International Business Law
BLAW 342	Criminal Law
BLAW 346	Entrepreneurial Law
BLAW 348	White Collar Crime
BLAW 356	Legal Issues in Corporate Governance
BLAW 358	Employment Law
BLAW 360	Intellectual Property and Cyber Law
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Total Credits	24.0

Facilities

So that Drexel business students gain the most up-to-date access to both hardware and software used in professional settings, major advances in the technologies used in the corporate world are constantly being matched by upgrades on campus.

Beginning in summer 2011, construction will begin on a 12-story, \$92 million academic center for the LeBow College of Business, replacing Matheson Hall. The new state-of-the-art will continue strengthening faculty research, student learning and the nourishment of a community consisting of faculty, students, alumni and business leaders. The building will help unite faculty, students and staff now housed in four locations throughout Drexel's main campus and is expected to open in 2014.

The Leonard Perlstein Business Learning Center houses state-of-the-art classrooms, labs, and tiered mock boardrooms, as well as the LeBow College Business Executive Education Center.

Management Information Systems

About the Concentration

Concentration: 24.0 quarter credits

Management Information Systems (MIS) involves the managing of people and systems related to information technology. The goal is to integrate both areas of expertise and apply the power of technology to solving business problems.

The Management Information Systems (MIS) concentration prepares students for many opportunities in the information technology field and business. These include careers as managers of computer service units, or applications staff members supporting computer-using organizations. Aimed at producing graduates who bridge the gap between technical knowledge and business functions, the program focuses on a mix of applied computer systems content, interpersonal interaction, and a practical business orientation.

While administered by the Department of Management (<http://www.lebow.drexel.edu/Faculty/Departments/Management>), the concentration in management information systems is interdisciplinary in nature. The courses may be taken by students in other colleges and

departments who wish to complement other computer-related studies with business-oriented information systems subjects.

Drexel is a particularly exciting place to pursue any computer-oriented major. Drexel made history as the first university in the nation to require every student to have access to a personal computer. Today, Drexel's leadership continues with academic software development and major investments in the information infrastructure. Drexel University is a campus where computers are an integral part of all education, not just computer courses.

Concentration Requirements

Required Courses

MIS 342	Systems Analysis and Design	4.0
MIS 343	Database Design and Implementation	4.0
MIS 346	Management Information Systems Strategy	4.0
MIS 347	Domestic and Global Outsourcing Management	4.0
Select two of the following: *		8.0
MIS 348	Visual Basic Database Programming for Business	
OPR 320	Linear Models for Decision Making	
MGMT 364	Technology Management	
MGMT 365	Business Plan for Entrepreneurs	
MGMT 451	Management Simulation	
Total Credits		24.0

* Students select from the following courses, or any other course at LeBow with permission, as long as the combination comes to a total of 24.0 credits.

Sample Plan of Study

Term		Credits
Term 1		
BUSN 101	Foundations of Business I	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 101	Introduction to Analysis I	4.0
UNIV B101	The Drexel Experience	1.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		15.0
Term 2		
ENGL 102	Persuasive Writing and Reading	3.0
BUSN 102	Foundations of Business II	4.0
MATH 102	Introduction to Analysis II	4.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		14.0
Term 3		

ACCT 115	Financial Accounting Foundations	4.0
or ECON 201	Principles of Microeconomics	
ENGL 103	Analytical Writing and Reading	3.0
PSY 101	General Psychology I	3.0
General education elective		3.0
Society and culture elective		3.0

Term Credits 16.0

Term 4

ACCT 115	Financial Accounting Foundations	4.0
or ECON 201	Principles of Microeconomics	
ACCT 116	Managerial Accounting Foundations	4.0
or ECON 202	Principles of Macroeconomics	
STAT 201	Introduction to Business Statistics	4.0
History (HIST) elective		3.0

Term Credits 15.0

Term 5

BLAW 201	Business Law I	4.0
ECON 202	Principles of Macroeconomics	4.0
or ACCT 116	Managerial Accounting Foundations	
MIS 200	Management Information Systems	4.0
Social science elective		3.0

Term Credits 15.0

Term 6

COM 270	Business Communication [WI]	3.0
INTB 200	International Business	4.0
MKTG 301	Introduction to Marketing Management	4.0
OPM 200	Operations Management	4.0

Term Credits 15.0

Term 7

FIN 301	Introduction to Finance	4.0
ORGB 300	Organizational Behavior [WI]	4.0
Science elective		3.0
Free elective		4.0

Term Credits 15.0

Term 8

MIS 342	Systems Analysis and Design	4.0
MIS 346	Management Information Systems Strategy	4.0
PHIL 105	Critical Reasoning	3.0
Free elective		4.0

Term Credits 15.0

Term 9

MIS 343	Database Design and Implementation	4.0
MIS 347	Domestic and Global Outsourcing Management	4.0
General Education elective		3.0
Free elective		4.0

Term Credits 15.0

Term 10

Select one of the following:		4.0
BUSN 451	Business Consulting	
STAT 202	Business Statistics II	
MGMT 451	Management Simulation	

MGMT 260 Introduction to Entrepreneurship	
MIS 348 (or Visual Basic Database Programming for Business MIS Elective)	4.0
General education elective	3.0
Free elective	4.0
Term Credits	15.0
Term 11	
MGMT 450 Strategy and Competitive Advantage	4.0
ENGL 200 - ENGL 399 course	3.0
Management Information Systems (MIS) concentration elective *	4.0
Free elective	4.0
Term Credits	15.0
Term 12	
UNIV B101 The Drexel Experience	1.0
Fine arts elective	3.0
General education elective	3.0
Free electives	8.0
Term Credits	15.0
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Total Credit: 180.0	

* *See degree requirements (p. 29).

Co-op/Career Opportunities

Career opportunities exist in a wide range of business settings. Students prepare for careers as managers of information resource units, or as staff members who develop and support computer systems.

Recent Management Information System (MIS) graduates have gone on to work for many types of businesses and other organizations. Some job titles include: M.I.S. designer, systems analyst, project leader, telecommunications administrator, information center manager, database administrator, decision-support system consultant. Some MIS students also choose to continue their studies with an MBA; recent Drexel MIS graduates are now attending Columbia, Princeton, and the University of Pennsylvania.

Visit the Drexel Steinbright Career Development Center (<http://www.drexel.edu/scdc>) page for more detailed information on co-op and post-graduate opportunities.

Minor in Management Information Systems

Requirements

- No more than 2 courses or 8 credits (or 3 courses and 9 credits if classes were taken under the "old curriculum") required by a student's major may be counted towards this minor.
- A grade of "C" (2.0) or better must be earned for each course in this minor for it to be counted.
- No more than two transfer courses may be used to complete this minor. Transfer credits must be taken before matriculated at Drexel.
- Students in the process of completing a degree granting program out of the Goodwin College of Evening and Professional Studies, (BS or BSCOEPS), may enroll in 700 sections of the courses they choose that meet the minor requirements. All other students in the process

of completing a degree granting program from other colleges/schools within Drexel University must enroll in the 500 sections of the courses they choose that meet the minor requirements.

- Students should check the pre-requisites of all classes when selecting electives. It is the responsibility of the student to know pre-requisites
- Business Administration and Business & Engineering majors may not minor in Accounting, Business, Economics, Entrepreneurship, Finance, International Economics, Legal Studies, Management Information Systems, Marketing and/or Operations Management.

All prospective students should meet with an advisor from the College as soon as possible. Call 215-895-2110 to set up an appointment.

Required Courses

MIS 200	Management Information Systems	4.0
MIS 342	Systems Analysis and Design	4.0
MIS 343	Database Design and Implementation	4.0
MIS 346	Management Information Systems Strategy	4.0
MIS 347	Domestic and Global Outsourcing Management	4.0
MIS 348	Visual Basic Database Programming for Business	4.0
<hr/>		
Total Credits		24.0

Facilities

So that Drexel business students gain the most up-to-date access to both hardware and software used in professional settings, major advances in the technologies used in the corporate world are constantly being matched by upgrades on campus.

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The Leonard Perlstein Business Learning Center houses state-of-the-art classrooms, labs, and tiered mock boardrooms, as well as the LeBow College Business Executive Education Center.

Marketing

Concentration: 24.0 quarter credits

About the Concentration

Marketing is one of the most dynamic areas of business because it focuses on satisfying the ever-changing wants and needs of people. Professional marketers research and identify target audiences, develop products and services, formulate pricing strategies, develop advertising and promotional campaigns, and implement methods of distribution so that customers receive products and services where and when they want them. Perhaps the most basic marketing skill is to be able to see your own organization's activities from the customer's viewpoint.

A concentration in marketing prepares students for the many opportunities that exist in product and brand management, marketing research, advertising, retailing, channel management, logistics and physical distribution, professional personal selling and sales management, purchasing, wholesaling, marketing planning and analysis, public

relations, marketing entrepreneurship, and new-product development. In combination with the commerce and engineering curriculum, this concentration prepares students to fill marketing positions that require a technical background.

For more information about the concentration, contact the Department of Marketing (<http://www.lebow.drexel.edu/departments/marketing>).

Concentration Requirements

Requirements

MKTG 380	Seminar in Marketing Strategy	4.0
Select five of the following:		20.0
MKTG 321	Selling and Sales Management	
MKTG 322	Advertising & Integrated Marketing Communications	
MKTG 324	Marketing Channels and Distribution Systems	
MKTG 326	Marketing Research	
MKTG 344	Professional Personal Selling	
MKTG 347	New Product Development	
MKTG 348	Services Marketing	
MKTG 351	Marketing for Non-Profit Organizations	
MKTG 353	Business-to-Business Marketing	
MKTG 355	Interactive Marketing	
MKTG 356	Consumer Behavior	
MKTG 357	Global Marketing	
MKTG 358	Transportation and Logistics	
MKTG 362	Brand and Reputation Management	
MKTG 364	Marketing for New Ventures	
Total Credits		24.0

Sample Plan of Study

Term 1		Credits
BUSN 101	Foundations of Business I	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 101	Introduction to Analysis I	4.0
UNIV B101	The Drexel Experience	1.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		15.0
Term 2		
BUSN 102	Foundations of Business II	4.0
ENGL 102	Persuasive Writing and Reading	3.0
MATH 102	Introduction to Analysis II	4.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		14.0

Term 3		
ENGL 103	Analytical Writing and Reading	3.0
ECON 201	Principles of Microeconomics	4.0
or ACCT 115	Financial Accounting Foundations	
PSY 101	General Psychology I	3.0
General education elective		3.0
Society and culture course		3.0
Term Credits		16.0

Term 4		
STAT 201	Introduction to Business Statistics	4.0
ACCT 115	Financial Accounting Foundations	4.0
or ECON 201	Principles of Microeconomics	
ACCT 116	Managerial Accounting Foundations	4.0
or ECON 202	Principles of Macroeconomics	
History elective		3.0
Term Credits		15.0

Term 5		
ACCT 116	Managerial Accounting Foundations	4.0
or ECON 202	Principles of Macroeconomics	
BLAW 201	Business Law I	4.0
COM 270	Business Communication	3.0
[WI]		
INTB 200	International Business	4.0
Term Credits		15.0

Term 6		
FIN 301	Introduction to Finance	4.0
MKTG 301	Introduction to Marketing Management	4.0
ORGB 300	Organizational Behavior	4.0
[WI]		
ENGL 200 Through ENGL 399		3.0
Term Credits		15.0

Term 7		
MIS 200	Management Information Systems	4.0
OPM 200	Operations Management	4.0
MKTG concentration course*		4.0
Science or Computer Science elective		3.0
Term Credits		15.0

Term 8		
PHIL 105	Critical Reasoning	3.0
Select one of the following:		4.0
BUSN 451	Business Consulting	
MGMT 260	Introduction to Entrepreneurship	
MGMT 451	Management Simulation	
STAT 202	Business Statistics II	
Free electives		8.0
Term Credits		15.0

Term 9		
MKTG concentration course*		4.0
General education elective		3.0
Free electives		8.0
Term Credits		15.0

Term 10		
MGMT 450	Strategy and Competitive Advantage	4.0

MKTG concentration course *	4.0
Fine arts elective	3.0
Free elective	4.0
Term Credits	15.0
Term 11	
MKTG 380 Seminar in Marketing Strategy	4.0
UNIV B101 The Drexel Experience	1.0
General education elective	3.0
Social science elective	3.0
Free elective	4.0
Term Credits	15.0
Term 12	
Select one of the following:	4.0
BUSN 451 Business Consulting	
MGMT 451 Management Simulation	
MGMT 260 Introduction to Entrepreneurship	
STAT 202 Business Statistics II	
General education elective	3.0
Free electives	8.0
Term Credits	15.0
<hr/>	
Total Credit: 180.0	

* Marketing concentration requirements (p. 31).

Co-op/Career Opportunities

Marketing opportunities abound in all types of organizations — including manufacturing firms, wholesalers, retail stores, Internet firms, service organizations, banking and financial institutions, law and accounting firms, hospitals, colleges and universities, museums, chambers of commerce, professional sports teams, government agencies, charitable foundations, churches, and countless other settings. Any organization that seeks to reach a particular audience or consumer group needs the skills of marketers.

There are many specialized jobs in marketing, including product and brand managers, marketing researchers, advertising executives, pricing analysts, direct (non-store) marketers, Internet marketers, professional buyers, manufacturing agents, transportation and distribution managers, industrial and consumer salespeople, stockbrokers, sales managers, college enrollment managers, wholesalers, retailers, marketing planners, sales forecasters, marketing cost analysts, public relations managers, media and event planners, sales promotion managers, trade show or exhibit marketers, new product development managers, management consultants, and international marketers.

Co-Op Experiences

When students complete their co-op jobs, they are asked to write an overview of their experiences. These brief quotes are taken from some recent student reports:

Marketing research assistant, manufacturing firm: "Assisted in the development of new products, which included gathering information concerning competitive products, markets, pricing. Conducted testing of new products. Assisted in special projects. . .gained good experience."

Retail analyst, producer of luxury home products: "Supported the sales and production divisions. Tracked weekly and monthly sales information. Developed product placement charts for forecasting. Assisted in maintaining productivity reports. Developed and presented a window treatment market analysis."

Activity-based management (ABM) analyst, pharmaceuticals manufacturer: "Supported the ABM team (5 people). Member of two sub-project teams. Maintained full participation on both sub-teams while still maintaining responsibilities on core team. Developed proficiencies in re-engineering methodologies, activity-based costing methodologies, and support of change management. . .included as a full team member." Visit the Drexel Steinbright Career Development Center (<http://www.drexel.edu/scdc>) page for more detailed information on co-op and post-graduate opportunities.

Minor in Marketing Requirements

- No more than 2 courses or 8 credits (or 3 courses and 9 credits if classes were taken under the "old curriculum") required by a student's major may be counted towards this minor.
- A grade of "C" (2.0) or better must be earned for each course in this minor for it to be counted.
- No more than two transfer courses may be used to complete this minor. Transfer credits must be taken before matriculated at Drexel.
- Students in the process of completing a degree granting program out of the Goodwin College of Evening and Professional Studies, (BS or BSCOEPS), may enroll in 700 sections of the courses they choose that meet the minor requirements. All other students in the process of completing a degree granting program from other colleges/schools within Drexel University must enroll in the 500 sections of the courses they choose that meet the minor requirements.
- Students should check the pre-requisites of all classes when selecting electives. It is the responsibility of the student to know pre-requisites
- Business Administration and Business & Engineering majors may **not** minor in Accounting, Business, Economics, Entrepreneurship, Finance, International Economics, Legal Studies, Management Information Systems, Marketing and/or Operations Management.

All prospective students should meet with an advisor from the College as soon as possible. Call 215-895-2110 to set up an appointment.

Requirements

MKTG 301	Introduction to Marketing Management	4.0
MKTG 380	Seminar in Marketing Strategy	4.0
Select four of the following:		16.0
MKTG 321	Selling and Sales Management	
MKTG 322	Advertising & Integrated Marketing Communications	
MKTG 324	Marketing Channels and Distribution Systems	
MKTG 326	Marketing Research	
MKTG 344	Professional Personal Selling	
MKTG 347	New Product Development	
MKTG 348	Services Marketing	
MKTG 351	Marketing for Non-Profit Organizations	
MKTG 353	Business-to-Business Marketing	
MKTG 355	Interactive Marketing	

MKTG 356	Consumer Behavior	
MKTG 357	Global Marketing	
MKTG 358	Transportation and Logistics	
MKTG 362	Brand and Reputation Management	
MKTG 364	Marketing for New Ventures	
Total Credits		24.0

Facilities

So that Drexel business students gain the most up-to-date access to both hardware and software used in professional settings, major advances in the technologies used in the corporate world are constantly being matched by upgrades on campus.

Beginning in summer 2011, construction will begin on a 12-story, \$92 million academic center for the LeBow College of Business, replacing Matheson Hall. The new state-of-the-art will continue strengthening faculty research, student learning and the nourishment of a community consisting of faculty, students, alumni and business leaders. The building will help unite faculty, students and staff now housed in four locations throughout Drexel's main campus and is expected to open in 2014.

The Leonard Perlstein Business Learning Center houses state-of-the-art classrooms, labs, and tiered mock boardrooms, as well as the LeBow College Business Executive Education Center.

Operations & Supply Chain Management

Concentration: 24.0 quarter credits

About the Concentration

This field of concentration is designed to prepare students for eventual participation as managers or specialists in the operations activity of industrial and service systems.

Operations & Supply Chain Management stresses a thorough knowledge of the rapidly accumulating analytical techniques in systems analysis, in addition to a full appreciation of all other phases of business.

With the proper choice of electives, this concentration also prepares students for graduate studies in industrial management, industrial engineering, management science, or operations research.

Additional Information

For additional information about the program, students should contact the Department of Decision Sciences (<http://www.lebow.drexel.edu/Faculty/Departments/Decision>).

Concentration Requirements

Requirements

OPM 315	Service Operations Management	4.0
OPR 320	Linear Models for Decision Making	4.0
OPM 321	Planning and Control of Operations	4.0
OPM 325	Advanced Planning and Control of Operations	4.0
OPM 341	Supply Chain Management	4.0
Select one of the following:		4.0

OPR 330	Advanced Decision Making and Simulation	
STAT 301	Applied Statistical Models for Business	
STAT 325	Six-Sigma Quality Implementation	
Total Credits		24.0

Sample Plan of Study

Term 1		Credits
BUSN 101	Foundations of Business I	4.0
ENGL 101	Expository Writing and Reading	3.0
MATH 101	Introduction to Analysis I	4.0
UNIV B101	The Drexel Experience	1.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		15.0
Term 2		Credits
BUSN 102	Foundations of Business II	4.0
ENGL 102	Persuasive Writing and Reading	3.0
MATH 102	Introduction to Analysis II	4.0
Select one of the following:		3.0
BIO 100	Applied Cells, Genetics & Physiology	
or 101	Applied Biological Diversity, Ecology & Evolution	
CHEM 151	Applied Chemistry	
PHYS 151	Applied Physics	
Term Credits		14.0
Term 3		Credits
ENGL 103	Analytical Writing and Reading	3.0
ECON 201	Principles of Microeconomics	4.0
or ACCT 115	Financial Accounting Foundations	
PSY 101	General Psychology I	3.0
Social science course*		3.0
Society and culture course*		3.0
Term Credits		16.0
Term 4		Credits
STAT 201	Introduction to Business Statistics	4.0
ACCT 115	Financial Accounting Foundations	4.0
or ECON 201	Principles of Microeconomics	
ACCT 116	Managerial Accounting Foundations	4.0
or ECON 202	Principles of Macroeconomics	
History elective		3.0
Term Credits		15.0
Term 5		Credits
ACCT 116	Managerial Accounting Foundations	4.0
or ECON 202	Principles of Macroeconomics	
BLAW 201	Business Law I	4.0
COM 270	Business Communication	3.0
[WI]		
INTB 200	International Business	4.0
Term Credits		15.0

Term 6

MIS 200	Management Information Systems	4.0
MKTG 301	Introduction to Marketing Management	4.0
OPM 200	Operations Management	4.0
ENGL 200 Through ENGL 399		3.0

Term Credits**15.0****Term 7**

FIN 301	Introduction to Finance	4.0
ORGB 300 [WI]	Organizational Behavior	4.0
Science or Computer Science elective*		3.0
Free elective		4.0

Term Credits**15.0****Term 8**

OPM 321	Planning and Control of Operations	4.0
OPR 320	Linear Models for Decision Making	4.0
PHIL 105	Critical Reasoning	3.0
Free elective		4.0

Term Credits**15.0****Term 9**

OPM 315	Service Operations Management	4.0
OPM 325	Advanced Planning and Control of Operations	4.0
General Education Elective*		3.0
Free Elective		4.0

Term Credits**15.0****Term 10**

UNIV B101	The Drexel Experience	1.0
Select one of the following:		4.0
BUSN 451	Business Consulting	
STAT 202	Business Statistics II	
MGMT 451	Management Simulation	
MGMT 260	Introduction to Entrepreneurship	

General education electives* 6.0

Free Elective 4.0

Term Credits**15.0****Term 11**

MGMT 450	Strategy and Competitive Advantage	4.0
Select one of the following:		4.0
OPR 330	Advanced Decision Making and Simulation	
STAT 325	Six-Sigma Quality Implementation	
STAT 301	Applied Statistical Models for Business	

General education elective* 3.0

Free elective 4.0

Term Credits**15.0****Term 12**

OPM 341	Supply Chain Management	4.0
Fine arts elective		3.0
Free electives		8.0

Term Credits**15.0**

Total Credit: 180.0

* See degree requirements (p. 33).

Co-op/Career Opportunities

Many production and operation management students go on to work in a variety of fields, including manufacturing, product planning and research and development.

When students complete their co-op jobs, they are asked to write an overview of their experiences. These brief quotes are taken from some recent student reports:

Manufacturing engineering co-op, corporate setting: "Developed manufacturing projects, procedures, and documentation in assisting (with International Standards Organization) certification. The best feature of the job was the chance to work within a manufacturing plant and witness the accomplishments and setbacks that can and will occur in all manufacturing jobs. "

Meter operation co-op, major utility company: "Coordinated customer demand survey. Gathered and analyzed statistics pertaining to the water usage of residential, industrial, and commercial customers. . . . Management in department was excellent; very supportive. "

Visit the Drexel Steinbright Career Development Center (<http://www.drexel.edu/scdc>) page for more detailed information on co-op and post-graduate opportunities.

Minor in Operations and Supply Chain Management

Requirements

- No more than 2 courses or 8 credits (or 3 courses and 9 credits if classes were taken under the "old curriculum") required by a student's major may be counted towards this minor.
- A grade of "C" (2.0) or better must be earned for each course in this minor for it to be counted.
- No more than two transfer courses may be used to complete this minor. Transfer credits must be taken before matriculated at Drexel.
- Students in the process of completing a degree granting program out of the Goodwin College of Evening and Professional Studies, (BS or BSCOEPS), may enroll in 700 sections of the courses they choose that meet the minor requirements. All other students in the process of completing a degree granting program from other colleges/schools within Drexel University must enroll in the 500 sections of the courses they choose that meet the minor requirements.
- Students should check the pre-requisites of all classes when selecting electives. It is the responsibility of the student to know pre-requisites
- Business Administration and Business & Engineering majors may not minor in Accounting, Business, Economics, Entrepreneurship, Finance, International Economics, Legal Studies, Management Information Systems, Marketing and/or Operations Management. Majors interested in these areas should consult with their Academic Advisor.

All prospective students should meet with an advisor from the College as soon as possible. Call 215.8952110 to set up an appointment.

Additional Information

For additional information about the program, students should contact the Department of Decision Sciences (<http://www.lebow.drexel.edu/Faculty/Departments/Decision>).

Required Courses

BUSN 111	Foundations for Business	4.0
OPM 200	Operations Management	4.0
OPR 320	Linear Models for Decision Making	4.0
STAT 201	Introduction to Business Statistics	4.0
Select two of the following:		8.0
OPM 315	Service Operations Management	
OPM 321	Planning and Control of Operations	
OPM 325	Advanced Planning and Control of Operations	
STAT 301	Applied Statistical Models for Business	
STAT 325	Six-Sigma Quality Implementation	
Total Credits		24.0

Facilities

So that Drexel business students gain the most up-to-date access to both hardware and software used in professional settings, major advances in the technologies used in the corporate world are constantly being matched by upgrades on campus.

Beginning in summer 2011, construction will begin on a 12-story, \$92 million academic center for the LeBow College of Business, replacing Matheson Hall. The new state-of-the-art will continue strengthening faculty research, student learning and the nourishment of a community consisting of faculty, students, alumni and business leaders. The building will help unite faculty, students and staff now housed in four locations throughout Drexel's main campus and is expected to open in 2014.

The Leonard Perlstein Business Learning Center houses state-of-the-art classrooms, labs, and tiered mock boardrooms, as well as the LeBow College Business Executive Education Center.

Certificate in Brand and Reputation Management

In the increasingly competitive and volatile global marketplace, brand and reputation management have gained considerable interest and importance in organizations, including corporations, non-profits, and those in the public sector.

The Certificate in Brand and Reputation Management introduces the concept of the product and/or corporate brand, the components that make up a good brand, and how to develop brand strategies that are appropriate for various types of organizations. Students will also learn about the various stakeholders that impact or enhance an organization's ability to build its brand and reputation as well as learn to analyze the business environment in order to identify a desired image, to create brand positioning strategy, and to develop and nurture the positive perception of a product, organization, individual or place.

Following the completion of all other required courses, all students must also complete an "honors" project as part of MKTG 363 (<https://nextcatalog.drexel.edu/undergraduate/collegeofbusiness/brandandreputationmanagement>) Brand & Reputation Management Project. The topic and scope of the project must be approved by the Academic Director of the Center for Corporate Reputation Management (<http://www.lebow.drexel.edu/Centers/CCRM>). Completed projects will be a written project submitted to the Academic Director of the Center for evaluation in a pass/fail manner.

COM 280	Public Relations Principles and Theory	3.0
MKTG 322	Advertising & Integrated Marketing Communications	4.0
MKTG 362	Brand and Reputation Management	4.0
MKTG 363	Brand & Reputation Management Project *	1.0

Students must complete one course from the following options, depending upon career interests:

MKTG 324	Marketing Channels and Distribution Systems	
MKTG 347	New Product Development	
MKTG 348	Services Marketing	
MKTG 356	Consumer Behavior	

Or a course from outside the LeBow College in a related field, with the approval of the Academic Director of the Center for Corporate Reputation Management

Total Credits 16.0

* Taken upon the completion of all other requirements.

Certificate in Entrepreneurship

An entrepreneurial mindset, both in the context of starting new ventures and in established companies, is a valuable skill. The ability to approach situations in an innovative way, to be creative, to critically evaluate new opportunities and to execute those opportunities is the essence of entrepreneurship. In the 21st century, innovation and entrepreneurship are competitive elements across all sectors of the economy.

The LeBow College of Business offers a Certificate in Entrepreneurship to enable students outside of the business school to benefit from learning about the skills involved in being entrepreneurial. This program provides Drexel students from all areas (engineering, biomedical,

information technology, design, etc) with a unique advantage when seeking employment. Students who hold a Certificate in Entrepreneurship will certainly benefit in their job search and career by possessing the vital business skills encompassed in the courses in this certificate.

Upon completion of the Certificate program, students will be able to:

- Understand the nature of entrepreneurship and its applications to all realms of business and to all types of organizations
- Apply the business planning process to new ventures and to corporate projects
- Utilize accounting tools and methods in creating new ventures
- Apply innovative and creative approaches to business issues and environmental trends.

Required Courses

ACCT 120	Accounting Essentials for New Ventures	4.0
MGMT 260	Introduction to Entrepreneurship	4.0
MGMT 365	Business Plan for Entrepreneurs	4.0
MGMT 366	Entrepreneurship Certificate Project	1.0

Additional Requirement

In addition, students select one additional related course from outside 3.0 the LeBow College of Business. This course should incorporate as part of its content some business aspect of the student's area of study.

Total Credits 16.0

Certificate in Social Responsibility in Business

Through course work, civic engagement and related co-op experience, the Certificate in Social Responsibility in Business provides a well-rounded look at corporate social responsibility, giving students a unique perspective on ethical leadership in the business community. The certificate program encourages students to seek co-op experience and positions after graduation with firms committed to acting with social responsibly.

Program Requirements

In conjunction with the Center for Civic Engagement (<http://www.drexel.edu/CCE>), students initiate and complete a socially focused winter break or spring break project during any one term/break. The scope of the project entails civic responsibility and focuses on business applications. An example would be to assist in the preparation of income tax forms for under privileged Philadelphia residents. This project is in addition to requirements of the University 101 course.

Student will use their My LIFE e-portfolios to retain reflections and relevant writings from each of the required courses.

Coordinated with the Center for Civic Engagement, students will complete a minimum of sixty hours (60) of civic engagement while a student at Drexel University.

Students are required to earn a minimum of "C" in the following required courses, and a "B" average over all the courses.

Required Courses *

ANTH 101	Introduction to Cultural Diversity	3.0
BUSN 103	Advanced First Year Business Seminar	2.0
SOC 115	Social Problems	3.0
SOC 210	Race and Ethnic Relations	3.0
PHIL 301	Business Ethics	3.0
UNIV 101	The Drexel Experience	1.0
Total Credits		15.0

* In addition to these required courses, BUSN 451 Business Consulting is strongly recommended, but not required to complete the certificate.

About the LeBow College of Business: Graduate

About the College

LeBow College of Business is among just 25 percent of business schools nationwide accredited by AACSB-- Association to Advance Collegiate Schools of Business. Drexel LeBow offers one MBA degree delivered in different formats – face-to-face or online, part-time or full-time, and at satellite campuses in Malvern, Pa., and Sacramento, Calif. Additionally, the Drexel LeBow MBA offers several fields of concentration within the MBA: finance, marketing, entrepreneurship/innovation, business analytics and healthcare management. Options include:

- **Full-Time:** One Year MBA and traditional Two Year MBA
- **Part-time:** LEAD (an accelerated MBA), the flexible Professional MBA, and Executive MBA.
- **Online:** MBA Anywhere and MBA in Healthcare Management

Prospective students to the Drexel LeBow MBA programs are not required to have undergraduate degrees in business.

In addition to MBA programs, Drexel LeBow offers Masters of Science in Accounting, Finance, Leadership, and Business Analytics. The MS in Economics only admits students through the PhD in Economics program.

Majors

- Accounting (MS) (p. 38)
- Business Administration (PhD) (<http://catalog.drexel.edu/graduate/collegeofbusiness/business>)
- Business Administration (MBA) (p. 40)
 - Executive Program (p. 45)
 - Concentrations (p. 43)
- Business Analytics (MS) (p. 46)
- Economics (MS, PhD) (p. 47)
- Finance (MS) (p. 50)
- Leadership (MS) (p. 51)

Certificates

- Advanced Business (p. 53)
- Leadership (p. 53)

About the Curriculum

Graduate business programs at Drexel University's LeBow College of Business provide a high-quality education that blends theory and practice. Students receive individualized attention to help them achieve short-term and long-term career goals.

The Drexel LeBow MBA enrolls approximately 800 students representing diverse backgrounds, 20 percent of whom are enrolled full-time. Approximately 50 percent of the full-time students are international. Drexel LeBow MBA students have come from more than 40 countries in Asia, Europe, South America and Canada.

The part-time MBA programs account for 60 percent of the enrolled students with another 20 percent enrolled in online MBA programs.

Following in the mission of the University's founder, A.J. Drexel, to provide practical applications of learning, the Drexel LeBow faculty have backgrounds in corporate management and scholarly research. Drexel LeBow faculty combine strengths in teaching and research. They also enjoy strong ties with the corporate community. Corporate and entrepreneurial leaders add to the full-time faculty by coming to campus as guest lecturers or as adjunct professors.

Centers and Facilities

This marriage of academic rigor and practical applications can also be seen in the development of the school's Centers of Excellence. Centers of Excellence are catalysts for research and innovation, think tanks for nationally significant trends and issues, and incubators for opportunities in business and integration among disciplines. LeBow's Centers of Excellence provide students with meaningful experiential learning and impact the performance of business in our region and around the world. As part of the curriculum Drexel LeBow MBA students will take courses which reside in the centers and will see firsthand how practical learning is applied.

The Centers are:

- Center for Corporate Reputation Management
- Sovereign Institute for Strategic Leadership
- Center for Corporate Governance
- Drexel's Laurence A. Baiada Institute for Entrepreneurship and Innovation
- Dana and David Dornsife Center for Experiential Learning

Facilities

LeBow College of Business is constructing a 12-story, 177,500-square-foot academic center. The building's design will unite the school's students, staff, and faculty around a five-story-high atrium ringed by classrooms, student lounges, events spaces, and offices. The third floor will house the Baiada Institute for Entrepreneurship and Innovation. In addition to the new building, LeBow's Pearlstein Learning Center provides modern learning environments to MBA students with ongoing updates to advanced technologies used in the corporate world.

Master of Science in Accounting

About the Program/Admission Prerequisites

Master of Science: 45.0 quarter credits (for students entering with an undergraduate degree in accounting)

The MS program in Accounting, which can be completed in a one-year or two-year format, is designed to meet the needs of those who plan careers in public accounting, corporate accounting, not-for-profit accounting, or government accounting.

The one-year option is for students already awarded an undergraduate degree in accounting. Students who do not have an undergraduate degree in accounting can be considered for admission to the two-year

Accounting program, where prerequisite courses are completed in the first year of study.

The MS in Accounting offers students the opportunity to obtain the technical knowledge, analytical skills and communication proficiency required to serve as ethical and effective accounting professionals. Upon completion of the program, students will be qualified to sit for the Certified Public Accountant (CPA) examination.

The program builds on knowledge equivalent to the requirements for a Drexel University baccalaureate degree in business with a concentration in accounting. Some or all of the prerequisite courses may be waived at the time of admission for those who have completed equivalent courses in their undergraduate education and who can demonstrate proficiency. Applicants must have earned a minimum grade of C in each of the following prerequisite courses:

Prerequisite Requirements

ACCT 115	Financial Accounting Foundations	4.0
ACCT 116	Managerial Accounting Foundations	4.0
ACCT 321	Financial Reporting I	4.0
ACCT 322	Financial Reporting II	4.0
ACCT 323	Financial Reporting III	4.0
ACCT 331	Cost Accounting	4.0
ACCT 341	Principles of Auditing	4.0
TAX 341	Individual Income Taxes	4.0

For Drexel University students planning on entering this program, they are expected to be at Drexel for five years (4 undergraduate years + 1 year for the MS degree) with one co-op residency as part of their combined BS/MS program. Students with undergraduate accounting degrees from non-AACSB accredited schools and non-US schools will be reviewed based upon the curriculum and its comparability to the LeBow undergraduate program. These students may be required to take additional prerequisite courses prior to being admitted to the MS in Accounting program. Further, while students with undergraduate degrees in accounting from non-US schools may be eligible for admission to the program, completion of the program will not necessarily make them eligible to sit for the CPA examination. These students will be responsible for assessing whether their academic backgrounds make them eligible to sit for the CPA examination.

Students with undergraduate degrees in areas outside of accounting can be considered for admission to the program only after they acquire the necessary prerequisite undergraduate accounting and/or business courses. These students should contact the LeBow Advising Office (<http://www.lebow.drexel.edu/Current/Undergraduate/advising.php>) to determine what courses are needed to gain admission to the MS in Accounting program.

State CPA Requirements

Under the accountancy law that becomes effective in Pennsylvania in 2012, an individual interested in practicing as a CPA will be required to have the equivalent of 150 semester credit hours of university education and 36 semester-credits in accounting subjects. The MS in Accounting program satisfies this Pennsylvania state certification requirement. If students are interested in taking the CPA examination in another state (e.g., Delaware, New Jersey, Maryland), they will need to work in conjunction with the relevant State Board of Accountancy, the Accounting Department, and the LeBow Advising Office to ensure their eligibility to sit for the CPA examination in their desired state.

Students should contact the Accounting Department (<http://www.lebow.drexel.edu/Faculty/Departments/Accounting>) for additional information.

1-Year Degree Requirements

Required Core Courses

ACCT 600	Accounting Analysis & Theory	3.0
ACCT 603	Strategic Cost Management	3.0
ACCT 604	International Financial Reporting	3.0
ACCT 605	Assurance Services	3.0
ACCT 606	Current Issues in the Accounting Profession	3.0
ORGB 625	Leadership and Professional Development	3.0
BLAW 626	Law for the CPA Exam	3.0
TAX 630	Corporate Taxation	3.0

Select two of the following:

ACCT 607	Forensic Investigation	3.0
ACCT 608	Government and Not-for-Profit Accounting	3.0
ACCT 650	Accounting Information Systems	3.0
TAX 611	Tax Research	3.0

Business Elective Courses

Students take any five (5) business courses from within the LeBow College of Business.

Total Credits 45.0

Students should contact the Accounting Department (<http://www.lebow.drexel.edu/Faculty/Departments/Accounting>) for additional information.

Two-Year Program: Degree Requirements

Required Courses

ACCT 600	Accounting Analysis & Theory	3.0
ACCT 601	Managerial Accounting	3.0
ACCT 603	Strategic Cost Management	3.0
ACCT 604	International Financial Reporting	3.0
ACCT 605	Assurance Services	3.0
ACCT 606	Current Issues in the Accounting Profession	3.0
ACCT 625	Financial Accounting Theory I	3.0
ACCT 626	Financial Accounting Theory II	3.0
ACCT 627	Financial Accounting Theory III	3.0
BLAW 605	Legal Options in Decision Making	3.0
BLAW 626	Law for the CPA Exam	3.0
ECON 601	Managerial Economics	3.0
FIN 601	Corporate Financial Management	3.0
ORGB 625	Leadership and Professional Development	3.0
STAT 601	Business Statistics	3.0
TAX 620	Individual Taxation	3.0
TAX 630	Corporate Taxation	3.0

Electives

Students select an additional three elective courses. At least two courses must be ACCT or TAX. The following is a list of suggested electives. Students should consult with their program manager for the full list of approved electives available each term..

ACCT 607	Forensic Investigation
ACCT 608	Government and Not-for-Profit Accounting
ACCT 650	Accounting Information Systems
TAX 611	Tax Research
<hr/>	
Total Credits	60.0

Facilities

Major advances in the technologies used in the corporate world are being constantly matched by upgrades on campus. LeBow College classrooms and seminar rooms are designed as professional-quality settings for student discussions and presentations.

Centers of Excellence are catalysts for research and innovation, think tanks for nationally significant trends and issues, and incubators for opportunities in business and integration among disciplines. LeBow's Centers of Excellence provide students with meaningful experiential learning and impact the performance of business in our region and around the world.

- Center for International Business and Economics
- Center for Corporate Governance
- Sovereign Institute for Strategic Leadership
- Laurence A. Baiada Center for Entrepreneurship in Technology
- Center for Research Excellence
- Center for Teaching Excellence

The LeBow Network (<http://www.lebow.drexel.edu/Alumni/Network>) sponsors forums, lectures and events. These events enhance the educational experience and provide opportunities for students to meet and interact with fellow professionals. Student organizations such as LeBow Graduate Student Association (LGSA) and Drexel Women in Business (DWIB) make the LeBow experience more comprehensive.

Leonard Pearlstein Business Learning Center

Housed in the Center for Corporate and Executive Education in the state-of-the-art Leonard Pearlstein Business Learning Center at 33rd and Market, the Executive MBA program is LeBow's accelerated and integrated program designed to enable experienced professionals to leverage valuable work experience to maximize their leadership potential.

Made possible by a generous gift from George Krall '58 and his wife, Lois, the Center features the latest in classroom decor and technology, flexibly designed to comfortably accommodate business professionals.

Thanks to the gracious generosity of Drexel Trustee Melba Pearlstein and her family, LeBow students now have the distinct advantage of learning the intricacies of business in an ultramodern facility that combines high technology classrooms with a sophisticated corporate learning environment.

The Pearlstein Center includes:

- State-of-the art classrooms, flexibly designed to comfortably accommodate executives in classroom instruction.
- A multi-purpose room for breakout sessions, buffet lunches, or an additional classroom.

- A workroom where students may send/receive faxes, photocopy materials, prepare and revise classroom assignments and presentations.

MBA Programs

About the MBA

Master of Business Administration: 51.0 quarter credits

Drexel University's innovative, high-quality MBA program is recognized for its excellence and for its preparation of students for successful professional careers. We seek to attract and retain students with excellent undergraduate academic records and a commitment to graduate education. From its inception, Drexel has been a technology-oriented university, and we are committed to focusing our graduate curricula to reflect the importance and use of technology in both business and not-for-profit organizations.

Goals and Objectives

The MBA program is designed to:

- Integrate the foundations of business, problem-solving, and decision-making skills; organization theory; and practical aspects of institutional management
- Prepare students for managerial positions in business and other institutions
- Offer concentrations in various areas of management
- Capitalize on communication skills, people skills, global perspectives, technological competence, pragmatic emphasis, and ethical perspectives

Students selecting a concentration can choose from the following options:

- Business Analytics
- Finance
- Healthcare Management
- Entrepreneurship/Innovation Management
- Marketing

Full-time, Part-Time, Online and Accelerated Options

The College offers one MBA degree delivered in different formats: – face-to-face or online, part-time or full-time, and at satellite campuses in Malvern, Pa., and Sacramento, Calif. Additionally, the Drexel LeBow MBA offers several fields of concentration within the MBA. Visit LeBow College's web site for information about additional MBA options (<http://www.lebow.drexel.edu/Prospects/MBA>).

Degree Requirements

Master of Business Administration (MBA): 51.0 quarter credits

The Master of Business Administration (MBA) curriculum remains firmly grounded on the best features of the "traditional" MBA as it has evolved over half a century. Among these features is a broad overview of business, complemented by at least one area of specialization.

Students selecting a concentration can choose from the following options:

- Business Analytics
- Finance
- Healthcare Management
- Entrepreneurship/Innovation Management
- Marketing

Foundation Courses

BUSN 505	Financial Performance of the Firm - Accounting	1.5
BUSN 506	Financial Performance of the Firm - Finance	1.5
BUSN 507	Essentials of Economics I	1.5
BUSN 508	Essentials of Economics II	1.5

Core Curriculum

ACCT 601	Managerial Accounting	3.0
ECON 601	Managerial Economics	3.0
FIN 601	Corporate Financial Management	3.0
MGMT 601	Managing the Total Enterprise	3.0
MGMT 602	Managing Technology Innovation	3.0
MKTG 601	Marketing Strategy & Planning	3.0
ORGB 625	Leadership and Professional Development	3.0
POM 601	Operations Management	3.0
STAT 601	Business Statistics	3.0

Flexible Core Sequence

Students select two courses from the following list of flexible core courses: 6.0

Baida Center for Entrepreneurship

MGMT 650	Corporate Venturing
MGMT 652	New Venture Planning

Center for Corporate Governance

BLAW 605	Legal Options in Decision Making
FIN 610	Corporate Governance

Center for Corporate Reputation Management

MKTG 654	Corporate Brand & Reputation Management
MKTG 790	Seminar In Marketing Management

International Business/Studies

INTB 620	International Business Management
MIS 651	Information Systems Outsourcing Management

Sovereign Institute for Strategic Leadership

ORGB 631	Leading Effective Organizations
ORGB 640	Negotiations for Leaders

Capstone Course

MGMT 780	Strategic Management	3.0
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Concentration Courses 9.0

Students selecting a concentration can choose from the following options:

Business Analytics
Finance
Healthcare Management
Marketing
Entrepreneurship/Innovation Management

Total Credits 51.0

Business Analytics Concentration

The Business Analytics concentration prepares students to make good business decisions with fact-based analysis and an understanding of business performance from a systems view, using statistical and quantitative analysis of data as well as explanatory and predictive modeling.

Requirements

STAT 698	Special Topics *	3.0
Select two of the following:		6.0
ECON 650	Business & Economic Strategy: Game Theory & Applications	
FIN 642	Business Conditions and Forecasting	
MIS 630	Inter-Active Decision Support Systems	
OPR 601	Managerial Decision Models and Simulation	
OPR 626	System Simulation	
POM 625	Supply Chain Management	
STAT 628	Applied Regression Analysis	
STAT 634	Quality & Six-Sigma	
STAT 636	Experimental Design	
Total Credits		9.0

* Prerequisite is STAT 602.

Finance Concentration

Required Courses

Select two of the following:		6.0
FIN 602	Advanced Financial Management	
FIN 622	Financial Institutions & Markets	
FIN 624	Risk Management	
FIN 626	Investment Management	
FIN 635	Entrepreneurial Finance	
FIN 640	Mergers and Acquisitions	
FIN 642	Business Conditions and Forecasting	
FIN 648	International Financial Management	
FIN 790	Seminar in Finance	

Electives

Select one of the following:		3.0
BLAW 620	Legal Aspects of Employment	
BLAW 698	Special Topics	
ECON 614	Macroeconomics	
ECON 630	International Economics	
ECON 650	Business & Economic Strategy: Game Theory & Applications	
INTB 632	Economic Analysis of Multinational Corporations	
MGMT 655	Knowledge Management	
MIS 624	E-Commerce Systems I	
MIS 630	Inter-Active Decision Support Systems	
MKTG 630	Global Marketing	
MKTG 650	Marketing Management Cases and Problems	
OPR 601	Managerial Decision Models and Simulation	
POM 620	Management of Manufacturing Firms	
POM 624	Management of Service Firms	

STAT 634	Quality & Six-Sigma	
Total Credits		9.0

Healthcare Management Concentration

This specialized, cohorted, online program was developed together with industry representatives. The custom program is designed for professionals in the pharmaceutical and healthcare industries to help achieve new understanding and advance students' careers by integrating business strategy with science and technology and the unique perspective of the industry.

Four of the 17 courses offered are in-person residencies over three- to six-day on-site sessions at the beginning, middle, and end of the program. The remainder of the courses are delivered in an online format for ultimate flexibility.

This program begins in the spring and takes approximately 24 months to completion.

BUSN 651	Healthcare Business Practice I: Foundations	3.0
BUSN 652	Healthcare Business Practice II	3.0
BUSN 653	Healthcare Business Practice III: Capstone	3.0
Total Credits		9.0

Marketing Concentration

Required Courses

Select two of the following: 6.0

MKTG 622	Buyer Behavior Theory	
MKTG 624	Channels of Distribution Management	
MKTG 630	Global Marketing	
MKTG 634	Integrated Marketing Communications Management	
MKTG 636	Business to Business Marketing	
MKTG 638	New Product Planning, Strategy, and Development	
MKTG 646	Services Marketing	
MKTG 650	Marketing Management Cases and Problems	
MKTG 652	Marketing Information Management and Research	

Electives

Select one of the following: 3.0

BLAW 698	Special Topics	
ECON 614	Macroeconomics	
ECON 630	International Economics	
FIN 642	Business Conditions and Forecasting	
FIN 648	International Financial Management	
INTB 632	Economic Analysis of Multinational Corporations	
INTB 790	Seminar in International Business	
MGMT 655	Knowledge Management	
MIS 624	E-Commerce Systems I	
MIS 630	Inter-Active Decision Support Systems	
MIS 632	Database Analysis and Design for Business	
OPR 601	Managerial Decision Models and Simulation	
POM 624	Management of Service Firms	
POM 625	Supply Chain Management	
STAT 634	Quality & Six-Sigma	

Total Credits 9.0

Entrepreneurship/Innovation Management Concentration

Required Courses

Select two of the following: 6.0

BLAW 620	Legal Aspects of Employment	
BLAW 646	Legal Issues in New Ventures	
FIN 635	Entrepreneurial Finance	
MGMT 640	Strategic Human Resource Management	
MGMT 655	Knowledge Management	
MIS 624	E-Commerce Systems I	
MIS 630	Inter-Active Decision Support Systems	
MIS 632	Database Analysis and Design for Business	
MKTG 638	New Product Planning, Strategy, and Development	

Electives

Select one of the following: 3.0

ECON 614	Macroeconomics	
ECON 630	International Economics	
ECON 650	Business & Economic Strategy: Game Theory & Applications	
FIN 602	Advanced Financial Management	
FIN 624	Risk Management	
FIN 640	Mergers and Acquisitions	
FIN 642	Business Conditions and Forecasting	
FIN 648	International Financial Management	
FIN 649	Comparative Financial Analysis	
INTB 632	Economic Analysis of Multinational Corporations	
INTB 790	Seminar in International Business	
MGMT 655	Knowledge Management	
MKTG 622	Buyer Behavior Theory	
MKTG 624	Channels of Distribution Management	
MKTG 630	Global Marketing	
MKTG 634	Integrated Marketing Communications Management	
MKTG 646	Services Marketing	
MKTG 650	Marketing Management Cases and Problems	
ORGB 640	Negotiations for Leaders	
OPR 601	Managerial Decision Models and Simulation	
POM 620	Management of Manufacturing Firms	
POM 624	Management of Service Firms	
POM 625	Supply Chain Management	
STAT 634	Quality & Six-Sigma	

Total Credits 9.0

A concentration in Healthcare Management (<http://catalog.drexel.edu/graduate/collegeofbusiness/mbahealthcaremanagement>) is also available for the MBA program.

Admissions

All applicants to master's programs in business are expected to hold a four-year baccalaureate degree or its equivalent from an accredited institution. The curriculum assumes that the student has knowledge of calculus. In addition, the curriculum assumes that students have personal

access to and working knowledge of personal computers to facilitate their academic work.

The Drexel LeBow MBA is a rigorous comprehensive learning experience that emphasizes experiential learning and entrepreneurial thinking in a program designed to meet each student's individual career path. There are several options for program delivery, including various campus sites.

For more information about admission guidelines, requirements, and important dates, visit the LeBow College of Business Enrollment (<http://www.lebow.drexel.edu/Prospects/Apply>) page or the Drexel University Admissions (<http://www.drexel.edu/grad/programs/lebow>) website.

MBA Concentrations

Students selecting a concentration can choose from the following options:

- Business Analytics
- Finance
- Healthcare Management
- Marketing
- Entrepreneurship/Innovation Management

Business Analytics Concentration

The Business Analytics concentration prepares students to make good business decisions with fact-based analysis and an understanding of business performance from a systems view, using statistical and quantitative analysis of data as well as explanatory and predictive modeling.

Requirements

STAT 698	Special Topics *	3.0
Select two of the following:		6.0
ECON 650	Business & Economic Strategy: Game Theory & Applications	
FIN 642	Business Conditions and Forecasting	
MIS 630	Inter-Active Decision Support Systems	
OPR 601	Managerial Decision Models and Simulation	
OPR 626	System Simulation	
POM 625	Supply Chain Management	
STAT 628	Applied Regression Analysis	
STAT 634	Quality & Six-Sigma	
STAT 636	Experimental Design	
Total Credits		9.0

* Prerequisite is STAT 602.

Healthcare Management Concentration

The concentration in Health Care management is a specialized, cohorted online program designed to address both the political and technological forces shaping the pharmaceutical and healthcare industry in competitive global markets. The program is designed for professionals in the pharmaceutical and healthcare industries to help achieve new understanding and potential for career advancement by integrating business strategy with science and technology and the unique perspective of the industry.

Requirements

BUSN 651	Healthcare Business Practice I: Foundations	3.0
BUSN 652	Healthcare Business Practice II	3.0

BUSN 653	Healthcare Business Practice III: Capstone	3.0
Total Credits		9.0

Finance Concentration

Required Courses 6.0

Select two of the following:

FIN 602	Advanced Financial Management
FIN 622	Financial Institutions & Markets
FIN 624	Risk Management
FIN 626	Investment Management
FIN 635	Entrepreneurial Finance
FIN 640	Mergers and Acquisitions
FIN 642	Business Conditions and Forecasting
FIN 648	International Financial Management
FIN 790	Seminar in Finance

Finance Electives 3.0

Select one of the following:

BLAW 620	Legal Aspects of Employment
BLAW 698	Special Topics
ECON 614	Macroeconomics
ECON 630	International Economics
ECON 650	Business & Economic Strategy: Game Theory & Applications
INTB 632	Economic Analysis of Multinational Corporations
MGMT 655	Knowledge Management
MIS 624	E-Commerce Systems I
MIS 630	Inter-Active Decision Support Systems
MKTG 630	Global Marketing
MKTG 650	Marketing Management Cases and Problems
OPR 601	Managerial Decision Models and Simulation
POM 620	Management of Manufacturing Firms
POM 624	Management of Service Firms
STAT 634	Quality & Six-Sigma

Total Credits		9.0
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Marketing Concentration

Required Courses 6.0

Select two of the following:

MKTG 622	Buyer Behavior Theory
MKTG 624	Channels of Distribution Management
MKTG 630	Global Marketing
MKTG 634	Integrated Marketing Communications Management
MKTG 636	Business to Business Marketing
MKTG 638	New Product Planning, Strategy, and Development
MKTG 646	Services Marketing
MKTG 650	Marketing Management Cases and Problems
MKTG 652	Marketing Information Management and Research

Electives 3.0

Select one of the following:

BLAW 698	Special Topics
ECON 614	Macroeconomics
ECON 630	International Economics

FIN 642	Business Conditions and Forecasting
FIN 648	International Financial Management
INTB 632	Economic Analysis of Multinational Corporations
INTB 790	Seminar in International Business
MGMT 655	Knowledge Management
MIS 624	E-Commerce Systems I
MIS 630	Inter-Active Decision Support Systems
MIS 632	Database Analysis and Design for Business
OPR 601	Managerial Decision Models and Simulation
POM 624	Management of Service Firms
POM 625	Supply Chain Management
STAT 634	Quality & Six-Sigma

Total Credits 9.0

Entrepreneurship/Innovation Management Concentration

Required Courses 6.0

Select two of the following:

BLAW 620	Legal Aspects of Employment
BLAW 646	Legal Issues in New Ventures
FIN 635	Entrepreneurial Finance
MGMT 640	Strategic Human Resource Management
MGMT 655	Knowledge Management
MIS 624	E-Commerce Systems I
MIS 630	Inter-Active Decision Support Systems
MIS 632	Database Analysis and Design for Business
MKTG 638	New Product Planning, Strategy, and Development

Electives 3.0

Select one of the following:

ECON 614	Macroeconomics
ECON 630	International Economics
ECON 650	Business & Economic Strategy: Game Theory & Applications
FIN 602	Advanced Financial Management
FIN 624	Risk Management
FIN 640	Mergers and Acquisitions
FIN 642	Business Conditions and Forecasting
FIN 648	International Financial Management
FIN 649	Comparative Financial Analysis
INTB 632	Economic Analysis of Multinational Corporations
INTB 790	Seminar in International Business
MGMT 655	Knowledge Management
MKTG 622	Buyer Behavior Theory
MKTG 624	Channels of Distribution Management
MKTG 630	Global Marketing
MKTG 634	Integrated Marketing Communications Management
MKTG 646	Services Marketing
MKTG 650	Marketing Management Cases and Problems
ORGB 640	Negotiations for Leaders
OPR 601	Managerial Decision Models and Simulation
POM 620	Management of Manufacturing Firms
POM 624	Management of Service Firms
POM 625	Supply Chain Management

STAT 634	Quality & Six-Sigma
Total Credits	9.0

BS /MBA students may be waived from two MBA Enterprise Management courses, assuming a grade of B or better is earned in specified undergraduate courses. Students can review the Waiver Policies for the Statement of Curriculum Standing (<http://www.lebow.drexel.edu/PDF/Docs/Grad/CurriculumStanding.pdf>) on the LeBow College's website for additional information.

Facilities

Major advances in the technologies used in the corporate world are being constantly matched by upgrades on campus. LeBow College classrooms and seminar rooms are designed as professional-quality settings for student discussions and presentations.

Centers of Excellence are catalysts for research and innovation, think tanks for nationally significant trends and issues, and incubators for opportunities in business and integration among disciplines. LeBow's Centers of Excellence provide students with meaningful experiential learning and impact the performance of business in our region and around the world.

- Center for International Business and Economics
- Center for Corporate Governance
- Sovereign Institute for Strategic Leadership
- Laurence A. Baiada Center for Entrepreneurship in Technology
- Center for Research Excellence
- Center for Teaching Excellence

The LeBow Network (<http://www.lebow.drexel.edu/Alumni/Network>) sponsors forums, lectures and events. These events enhance the educational experience and provide opportunities for students to meet and interact with fellow professionals. Student organizations such as LeBow Graduate Student Association (LGSA) and Drexel Women in Business (DWIB) make the LeBow experience more comprehensive.

Leonard Pearlstein Business Learning Center

Housed in the Center for Corporate and Executive Education in the state-of-the-art Leonard Pearlstein Business Learning Center at 33rd and Market, the Executive MBA program is LeBow's accelerated and integrated program designed to enable experienced professionals to leverage valuable work experience to maximize their leadership potential.

Made possible by a generous gift from George Krall '58 and his wife, Lois, the Center features the latest in classroom decor and technology, flexibly designed to comfortably accommodate business professionals.

Thanks to the gracious generosity of Drexel Trustee Melba Pearlstein and her family, LeBow students now have the distinct advantage of learning the intricacies of business in an ultramodern facility that combines high technology classrooms with a sophisticated corporate learning environment.

The Pearlstein Center includes:

- State-of-the art classrooms, flexibly designed to comfortably accommodate executives in classroom instruction.

- A multi-purpose room for breakout sessions, buffet lunches, or an additional classroom.
- A workroom where students may send/receive faxes, photocopy materials, prepare and revise classroom assignments and presentations.

Executive MBA Program

About the Program

Master of Business Administration (MBA): 51.0 quarter credits

The Executive MBA is designed for working professionals with a minimum of 7-10 years of experience including two years in management functions. Executive MBA students have an average of 15 years of professional experience. The program stresses strategic thinking, working effectively in a team environment, and leadership. Analytical and problem-solving skills are interwoven through the coursework. There is a strong emphasis on the international aspects of doing business in the 21st century.

The Executive MBA of LeBow College is an accelerated program designed to help experienced professionals leverage valuable work experience to maximize leadership potential. The Executive MBA Program is closely aligned with the needs of students and the business community. The program aims to produce business leaders who:

- are skilled at innovative thinking;
- can convert ideas into actions;
- understand global business and management;
- can make informed and ethical decisions.

The program is designed for students to learn within a small group (typically 15-30 students) who begin and complete the program together. Students actively learn from faculty, as well as fellow classmates. Networking is a crucial part of the Executive MBA experience. Executive MBA alumni form a close-knit and engaged community.

The curriculum is distinct from that of a traditional MBA, which emphasizes knowledge a practitioner needs; the Executive MBA Program focuses on what decision makers need to know. Leadership workshops and executive coaching are interwoven throughout the 20-month program.

Program Delivery

The Executive MBA Program begins each September with a three-day immersion phase in which students spend a concentrated period working with fellow students and laying the foundations for subsequent coursework and collaboration. The program meets one Friday and two Saturdays to minimize time away from the office and home while keeping students on a steady path to completion in 20 months. One week per month is an on-line or project week. In addition, the program includes off-campus learning during the summer months at the end of the first year of program. To close the program, students participate in a capstone 10-day international residency.

Additional Information

For additional information about the program, visit the Executive MBA (<http://www.lebow.drexel.edu/Prospects/MBA/Executive>) web page.

Admission Requirements

The EMBA program has separate admission procedures. A personal interview is required. Students admitted to the program have, on average, 15 years of work experience and significant potential for advancement in their organizations. A minimum of 7 years of professional experience (including 2 years of management) is required. Students must be admitted to the Executive MBA program to register for EMBA cohorted classes. For further information, please contact:

Elie Farhat
Director
Executive MBA Program
215-895-6629
elie.farhat@drexel.edu

About the Curriculum

A major strength of the LeBow Executive MBA program is the focus on leadership development. At the core of this instruction is a team-based learning approach. Designed to help enhance the transfer of experiences, each student will progress through the program in diverse teams of three to five members, working on as many as 20 different assignments throughout the program. Both orientation sessions involve team building exercises in which students work together to achieve common goals.

The Executive MBA is closely aligned with the needs of students and the business community and centers around four relevant and comprehensive modules. Starting with Enterprise Management, the program follows a sequential plan of study, building upon material learned from each of the previous modules. The fifth and final module, Strategic Leadership, is designed to assist students in discovering and focusing their individual talents to increase leadership ability.

Enterprise Management

This module is designed to develop skills and an understanding of social, political, economic and legal foundations and trends essential to organizations. Specific courses include:

- Measuring and Maximizing Financial Performance
- Principles of Macro and Micro Economics

Function Core

This module is designed to build a solid core of advanced business learning, this module will expose students to the latest academic trends from our internationally recognized research faculty. Specific courses include:

- Managerial Accounting
- Corporate Finance
- Decision Making for Business
- Marketing Strategy and Planning
- Operations Management
- Mergers & Acquisitions and Corporate Governance
- Managerial Economics

Technology Management

This module is designed to develop planning skills and an understanding of constantly emerging technological trends. Specific courses include:

- Managing Technological Innovations
- Strategic Information Technology Management

Strategic Leadership

This module is designed to help professionals increase their leadership ability by exposing them to the latest self-assessment tools, industry best practices and strategies. Specific courses include:

- Leading High Performance Organizations
- Strategic Management
- International Business Management
- International Residency Seminar

Leadership and Executive Workshop Coaching

Throughout the program, guest lecturers will speak to students on various topics, including negotiations for leaders, sustainability, high impact communications, and building high performance teams.

Executive Leadership Coaching

Students work individually with an executive coach during and beyond the 20-month program to design and implement a personal career development plan.

Facilities

Major advances in the technologies used in the corporate world are being constantly matched by upgrades on campus. LeBow College classrooms and seminar rooms are designed as professional-quality settings for student discussions and presentations.

Centers of Excellence are catalysts for research and innovation, think tanks for nationally significant trends and issues, and incubators for opportunities in business and integration among disciplines. LeBow's Centers of Excellence provide students with meaningful experiential learning and impact the performance of business in our region and around the world.

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- Laurence A. Baiada Center for Entrepreneurship in Technology
- Center for Research Excellence
- Center for Teaching Excellence

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Student organizations such as LeBow Graduate Student Association (LGSA) and (<http://www.lebow.drexel.edu/lgsa>) Drexel Women in Business (DWIB) (<http://cobweb.lebow.drexel.edu/Organizations/DWIB/Welcome.html>) make the LeBow experience more comprehensive.

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The Pearlstein Center includes:

- State-of-the art classrooms, flexibly designed to comfortably accommodate executives in classroom instruction.
- A multi-purpose room for breakout sessions, buffet lunches, or an additional classroom.
- A workroom where students may send/receive faxes, photocopy materials, prepare and revise classroom assignments and presentations.

Master of Science in Business Analytics

About the Program

Master of Science: 45.0 quarter credits

The MS in Business Analytics is designed for students who have an interest in quantitative methods, data analysis, and using computer programs to solve business problems.

Students learn how to access and analyze data for the purpose of improved business decision-making. This program prepares students to make good business decisions with fact-based insights and an understanding of business performance from a systems view, using statistical and quantitative analysis of data as well as explanatory and predictive modeling.

The program draws upon three traditional areas of business intelligence:

- *statistics*, to explore and uncover relationships in data;
- *operations research*, to develop mathematical models for planning and operations; and
- *management information systems*, to access and create databases that support the other two areas.

Additional Information

For additional information about the program, students should contact the Department of Decision Sciences (<http://www.lebow.drexel.edu/Faculty/Departments/Decision>).

Degree Requirements

Operations Research

OPR 601	Managerial Decision Models and Simulation	3.0
OPR 620	Operations Research I	3.0

Statistics

STAT 601	Business Statistics	3.0
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STAT 630	Multivariate Analysis	3.0
STAT 698	Special Topics (Datamining for Managers) *	3.0
Management Information Systems		
MIS 630	Inter-Active Decision Support Systems **	3.0
MIS 632	Database Analysis and Design for Business **	3.0
Select eight of the following:		24.0
FIN 624	Risk Management **	
FIN 642	Business Conditions and Forecasting **	
ECON 601	Managerial Economics	
ECON 650	Business & Economic Strategy: Game Theory & Applications	
OPR 622	Operations Research II	
OPR 624	Advanced Mathematical Program	
OPR 626	System Simulation	
POM 601	Operations Management	
POM 620	Management of Manufacturing Firms	
POM 622	Materials Management	
POM 624	Management of Service Firms	
POM 625	Supply Chain Management	
STAT 626	Statistical Sampling	
STAT 628	Applied Regression Analysis	
STAT 634	Quality & Six-Sigma	
STAT 636	Experimental Design	
Total Credits		45.0

* Prerequisite is STAT 630.

** Students will need to have the prerequisite for this course waived with permission of the instructor.

PhD in Economics

About the Program

Doctor of Philosophy: 60 credits (Post-Master's degree)
Doctor of Philosophy: 90 credits (Post-Bachelor's degree)

Drexel's PhD program in Economics is designed to prepare economists for careers in academia and industry by providing a solid background in economic theory, quantitative analysis, and analytical tools at the advanced level. Requirements for the MS in Economics are satisfied if the coursework associated with the first and second years of the PhD program are complete.

The PhD in Economics offers three fields of study:

- Industrial Organization
- International Trade
- Open Economy Macroeconomics

Students typically complete their coursework in two years and the PhD degree in five. Students work as research and teaching assistants under the supervision of a faculty member. After their second year, students can teach independently.

Additional information can be found online at the PhD Program in Economics (<http://www.lebow.drexel.edu/Prospects/Doctorate/Econ>) page

as well as in the LeBow College of Business PhD Programs Handbook (<http://www.lebow.drexel.edu/Current/Doctorate>).

Admission Requirements/Financial Aid

The LeBow College of Business seeks applicants with exceptional ability and motivation who can succeed in a research-oriented program. Admission to this full-time program is competitive and highly selective.

In reviewing an applicant's credentials, the faculty will consider the following factors:

- **Prior Academic Accomplishments:** The faculty will examine all course work taken prior to application, paying particular attention to the specific courses that have been completed. Applicants should have attained a minimum grade point average of 3.0 (on a 4.0 scale) for all undergraduate course work completed. They also should have attained a minimum 3.3 average for any graduate-level course work taken. The faculty generally expects applicants to demonstrate a substantially higher level of accomplishment than these minimum requirements. A master's degree is not a requirement.
- **Graduate Management Admissions (GMAT) or Graduate Record Examination (GRE):** Applicants are required to submit GRE scores. GRE scores are not accepted if they are more than five years old.
- **Test of English as a Foreign Language (TOEFL):** Applicants whose native language is not English and who have not already received a degree from a U.S. university must also submit scores from the Test of English as a Foreign Language (TOEFL).
- **Personal Statement/Essay:** Each applicant must submit a personal statement. The personal statement should explain the applicant's educational and personal experiences that have influenced the decision to pursue a PhD and should discuss the candidate's career plans and goals. The faculty are especially interested in learning about an applicant's prior research experience and the commitment to future research in the applicant's area of specialization.
- **Letters of Recommendation:** Two letters of recommendation must be submitted in support of the application. Applicants are strongly encouraged to seek recommendations from academics or other professionals who can assess the applicant's likelihood of success in a research-oriented PhD program.

Admission Procedures

The PhD Program in Economics admits students each fall. To be considered for admission, the completed application must be received by the LeBow College of Business Office of Graduate Admissions no later than January 15th. It is the applicant's responsibility to ensure that all transcripts, test scores and letters of recommendation, as well as the application form and the personal statement, are received by Drexel University no later than January 15th.

Assistantships and Financial Aid

The LeBow College of Business strives to provide a graduate assistantship to each entering PhD student. Therefore, each applicant to the PhD program is automatically considered for a graduate assistantship as well as for admission into the program. First-year graduate assistants are assigned to work with a faculty member on research activities. During the second and subsequent years, graduate assistants are generally assigned a combination of teaching and research responsibilities. Assistants receive a stipend and 27 credits of tuition remission per academic year. Doctoral students who are making satisfactory progress

toward the degree can expect to be provided with an assistantship for four years.

To obtain an application, please contact:

Graduate Admissions Office
Bennett S. LeBow College of Business
Drexel University
3141 Chestnut Street
Matheson Hall 207
Philadelphia, PA 19104-2875
(215) 895-6952
lebowphd@drexel.edu

Degree Requirements

PhD: 60 credits (Post-Master's degree)

PhD: 90 credits (Post-Bachelor's degree)

The PhD in economics, housed in the Department of Economics and International Business, prepares economists for careers in research, teaching, business, and government. It is designed to provide students with not only a broad understanding of modern economics, but also the opportunity to explore a number of specific fields of study including industrial organization, international economics, and health economics.

In the second year of study, the PhD in Economics offers three fields of specialization: Industrial Organization, International Trade, and Open Economy Macroeconomics. Students complete courses in two of these fields of specialization.

Degree Requirements

- 27.0 credits of first year core courses
- 18.0 credits of economics field requirements
- 15.0 credits (minimum) of dissertation research
- 30.0 additional dissertation research credits for students without a Master's degree

Core Program

All PhD students pursue a common set of core courses. The following courses are all completed during the first year, with the exception of ECON 942 Econometrics III, which is completed in the second year.

Core Courses

ECON 902	Mathematical Economics	3.0
ECON 910	Advanced Microeconomics I	3.0
ECON 911	Advanced Microeconomics II	3.0
ECON 920	Advanced Macroeconomics I	3.0
ECON 921	Advanced Macroeconomics II	3.0
ECON 940	Econometrics I	3.0
ECON 941	Econometrics II	3.0
ECON 942	Applied Microeconometrics *	3.0
ECON 980	Game Theory	3.0
STAT 931	Statistics for Economics	3.0
Total Credits		30.0

* Taken in the second year.

First-Year Examination

After the completion of the core coursework, students are examined on their competence in the core material and their readiness to proceed.

Fields of Specialization

Students are required to complete the coursework for at least two of the following fields/sequences.

Industrial Organization

ECON 950	Industrial Organization I
ECON 951	Industrial Organization II
ECON 959	Industrial Organization Seminar

International Trade

ECON 960	International Trade
ECON 961	Empirical International Trade
ECON 969	International Trade Seminar

Open Economy Macroeconomics

ECON 925	Macroeconomic Dynamics
ECON 962	Open Economy Macroeconomics
ECON 979	Open Economy Macro Seminar

Electives

In addition, students can take elective courses from the Economics Department, from any other departments in the College of Business, and from departments in other Colleges of Drexel University. The following is a set of sample electives:

ECON 930	Monetary Economics	3.0
ECON 952	Health Economics	3.0
ECON 955	Public Economics	3.0
ECON 964	Economic Development	3.0
ECON 990	Special Topics-PhD-Economics	0.5-9.0
ECON 992	Independent Study	3.0
Additional courses with the permission of the advisor		3.0

Dissertation Research

ECON 998	Dissertation Research in Economics	12.0
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Candidacy Examination

At the completion of their coursework, students take written and oral candidacy examinations. These examinations test each student's preparation for dissertation research. Once the candidacy examinations are passed, the student is recognized as a PhD candidate.

Doctoral Dissertation

The doctoral dissertation is a piece of original research designed to make a contribution to the student's chosen discipline. Each candidate selects a dissertation adviser and an advisory committee of additional faculty members is formed. The candidate prepares a detailed dissertation proposal that is defended before the University community. After successfully defending the proposal, the candidate conducts the research (12-credit minimum) and prepares a written dissertation. The completed dissertation is then defended in a final oral examination.

Dissertation Format Review

In addition to meeting the Thesis Advisory Committee's standards of originality and scholarly content, all doctoral dissertations must conform to university format requirements. Students should obtain a copy of the

Thesis Manual from the Graduate Studies Office or from the Thesis Reviewer in 5038 MacAlister Hall.

Degree Requirements: Master of Science in Economics

Master of Science: 45.0 - 48.0 quarter credits

The Master of Science program in Economics admits students through the PhD Program in Economics (<http://www.lebow.drexel.edu/Prospects/Doctorate/Econ>) program. Students are not admitted into the master's program directly. Requirements for the MS in Economics are satisfied if the coursework associated with the first and second years of the PhD program are completed.

Students who pursue the MS in Economics have the option of completing a master's thesis. For advanced students who have reached candidacy status, the thesis could consist of a previously completed research done in the course of dissertation research under the supervision of their advisor. For students who have not yet reached candidacy, research will be conducted with a faculty member of the Economics Department who will serve as a master's thesis advisor.

Requirements

ECON 902	Mathematical Economics	3.0
ECON 910	Advanced Microeconomics I	3.0
ECON 911	Advanced Microeconomics II	3.0
ECON 920	Advanced Macroeconomics I	3.0
ECON 921	Advanced Macroeconomics II	3.0
ECON 940	Econometrics I	3.0
ECON 941	Econometrics II	3.0
ECON 942	Applied Microeconometrics *	3.0
ECON 980	Game Theory	3.0
STAT 931	Statistics for Economics	3.0
Total Credits		30.0

* Taken in the second year.

First-Year Examination

After the completion of the core coursework, students are examined on their competence in the core material and their readiness to proceed.

Fields of Specialization 18.0

Students are required to complete the coursework for at least two of the following fields/sequences.

Industrial Organization

ECON 950	Industrial Organization I
ECON 951	Industrial Organization II
ECON 959	Industrial Organization Seminar

International Trade

ECON 960	International Trade
ECON 961	Empirical International Trade
ECON 969	International Trade Seminar

Open Economy Macroeconomics

ECON 925	Macroeconomic Dynamics
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ECON 962	Open Economy Macroeconomics
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Additional courses with the permission of the advisor		3.0

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Master of Science in Finance

About the Program

Master of Science: 54.0 quarter credits

The MS in Finance is designed to meet the needs of individuals who plan specialized careers in finance or financial consulting in business or industrial firms, investment management and advisory firms, consulting firms, public accounting firms, or banking and financial institutions.

The program has a more focused curriculum than the MBA, allowing students to expand their understanding of finance for advancement in the field. The program is for those interested in establishing a career in finance or financial services, seeking career advancement or making a career change to the field. Many students ultimately seek to achieve the Chartered Financial Analyst (CFA) designation.

- Like the MBA program, the MS in Finance program can include an internship or consulting experience with an employer in the finance field.
- Due to course sequencing, students enrolling in the MS in Finance program begin in the fall quarter.

Drexel University also offers offer a full-time M.S. Finance program at the Center for Graduate Studies in Sacramento, California. Please visit the Sacramento Center's website (<http://sacramento.drexel.edu/programs/masters-finance>) for additional information.

Admission Requirements

The following items are required for admissions consideration:

- GMAT score
- Official transcripts from all colleges/universities attended
- Two letters of recommendation
- Personal statement
- Resume
- TOEFL score (for international students)

The admission committee will evaluate your candidacy based on test scores and undergraduate GPA, with some consideration given for work experience. Work experience is preferred and will enhance the composite admission score, but is not mandatory. There is no specific minimum score requirement for GMAT and/or TOEFL as admission is based on a composite score. However, the average GMAT for current graduate students is approximately 600 and TOEFL scores usually exceeds 90.

Please contact Drexel LeBow's Graduate Admissions Office directly with any questions concerning required entrance exams (such as the GMAT), evaluation of undergraduate or graduate records (grades, scores, total years and subjects studied, etc.), and any other issues regarding application to the College's MS in Finance program (<http://www.lebow.drexel.edu/Prospects/Masters/Finance.php>).

Degree Requirements

Foundation Courses

BUSN 505	Financial Performance of the Firm - Accounting	1.5
BUSN 506	Financial Performance of the Firm - Finance	1.5
BUSN 507	Essentials of Economics I	1.5
BUSN 508	Essentials of Economics II	1.5

Required Core Courses

STAT 601	Business Statistics	3.0
ECON 601	Managerial Economics	3.0
ACCT 601	Managerial Accounting	3.0
OPR 601	Managerial Decision Models and Simulation	3.0

Required Finance Courses

FIN 601	Corporate Financial Management	3.0
FIN 602	Advanced Financial Management	3.0
FIN 622	Financial Institutions & Markets	3.0
FIN 626	Investment Management	3.0
FIN 642	Business Conditions and Forecasting	3.0
FIN 790	Seminar in Finance	3.0
or FIN 794	Seminar in Investments	

Elective Graduate Courses *

Select six of the following:		18.0
ECON 614	Macroeconomics	
ECON 630	International Economics	
FIN 624	Risk Management	
FIN 635	Entrepreneurial Finance	
FIN 640	Mergers and Acquisitions	
FIN 648	International Financial Management	
FIN 649	Comparative Financial Analysis	
FIN 650	Derivative Securities	
POM 601	Operations Management	
STAT 622	Statistical Decision Theory I	
STAT 628	Applied Regression Analysis	
TAX 620	Individual Taxation	
TAX 630	Corporate Taxation	
TAX 790	Tax Policy Seminar	
BUSN 698	Special Topics in Business	
Total Credits		54.0

* At least three electives must be finance courses. Courses other than those listed are acceptable with approval of the Finance Department Head or the MS Finance Advisor. Additional specialization can be achieved by concentrating the seven electives in one of the following fields: banking, investments, or systems management.

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Master of Science in Leadership

About the Program

Master of Science: 45.0 quarter credits

The MS in Leadership program is designed for individuals interested in examining the roles of the individual and business in society. Using a multi-disciplinary approach, students learn to help shape the strategic direction of an organization within its environment. The MS in Leadership combines foundational and core coursework in general business with economics, legal studies, leadership and management to expand a student's ability to aid in long-term planning for business and industry.

Students interested in the program are from diverse backgrounds and industries looking for advancement in their specialization, and need a sound business background to take the next step. This program builds a foundation of general business knowledge while providing tools for examining individual and company roles within society and for strategic planning within their organization.

Program Delivery

- The MS in Leadership is a lockstep program delivered through a blend of face-to-face classes at Drexel University's Malvern, PA campus and through online courses.
- Many of the courses in the MS in Leadership program will be completed with students enrolled in the College's MBA programs.
- New cohorts begin each winter quarter

Curriculum

The curriculum consists of a (1) six-credit foundation in accounting, finance and economics; (2) core coursework in business law, economics, leadership and marketing; (3) a two-course sequence in leadership, legal studies, management and economics. The highlight of the program is a series of capstone courses in sustainability and a project-based course that demonstrates the student's integrated knowledge obtained through the program.

Areas of learning objectives include:

- Ethical Management
- Economics
- Integrative Thinking
- Human Resources

Additional Information

For additional information about this program, visit the College's Master of Science in Leadership (<http://www.lebow.drexel.edu/Prospects/Masters/Leadership.php>) website.

Admission

Designed to optimize leadership potential, the target audience for the MS in Leadership is a student who: seeks a less quantitative-based and more abstract master's degree than the MBA; is a working professional with over five years of experience in a management or management-track position; has an undergraduate degree in a non-business area of study; is interested in developing (a) general business knowledge; (b) a foundation in leadership; (c) a better understanding of the laws and policies impacting industry, and (d) an ethical approach to decision-making.

Applications are reviewed on a rolling basis, with decisions provided within two weeks of file completion.

All applicants must have earned a four-year bachelor's degree from an accredited college or university to be considered for admission

to graduate programs at Drexel University. The Committee reviews applications based on undergraduate record, quality and quantity of professional experience, clarity of career goals, professional references, statement of purpose and professional resume. No standardized test is required for this program.

For more details about how to apply to this program, including deadlines, visit the College's Graduate Admissions (<http://www.lebow.drexel.edu/Prospects/Apply/Graduate/HowToApply.php>) website.

Degree Requirements

Foundation Courses

BUSN 505	Financial Performance of the Firm - Accounting	1.5
BUSN 506	Financial Performance of the Firm - Finance	1.5
BUSN 507	Essentials of Economics I	1.5
BUSN 508	Essentials of Economics II	1.5

Core Courses

BLAW 605	Legal Options in Decision Making	3.0
ECON 601	Managerial Economics	3.0
ORGB 625	Leadership and Professional Development	3.0
MKTG 601	Marketing Strategy & Planning	3.0

Leadership Courses

ORGB 640	Negotiations for Leaders	3.0
ORGB 631	Leading Effective Organizations	3.0

Legal Studies

BLAW 620	Legal Aspects of Employment	3.0
BLAW 624	Social Forces and the Law	3.0

Management Courses

MGMT 640	Strategic Human Resource Management	3.0
MGMT 670	Business Ethics	3.0

Economics

ECON 698	Special Topics (Economics of Social Justice)	3.0
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Capstone Courses

MGMT 680	Leading for Innovation	3.0
MGMT 698	Special Topics (Sustainability)	3.0

Total Credits		45.0
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Certificate in Advanced Business

12.0 quarter credits

The Advanced Business Certificate (ABC) program is available to applicants possessing an earned master's degree or doctoral degree from a fully accredited university or college. The program is designed to permit qualified candidates the opportunity to update their skills in a professional field of specialization in which they have had previous academic experience, or to acquire competence in a new business discipline.

The Advanced Business Certificate requires completion of a four-course sequence and may include the following specialization areas:

- entrepreneurship
- finance
- leadership
- marketing
- or a customized certificate option

Upon acceptance to the ABC program, students will meet with an advisor to review program/course prerequisites (if applicable), select courses, and finalize the certificate programs options. Sample course sequences in the specialization areas are listed below. Those interested in pursuing a cross disciplinary Customized Certificate Option will work with an advisor to develop an individual "plan of study" to establish course sequence and completion timeline before commencing studies.

The ABC program is administered through the Corporate and Executive Education Center (<http://www.lebow.drexel.edu/Prospects/ExecEd>) at Drexel University's LeBow College of Business. Participants in this part-time certificate program have a three-year timeframe within which to complete the certificate requirements. ABC students are enrolled in courses in Professional MBA sections (pending availability). No additional sections are created for this certificate program.

The ABC program does not lead to a degree, and the credits earned in the program are not applicable to any current or future degree program offered by Drexel University, unless all applicable entrance criteria for the anticipated program are met.

Certificate Requirements

Students must complete a four-course series. Upon completion of individual courses or the entire program, Continuing Education Units (CEU) credits and/or Continuing Professional Educational (CPE) credits may be applicable.

For further ABC information, including how to apply to the program, contact the Corporate and Executive Education Center:

215.895.0578

executive@drexel.edu

Sample Sequences

All sample sequences are subject to change based on availability and individual student academic and professional background.

12.0 quarter credits

Sample Entrepreneurship ("Leading Like an Entrepreneur") sequence:

FIN 635	Entrepreneurial Finance	3.0
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MGMT 650	Corporate Venturing	3.0
MGMT 652	New Venture Planning	3.0
MKTG 638	New Product Planning, Strategy, and Development	3.0

Sample Finance ("Strategic Financial Management") sequence:

FIN 601	Corporate Financial Management	3.0
FIN 602	Advanced Financial Management	3.0
FIN 640	Mergers and Acquisitions	3.0
FIN 649	Comparative Financial Analysis	3.0

Sample Leadership ("Strategic Leadership Essentials") sequence:

MGMT 602	Managing Technology Innovation	3.0
MGMT 780	Strategic Management	3.0
ORGB 625	Leadership and Professional Development	3.0
ORGB 631	Leading Effective Organizations	3.0

Sample Marketing ("Creating, Communicating and Delivering Value") sequence:

MKTG 601	Marketing Strategy & Planning	3.0
MKTG 622	Buyer Behavior Theory	3.0
MKTG 634	Integrated Marketing Communications Management	3.0
MKTG 646	Services Marketing	3.0

Certificate in Leadership

The coursework in this certificate offers students multiple perspectives of leadership, which include leadership of self, groups and of organizations. Through the coursework, opportunities are also provided to enhance persuasion and negotiations skills, as well as to develop and implement technological change.

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Requirements

MGMT 602	Managing Technology Innovation	3.0
ORGB 625	Leadership and Professional Development	3.0
ORGB 631	Leading Effective Organizations	3.0
ORGB 640	Negotiations for Leaders	3.0

Total Credits		12.0
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Undergraduate Course Descriptions

Accounting

Courses

ACCT 115 Financial Accounting Foundations 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 116 Managerial Accounting Foundations 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ACCT 115 [Min Grade: D]

ACCT 120 Accounting Essentials for New Ventures 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 195 Financial Accounting 115 Practicum 0.5 Credits

The course provides students with tools and resources to supplement the Financial Accounting Foundations course, ACCT 115, an essential course for success in most business programs of study. The Financial Accounting 115 Practicum course will provide a variety of study strategies and employ various skill development exercises to assist the student in improving their understanding of financial accounting and assimilating fundamental learning competencies.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 196 Managerial Accounting 116 Practicum 0.5 Credits

The course provides students with tools and resources to supplement the Managerial Accounting Foundations course, ACCT 116, an essential course for success in most business programs of study. The Managerial Accounting 116 Recitation course will provide a variety of study strategies and employ various skill development exercises to assist the student in improving their understanding of managerial accounting and assimilating fundamental learning competencies.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 320 Fundamentals of Accounting for New Ventures 4.0 Credits

This course helps students develop an understanding of the key elements of designing an accounting system and support policies and procedures for a new business venture.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Junior or Pre-Junior or Senior.

Prerequisites: ACCT 115 [Min Grade: C] and ACCT 116 [Min Grade: C]

ACCT 321 Financial Reporting I 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ACCT 115 [Min Grade: C]

ACCT 322 Financial Reporting II 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ACCT 321 [Min Grade: C]

ACCT 323 Financial Reporting III 4.0 Credits

Covers theory and practice relating to advanced accounting topics, with emphasis on consolidated financial statements.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ACCT 322 [Min Grade: C]

ACCT 329 Advanced Accounting 4.0 Credits

Study of theory and practice related to advanced accounting topics.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ACCT 323 [Min Grade: C]

ACCT 331 Cost Accounting 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ACCT 116 [Min Grade: C]

ACCT 341 Principles of Auditing 4.0 Credits

Covers auditing standards and professional ethics, auditing theory and concepts, audit evidence and procedures, and auditors' reports.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ACCT 322 [Min Grade: C]

ACCT 344 Internal Auditing 4.0 Credits

Internal Auditing brings a systematic, disciplined approach to evaluate and improve the effectiveness of risk management, control and governance processes. It is designed to add value and improve an organization's operations. Topics covered include: The Institute of Internal Auditors' International Professional Practices Framework; risk assessment, including internal control system evaluation; and the relationship of management and employee fraud to the internal audit process. Outside speakers and case studies will be used to demonstrate the application of internal auditing practices in the real world.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 498 Special Topics in Accounting 12.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

ACCT 499 Independent Study 5.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Legal Studies

Courses

BLAW 201 Business Law I 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 202 Business Law II 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 321 Law of Business Organizations 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 330 Real Estate 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 334 Labor Law 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 338 Government Regulation and Business 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 340 International Business Law 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 342 Criminal Law 4.0 Credits

Surveys state and federal criminal codes and procedures.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 346 Entrepreneurial Law 4.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BLAW 348 White Collar Crime 4.0 Credits

Examines the current federal and local criminal codes as they apply specifically to managers and businesses and the enforcement process.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BLAW 350 Life Insurance 3.0 Credits

Covers basic principles and practices in the field of life insurance.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 354 Property and Liability Insurance 3.0 Credits

Covers principles involved in and the protection provided by property and liability insurance, including multiple line and all risk insurance.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 356 Legal Issues in Corporate Governance 4.0 Credits

This course examines the legal and regulatory environment of corporate governance by reviewing legislation such as Sarbane/Oxley and other regulations. The course examines not only the compliance requirement and penalties imposed by such regulations, but also analysis the impact it has on director and managers in the management of business.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BLAW 201 [Min Grade: D]

BLAW 358 Employment Law 4.0 Credits

Examines and analyzes legal aspects of employment as governed by law and judicial decision, including labor standards, workers' compensation, employment law and employment practices, and employer and employee rights.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BLAW 201 [Min Grade: D]

BLAW 360 Intellectual Property and Cyber Law 4.0 Credits

This course presents an overview of the Law of Intellectual Property. It examines patents, copyrights, trademarks and trade secrets together with public policy issues including the Constitution and legislation. It also reviews current regulation and legislation relating to the Internet, including privacy and tort issues.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BLAW 201 [Min Grade: D]

BLAW 481 Special Topics in Business Law 1.0-4.0 Credit

Various topics of particular interest to business law students.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 498 Special Topics in Legal Studies 1.0-4.0 Credit

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Cannot enroll if classification is Freshman

BLAW 499 Independent Study 1.0-4.0 Credit

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

General Business

Courses

BUSN 101 Foundations of Business I 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Freshman or Sophomore .

BUSN 102 Foundations of Business II 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Freshman or Sophomore .

Prerequisites: BUSN 101 [Min Grade: D]

BUSN 103 Advanced First Year Business Seminar 2.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated 2 times for 4 credits

BUSN 104 Career Management for Non Co-op Students 0.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 110 Orientation Seminar for Evening Students 1.0 Credit

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 111 Foundations for Business 4.0 Credits

Provides an integrated foundation for future business courses. Orients transfer and evening students to the main disciplines and functions of business, in both the internal and external environments; enables hands-on analysis of information and decision-making in a competitive arena; and provides an opportunity to develop teamwork and to enhance communication, presentation, and other management skills.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

BUSN 112 [WI] Career Management Business Residency 4.0 Credits

Provides students with a practical framework for career planning through the use of career assessments, interactive exercises, and personal reflections. Students will investigate viable career paths, analyze internal and external motivators, and enhance their communication, leadership, and presentation skills through an online simulation, electronic portfolio, and employer site visit. This is a writing intensive course.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 200 Introductory Seminar in Business Research 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Freshman or Sophomore .

BUSN 211 Peer Mentoring & Leadership Practicum 2.0 Credits

This course is designed to highlight and develop mentoring and leadership skills required to guide and assist incoming freshmen in their transition to college. Students will develop critical thinking as it relates to leadership and the integration of those skills. The course is experiential in nature as students will immediately look to apply knowledge gained within the course.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Sophomore.

Prerequisites: UNIV 101 [Min Grade: B]

BUSN 301 Accounting and Finance for Nonfinancial Professionals 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Junior or Senior.

BUSN 399 Independent Study in Business 0.5-12.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

BUSN 401 Special Topics in Business I 1.0 Credit

Various special topics of particular interest to the business student.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Cannot enroll if classification is Freshman

BUSN 402 Special Topics in Business II 2.0 Credits

Various special topics of particular interest to the business student.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Cannot enroll if classification is Freshman

BUSN 430 Mentoring & Leadership Development Practicum 2.0 Credits

The role of the Peer Mentor is one of a role-model, tutor and trusted colleague. This course is designed to teach mentoring skills required by Teaching Assistants in BUSN 101 and for early career managers.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: FIN 301 [Min Grade: B] and ACCT 115 [Min Grade: B] and ACCT 116 [Min Grade: B]

BUSN 431 Mentoring & Leadership Development Practicum 2.0 Credits

The role of the peer mentor is one of a role model, tutor and trusted colleague. This course is designed to teach mentoring skills required by Teaching Assistants in BUSN 102 and for early career managers.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: FIN 301 [Min Grade: B] and ACCT 115 [Min Grade: B] and ACCT 116 [Min Grade: B]

BUSN 432 Leadership & Mentoring Practicum 4.0 Credits

The role of the TA is one of a role-model, tutor and trusted colleague. This course is designed to guide and assist upperclassmen as they support BUSN 101/102 students in their initial journey into business as well as provide leadership insights and experiences that highlight these secondary leadership roles.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: FIN 301 [Min Grade: B] and ACCT 115 [Min Grade: B] and ACCT 116 [Min Grade: B]

BUSN 451 Business Consulting 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Junior or Senior.

BUSN 460 Business Analytics Senior Project 4.0 Credits

The senior project serves as a capstone for business analytics majors. The course provides an opportunity for students to develop a project that draws on their skills in the areas of data management, mathematical modeling, and statistical analysis to support data driven decision-making processes. Student often choose a project in the area of their second major (marketing, finance, etc.) and thus the project provides deeper insight into organizational decision-making in a functional area of business.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: OPR 320 [Min Grade: C-] and MIS 343 [Min Grade: C-] and MIS 349 [Min Grade: C-] and (STAT 331 [Min Grade: C-] or STAT 335 [Min Grade: C-] or ECON 350 [Min Grade: C-]) and (OPR 330 [Min Grade: C-] or MKTG 366 [Min Grade: C-] or ECON 301 [Min Grade: C-])

BUSN 481 Special Topics in Business 0.5-12.0 Credits

Covers various topics of particular interest to business students. All terms.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Cannot enroll if classification is Freshman

BUSN 498 Special Topics in General Business 12.0 Credits

This course covers topics of particular interest to students in general business.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

BUSN 499 Independent Study in General Business 0.5-20.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Cannot enroll if classification is Freshman

Economics

Courses

ECON 201 Principles of Microeconomics 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ECON 202 Principles of Macroeconomics 4.0 Credits

Examines measurement, growth, and fluctuation of aggregate economic activity. Includes national income accounting and explains determination of output, employment, and price level. Also provides an introduction to international economics, money and banking, and economic policy. Some or all pre-requisites may be taken as either a pre-requisite or co-requisite. Please see the department for more information.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 201 [Min Grade: D] (Can be taken Concurrently)

ECON 240 Economics of Health Care Systems 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ECON 250 Game Theory and Applications 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: STAT 201 [Min Grade: C] or STAT 205 [Min Grade: C] or MATH 107 [Min Grade: C]

ECON 301 Microeconomics 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C] and (MATH 102 [Min Grade: C] or MATH 121 [Min Grade: C])

ECON 321 Macroeconomics 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C] and ECON 301 [Min Grade: C] and (MATH 102 [Min Grade: C] or MATH 121 [Min Grade: C])

ECON 322 [WI] Economics Seminar 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 301 [Min Grade: C] and ECON 321 [Min Grade: C]

ECON 326 [WI] Economic Ideas 4.0 Credits

Covers the history of economic thought and development of different schools of thinking in economics. This is a writing intensive course.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

ECON 330 Managerial Economics 4.0 Credits

Covers applied economics relevant for decision-making processes. Emphasizes profit management, demand and cost analysis, pricing, and government policy.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

ECON 334 Public Finance 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C] and (MATH 102 [Min Grade: C] or MATH 121 [Min Grade: C])

ECON 336 Labor Economics 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

ECON 338 Industrial Organization 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C] and (MATH 102 [Min Grade: C] or MATH 121 [Min Grade: C])

ECON 342 Economic Development 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

ECON 344 Comparative Economic Systems 4.0 Credits

Covers theory and contemporary practices of capitalism, socialism, fascism, and the welfare state as economic systems.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

ECON 348 Mathematical Economics 4.0 Credits

Discusses the application of mathematics in economic models, with extensive discussion of economic applications of linear algebra and calculus. Considers implications of the assumptions of maximization of profits and utility. Stresses mathematical models and techniques useful in statistical applications of economics.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C] and (MATH 102 [Min Grade: C] or MATH 121 [Min Grade: C])

ECON 350 [WI] Applied Econometrics 4.0 Credits

Applies statistics to economics, with emphasis on the special problems of statistical analysis of economic data, sources of data, and examples of applications and models. Covers forecasting the impacts of changing economic policy and of developments in industrial markets using economic-statistical models. This is a writing intensive course.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C] and STAT 201 [Min Grade: C]

ECON 351 Resource and Environmental Economics 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

ECON 360 Time Series Econometrics 4.0 Credits

Introduce time-series econometric models and provide tools for empirical analysis using time-series economic and financial data, with specific emphasis on application and forecasting.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 201 [Min Grade: D] and ECON 202 [Min Grade: D] and ECON 350 [Min Grade: D]

ECON 498 Special Topics in Economics 0.5-12.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

ECON 499 Independent Study 0.5-5.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Finance

Courses

FIN 301 Introduction to Finance 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore
Prerequisites: (ACCT 115 [Min Grade: D] or HRM 310 [Min Grade: D]) and (STAT 201 [Min Grade: D] or STAT 205 [Min Grade: D] or STAT 261 [Min Grade: D])

FIN 302 Intermediate Corporate Finance 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 301 [Min Grade: C] and (STAT 202 [Min Grade: C] or STAT 206 [Min Grade: C])

FIN 321 Investment Securities & Markets 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: FIN 301 [Min Grade: C] and (STAT 202 [Min Grade: C] or STAT 206 [Min Grade: C])

FIN 323 Risk Management 4.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: FIN 321 [Min Grade: C] and (STAT 202 [Min Grade: C] or STAT 206 [Min Grade: C])

FIN 325 Financial Institutions and Markets 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: FIN 301 [Min Grade: C] and (STAT 202 [Min Grade: C] or STAT 206 [Min Grade: C])

FIN 330 Derivative Securities 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 323 [Min Grade: C]

FIN 332 Investment Analysis 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: FIN 321 [Min Grade: C]

FIN 335 Entrepreneurial Finance 4.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 301 [Min Grade: C]

FIN 338 Money and Capital Markets 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: FIN 325 [Min Grade: C]

FIN 340 Seminar in Finance 4.0 Credits

Covers current topics and selected cases in finance.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: FIN 302 and FIN 321 and FIN 325

FIN 341 Applied Portfolio Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 321 [Min Grade: C]

FIN 342 Advanced Portfolio Management 4.0 Credits

This course covers advanced topics related to portfolio management. Students will learn how to analyze industries and the investment potential of individual securities in depth. They will also learn advanced methods for analyzing portfolio performance and investment strategy. Students will participate in the management of a real investment portfolio for the duration of the course.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 341 [Min Grade: C]

FIN 346 Global Financial Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: FIN 301 [Min Grade: C]

FIN 350 Personal Finance 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Junior or Senior.

FIN 498 Special Topics in Finance 12.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Can enroll if classification is Senior.

Prerequisites: FIN 301 [Min Grade: C]

FIN 499 Independent Study 0.5-5.0 Credits

Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Human Resource Management

Courses

HRMT 321 Staffing in Organizations 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: HRMT 323 [Min Grade: D]

HRMT 323 Principles of Human Resource Administration 4.0 Credits

Covers the underlying principles of personnel administration used in organizations by personnel departments and often by line managers. Uses case studies and exercises to illustrate the practical implications of various principles.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ORGB 300 [Min Grade: D]

HRMT 330 Collective Bargaining 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: HRMT 323 [Min Grade: D]

HRMT 345 Seminar In Human Resource Management 4.0 Credits

Presents an integrated approach to human resource management.

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ORGB 300 [Min Grade: D] and HRMT 323 [Min Grade: D] and HRMT 321 [Min Grade: D]

HRMT 499 Independent Study 1.0-4.0 Credit

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Can enroll if classification is Junior or Senior.

International Business

Courses

INTB 200 International Business 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

INTB 332 Multinational Corporations 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

INTB 334 International Trade 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

INTB 336 International Money and Finance 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

INTB 338 Regional Studies in Economic Policies and International Business 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C]

INTB 440 Seminar in International Business 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Junior or Senior.

Prerequisites: INTB 200 [Min Grade: C]

INTB 481 Special Topics in International Business 0.5-12.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Cannot enroll if classification is Freshman

INTB 482 International Business and Emerging Markets 1.0 Credit

The course is required for INTB students participating in the LeBow College of Business undergraduate international residency. It is structured as an independent study course with no lectures. A term research paper is a requirement.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

INTB 499 Independent Study in International Business 12.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Management

Courses

MGMT 260 Introduction to Entrepreneurship 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 363 Directed Study in Entrepreneurship 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MGMT 260 [Min Grade: D]

MGMT 364 Technology Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 365 Business Plan for Entrepreneurs 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MGMT 260 [Min Grade: D]

MGMT 366 Entrepreneurship Certificate Project 1.0 Credit

This is a capstone special project for the Entrepreneurship Certificate. Students would propose a topic in entrepreneurship that is related to their undergraduate area. The topic would need to be approved by the Management Department Head.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Senior.

Prerequisites: MGMT 260 [Min Grade: D] and MGMT 365 [Min Grade: D] and ACCT 120 [Min Grade: D]

MGMT 450 Strategy and Competitive Advantage 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated 1 times for 8 credits

Restrictions: Can enroll if classification is Senior.

Prerequisites: FIN 301 [Min Grade: D] and ORGB 300 [Min Grade: D] and MKTG 301 [Min Grade: D]

MGMT 451 Management Simulation 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Senior.

Prerequisites: FIN 301 [Min Grade: D] and ORGB 300 [Min Grade: D] and MKTG 301 [Min Grade: D]

MGMT 498 Special Topics in Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Can enroll if classification is Junior or Senior.

MGMT 499 Independent Study 4.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Can enroll if classification is Junior or Senior.

Management Information Systems

Courses

MIS 200 Management Information Systems 4.0 Credits

Introductory course to Management of Information Systems, a core business function. The course examines how information systems (i.e., information technology, people, procedures, and data) help add value to an organization, and integrate the various functional areas of a business (e.g., accounting, marketing, etc.).

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 250 Introduction to Enterprise Application Software Using SAP 4.0 Credits

This course introduces students to the SAP Business Suite and the fundamental concepts of enterprise application software. We will use a hands-on, case study approach to exploring SAP ERP (enterprise resource planning) capabilities such as financials, operations and human capital management. In addition, we will discuss associated SAP applications like Customer Relationship Management and Supply Chain Management, as well as touching on related solutions such as Analytics, Cloud Computing and In-Memory Computing (SAP HANA). After completing this course, students will be equipped with practical skills and competencies for careers in business and IT where SAP software is universal.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 341 Microcomputer Technologies for Business 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: MIS 300 [Min Grade: D] or MIS 200 [Min Grade: D]

MIS 342 Systems Analysis and Design 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: MIS 300 [Min Grade: D] or MIS 200 [Min Grade: D]

MIS 343 Database Design and Implementation 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: MIS 200 [Min Grade: D] or MIS 300 [Min Grade: D]

MIS 344 Networking Technologies for Business 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: MIS 300 [Min Grade: D] or MIS 200 [Min Grade: D]

MIS 345 Client/Server Computing for Business 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: MIS 300 [Min Grade: D] or MIS 200 [Min Grade: D]

MIS 346 Management Information Systems Strategy 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 347 Domestic and Global Outsourcing Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 348 Visual Basic Database Programming for Business 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 349 Predictive Business Analytics with Relational Database Data 4.0 Credits

The objective of this course is to introduce students to data mining using relational databases and basic statistics. Data mining is about looking at the answers in the data and identifying the unknown questions they relate to. It is about data snooping through data modeling and statistical tools. In this course students will be introduced such data modeling software and, in a rudimentary manner, to the statistics behind it with SPSS.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (MIS 200 [Min Grade: D] or MIS 300 [Min Grade: D]) and (STAT 202 [Min Grade: D] or STAT 206 [Min Grade: D]) and MIS 343 [Min Grade: D]

MIS 350 Advanced Topics in Enterprise Application Software Using SAP 4.0 Credits

This course goes beyond the basics of enterprise resource planning (ERP) and explores some of the most advanced and timely topics of enterprise application software, such as Analytics / Business Intelligence, Cloud / On-Demand Computing, "Big Data" / In-Memory Computing and Mobile Applications. After completing this course, students will have a good understanding of many of the challenges facing corporate business and IT and how the latest SAP products provide solutions to these challenges.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (MIS 200 [Min Grade: D] or MIS 300 [Min Grade: D]) and MIS 250 [Min Grade: D]

MIS 351 Introduction to Programming for Business in C# 4.0 Credits

This course is an introductory course to the process and tools necessary to build a complete information system given a specification. In this course, you will learn basic concepts and techniques in computer programming. This course selects Microsoft Visual Studio.Net and C# as the software development environment and programming language. This language and development system is a complete suite of tools for creating stand-alone applications, portions of larger systems, independent objects, complete distributed systems, and active components of the World Wide Web.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MIS 200 [Min Grade: D] or MIS 300 [Min Grade: D]

MIS 352 Advanced Business Programming with ASP.Net 4.0 Credits

This course builds on the earlier Business Programming with ASP.NET course. Microsoft's ASP.NET is the major web application framework used to develop web-based business applications. This course introduces the student more advanced topics in business application development. In the earlier course, students learned how to build basic web-based applications using web forms, this course moves on to building application logic using C# and connecting to the back-end databases that store corporate data. Students who complete both sequence courses will have to ability to participate in building all components of Web-based applications using the ASP.NET framework.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (MIS 200 [Min Grade: D] or MIS 300 [Min Grade: D]) and MIS 351 [Min Grade: D]

MIS 361 Information System Project Management 4.0 Credits

The course is structured around the key phases of a project lifecycle – initiating a project, planning a project, executing a project, controlling a project, and closing out a project. It also pays specific attention to the nine knowledge areas of Project Management as defined by the Project Management Institute (PMI)'s Project Management Body of Knowledge (PMBOK): project scope, cost, time, integration, quality, communication, risk, human resources, and procurement management. Additionally, students will be introduced with choices in project management approaches (such as SAP Project Management and APM).

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: MIS 200 [Min Grade: D] or MIS 300 [Min Grade: D]

MIS 481 Special Topics in Management Information Systems 1.0-4.0 Credit

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Can enroll if classification is Junior or Senior.

MIS 498 Special Topics in MIS 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Can enroll if classification is Junior or Senior.

MIS 499 Independent Study 1.0-4.0 Credit

Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Can enroll if classification is Junior or Senior.

Marketing

Courses

MKTG 301 Introduction to Marketing Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

MKTG 321 Selling and Sales Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 322 Advertising & Integrated Marketing Communications 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 324 Marketing Channels and Distribution Systems 4.0 Credits

Examines philosophies, concepts, principles, and methods that must be employed to achieve maximum effectiveness and efficient.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 326 Marketing Research 4.0 Credits

Applies analytical tools in the investigation of marketing problems. Emphasizes systematic research design, gathering, and interpretation of information for marketing decision-making.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 344 Professional Personal Selling 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 347 New Product Development 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 348 Services Marketing 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 351 Marketing for Non-Profit Organizations 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 353 Business-to-Business Marketing 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 355 Interactive Marketing 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 356 Consumer Behavior 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 357 Global Marketing 4.0 Credits

Examines international involvement of companies from exporting to the multinational enterprise stage. Covers the nature of international competition; distribution systems; pricing and credit policies; promotional methods; trade barriers and agreements; and the cultural, political, legal, ethical, and technological barriers.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 362 Brand and Reputation Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 363 Brand & Reputation Management Project 1.0 Credit

Analysis of a "real world" organization's corporate brand and reputation management. Topic and scope must be approved by the Academic Director of the Center for Corporate Reputation Management. The integrative experience required for completion of the Certificate in Corporate Brand and Reputation Management.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Senior.

Prerequisites: MKTG 301 [Min Grade: C-] and MKTG 362 [Min Grade: D] and MKTG 322 [Min Grade: D] and COM 280 [Min Grade: D]

MKTG 364 Marketing for New Ventures 4.0 Credits

Examines the unique marketing challenges faced by entrepreneurs launching new products and/or services. Topics include: designing new offerings, targeting customer segments, and marketing on a tight budget. The course is designed to be useful for small business owners, managers at large companies, and social entrepreneurs.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 301 [Min Grade: D]

MKTG 365 New Media Marketing 4.0 Credits

Marketing practices have dramatically shifted with the rise of social media & the proliferation of devices, platforms & applications. This rapidly changing environment presents new opportunities & challenges for marketers. Through a combination of case studies, best practice examples, & the development of social & digital media marketing plans, students learn how the elements of a digital strategy work together with traditional media to attract prospective customers.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 366 Customer Analytics 4.0 Credits

Customer analytics is about applying (often simple) models to understand and predict customer behavior. Firms have access to more information about their customers than ever before. But data alone should not be confused for knowledge. The role of the model is to summarize patterns and generate predictions of customer behavior in the future. We will use simple models from probability theory and stochastic processes as a lens through which to view customer behavior.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 201 [Min Grade: C-] or STAT 205 [Min Grade: C-]

MKTG 380 Seminar in Marketing Strategy 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Senior.

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 498 Special Topics in Marketing 1.0-12.0 Credit

This course covers topics of particular interest to marketing students.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: MKTG 301 [Min Grade: C-]

MKTG 499 Independent Study 0.5-6.0 Credits

Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Operations Management

Courses

OPM 200 Operations Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

OPM 315 Service Operations Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

OPM 321 Planning and Control of Operations 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 205 [Min Grade: D] or STAT 201 [Min Grade: D]

OPM 325 Advanced Planning and Control of Operations 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: OPM 321 [Min Grade: D] and OPR 320 [Min Grade: D]

OPM 341 Supply Chain Management 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: OPM 325 [Min Grade: D]

OPM 481 Special Topics in Operations Management 0.5-12.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 12 credits

OPM 499 Independent Study in Operations Management 0.5-12.0 Credits

Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 12 credits

Operations Research

Courses

OPR 320 Linear Models for Decision Making 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MATH 102 [Min Grade: D] or MATH 123 [Min Grade: D]

OPR 330 Advanced Decision Making and Simulation 4.0 Credits

Applies modeling and mathematical techniques to complex decision problems, with a focus on nonlinearity and uncertainty in the business environment. Covers nonlinear programming, dynamic programming, queuing theory, Markov Processes, decision analysis and simulation.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: OPR 320 [Min Grade: C-]

OPR 499 Independent Study 0.5-4.0 Credits

Provides independent study in Operations Research.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Organizational Behavior

Courses

ORGB 300 [WI] Organizational Behavior 4.0 Credits

Provides conceptual understanding of various principles of management and organizational processes and the opportunity for skill-building in the areas of individual, interpersonal, and intergroup organizational behaviors. This is a writing intensive course.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

ORGB 320 Leadership: Theory and Practice 4.0 Credits

This course provides both a theoretical and practical understanding of leadership through theoretical and experiential learning. Course time will be devoted to lecture and course discussion that will teach students theories of leadership and hands-on activities that will demonstrate the practicality and applicability of these theories.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ORGB 300 [Min Grade: C]

ORGB 420 Negotiations and Conflict Resolution 4.0 Credits

This course provides both a theoretical understanding of the central concepts in negotiation and conflict management through applied experience in these processes. Through classroom exercises, discussion, and personal reflection, students will improve their ability to negotiate and manage conflicts through gained confidence in these processes.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is Junior or Pre-Junior or Senior.

ORGB 498 Special Topics in Organizational Behavior 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Can enroll if classification is Junior or Senior.

ORGB 499 Independent Study 1.0-4.0 Credit

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Can enroll if classification is Junior or Senior.

Production Operations Management

Courses

POM 345 Seminar in Operations Management 3.0 Credits

Examines current topics in Production and Operations Management, such as supply chain management, business processing re-engineering, and other quality and productivity issues. The course will have a team-focused project orientation requiring group reports and presentations.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman or Sophomore

Prerequisites: POM 321 [Min Grade: D] and POM 325 [Min Grade: D]

Business Statistics

Courses

STAT 201 Introduction to Business Statistics 4.0 Credits

This introductory first course in business statistics focuses on applications of data analysis and statistics in business and economics. Topics covered include descriptive statistics and graphical presentation, probability, statistical inference, and simple regression analysis.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: MATH 102 [Min Grade: D] or MATH 121 [Min Grade: D] or MATH 183 [Min Grade: D]

STAT 202 Business Statistics II 4.0 Credits

This second course in business statistics focuses on widely used data analysis techniques in business and economics. Topics include two sample procedures, categorical data analysis, analysis of variance, regression analysis and other statistical applications as time permits. Applications are covered through practical data analysis examples.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: STAT 201 [Min Grade: C]

STAT 205 Statistical Inference I 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MATH 122 [Min Grade: D]

STAT 206 Statistical Inference II 4.0 Credits

Commerce and Engineering students only. Topics include hypothesis testing, two sample procedures, analysis of variance models, regression analysis, quality control, use of computer statistical programs and other statistical applications as time permits.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: STAT 205 [Min Grade: D]

STAT 261 Statistics I 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: MATH 183 [Min Grade: D]

STAT 262 Statistics II 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: STAT 261 [Min Grade: D]

STAT 263 Statistics III 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: STAT 262 [Min Grade: D]

STAT 301 Applied Statistical Models for Business 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 202 [Min Grade: C-]

STAT 321 Statistical Decision Methods 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: STAT 202 [Min Grade: C-] or STAT 206 [Min Grade: C-]

STAT 325 Six-Sigma Quality Implementation 4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 201 [Min Grade: C-] or STAT 205 [Min Grade: C-]

STAT 331 Introduction to Data Mining for Business 4.0 Credits

This course introduces students to the fundamental ideas of data mining methods, including dimension reduction, cluster, classification and regression trees, and logistic regression. The emphasis is understanding the application of methods rather than on mathematical and computational foundations. All applications are business-oriented.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 202 [Min Grade: C-] or STAT 206 [Min Grade: C-]

STAT 481 Special Topics in Applied Statistics 4.0 Credits

Covers selected topics in applied statistical methods.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: STAT 201 [Min Grade: C-] or STAT 205 [Min Grade: C-]

STAT 498 Special Topics in Decision Sciences 12.0 Credits

Covers selected topics in quantitative methods for decision making.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

STAT 499 Independent Study 12.0 Credits

Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

STAT E313 Quantitative Analysis III 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: STAT 312 [Min Grade: D]

Taxation

Courses

TAX 341 Individual Income Taxes 4.0 Credits

Surveys the tax structure of the United States, with emphasis on those portions of the Internal Revenue Code that affect the federal income tax liabilities of individuals.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: ACCT 115 [Min Grade: C]

TAX 342 Business Income Taxes 4.0 Credits

Introduces the federal taxation of income earned by corporations, partnerships, and fiduciaries. Considers federal gift and estate taxes.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if classification is Freshman

Prerequisites: TAX 341 [Min Grade: C]

TAX 353 Personal Income Taxes 4.0 Credits

Non-accounting majors only. Introduces the federal tax system, with emphasis on the individual income tax. Uses tax preparation software.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Cannot enroll if major is ACCT or classification is Freshman

TAX 390 Financial Planning and Taxes 4.0 Credits

The Financial Planning and Tax course introduces students to increase personal wealth due to the influence of tax on business and personal decision making. Thin influence of tax illustrated through class discussions and case assignments, which are real world personal financial and investments opportunities.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 341 [Min Grade: C]

TAX 481 Special Topics in Taxation 0.5-12.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Cannot enroll if classification is Freshman

TAX 499 Independent Study 0.5-4.0 Credits

Provides independent study in Taxation.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Restrictions: Cannot enroll if classification is Freshman

Graduate Course Descriptions

Accounting

Courses

ACCT 600 Accounting Analysis & Theory 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 601 Managerial Accounting 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 501 [Min Grade: C] or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C])

ACCT 603 Strategic Cost Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 604 International Financial Reporting 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 605 Assurance Services 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 606 Current Issues in the Accounting Profession 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 607 Forensic Investigation 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 608 Government and Not-for-Profit Accounting 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 622 Advanced Financial Accounting 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if major is ACCT.

Prerequisites: ACCT 621 [Min Grade: C]

ACCT 625 Financial Accounting Theory I 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if major is ACCT.

ACCT 626 Financial Accounting Theory II 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if major is ACCT.

Prerequisites: ACCT 625 [Min Grade: C]

ACCT 627 Financial Accounting Theory III 3.0 Credits

Continues critical study of accounting theory and practice relating to financial statement items and selected accounting topics and covers theory and practice relating to advanced accounting topics, with emphasis on consolidated financial statements.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if major is ACCT.

Prerequisites: ACCT 626 [Min Grade: C]

ACCT 628 Accounting Valuation Issues 3.0 Credits

This course explores the role accounting information, accounting practices, and ratio analysis serves in determining the valuation of firm assets, liabilities and equity to support transactions such as asset impairment, mark-to-market accounting, business combinations or leveraged buyouts. Case studies will highlight current and emerging valuation issues and challenges.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ACCT 627 [Min Grade: C] or ACCT 323 [Min Grade: C]

ACCT 631 Advanced Managerial Accounting 3.0 Credits

Cost accounting information is essential to many forms of communication in business enterprises. It is important not only to understand how cost accounting information is developed and used, but also to consider why it is used (i.e., its purpose), and whether it should be used for that purpose. Students will learn how concepts, procedures, and techniques are applied in practice and learn to critically evaluate their use.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ACCT 601 [Min Grade: C]

ACCT 640 Auditing Theory and Philosophy 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ACCT 621 [Min Grade: C]

ACCT 644 Internal Auditing 3.0 Credits

Internal auditing provides an organization with independent, objective assurance and consulting activity designed to add value and improve an organization's operations. Topics covered vary at the discretion of the instructor and frequently include: the Institute of Internal Auditor's International Professional Practices Framework, risk assessment including internal control system evaluation and enterprise wide risk assessment, corporate governance, and the relationship of management and employee fraud to the internal audit process. The course includes outside speakers and cases to highlight current issues.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 650 Accounting Information Systems 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ACCT 698 Special Topics 0.5-9.0 Credits

See department for course description.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: ACCT 111 [Min Grade: C] or ACCT E311 [Min Grade: C] or ACCT 511 [Min Grade: C] or BUSN 501 [Min Grade: C]

ACCT 699 Independent Study 0.5-4.0 Credits

Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: ACCT 601 [Min Grade: C] or ACCT 602 [Min Grade: C] or ACCT 620 [Min Grade: C]

ACCT 790 Seminar in Accounting 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ACCT 621 [Min Grade: C]

ACCT 910 Research Methods in Accounting 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 901 [Min Grade: C] and MGMT 904 [Min Grade: C]

ACCT 921 Empirical Research in Accounting I 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 901 [Min Grade: C]

ACCT 922 Empirical Research in Accounting II 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ACCT 921 [Min Grade: C]

ACCT 931 Behavioral Research in Accounting I 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MGMT 904 [Min Grade: C]

ACCT 932 Behavioral Research in Accounting II 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MGMT 904 [Min Grade: C]

ACCT 990 Special Topics-PhD-Accounting 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

ACCT 998 Dissertation Research in Accounting 1.0-12.0 Credit

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

ACCT 999 Independent Study in Accounting 3.0 Credits

ACCT Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

Legal Studies

Courses

BLAW 605 Legal Options in Decision Making 3.0 Credits

The course covers laws governing and relating to commercial transactions, relationships, organizations and ethics with emphasis on the application of law in decision making.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if major is BUSN.

BLAW 620 Legal Aspects of Employment 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BLAW 624 Social Forces and the Law 3.0 Credits

Analyzes the social, economic, and moral forces shaping the legal environment of business, including environmental problems, consumer protection, civil rights, and equal opportunity.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BLAW 626 Law for the CPA Exam 3.0 Credits

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).

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BLAW 630 Government and Business 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BLAW 646 Legal Issues in New Ventures 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BLAW 698 Special Topics 0.5-4.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

BLAW 699 Independent Study 0.5-4.0 Credits

Provides independent study in Legal Studies.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: BLAW 211 [Min Grade: C] or BLAW E211 [Min Grade: C] or BLAW 511 [Min Grade: C]

BLAW 790 Seminar in Government & Business 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

General Business

Courses

BUSN 501 Measuring and Maximizing Financial Performance 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 502 Essentials of Economics 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 505 Financial Performance of the Firm - Accounting 1.5 Credit

This course provides detailed coverage of the financial statements (income statement, balance sheet, statement of stockholders' equity, and statement of cash flows) and their construction. Students will also learn how to analyze the impact of corporate transactions on companies' financial condition and operating performance.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if program is MBA.

BUSN 506 Financial Performance of the Firm - Finance 1.5 Credit

Understanding the strengths and weaknesses of a firm and examining the effects of decisions on future performance. Topics include ratio analysis, cash flow measurement, pro-forma financial statements, external financial requirements, and time value of money.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 507 Essentials of Economics I 1.5 Credit

This course teaches basic microeconomic theory and how to apply it to the analysis of real world issues. Students will study supply and demand, the economics of production, and the economics of market structures such as competition, monopoly, and oligopoly.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 508 Essentials of Economics II 1.5 Credit

This course teaches basic macroeconomic theory and how to apply it to the analysis of real world issues. Students will learn national income accounting, price indexes, inflation, unemployment, aggregate demand, aggregate supply, fiscal policy, the banking system, monetary policy, capital flows, and exchange rates.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 600 1-Year MBA Seminar 0.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

BUSN 601 Health Care Law and Pharmaceutical Regulations 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 602 Business Strategies in Drug Development 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 615 Graduate Internship 0.5-3.0 Credits

Graduate-level internships provide an opportunity for practical application of theories learned in the classroom. Students typically spend three months employed at a business that is linked to their academic interests. Full-time employment is up to 40 hours/week while part-time employment is up to 20 hours/week. Variable credits based on duration of internship.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 6 credits

Restrictions: Can enroll if program is MBA or MS.

BUSN 651 Healthcare Business Practice I: Foundations 3.0 Credits

This is an introductory course in the business aspects of the delivery of health services and pharmaceutical/life sciences. This course will offer an overview of the healthcare marketplace and focus on the unique features of this industry. It is a multi-disciplinary survey course that will establish a foundation to develop the skills necessary for a successful business career in the healthcare, pharmaceutical, and life sciences industry.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 652 Healthcare Business Practice II 3.0 Credits

This is a continuation in the business aspects of the delivery of health services and pharmaceutical/life sciences. This course is designed to develop more specialized knowledge and skill necessary for a successful business career in the healthcare, pharmaceutical, and life sciences industry.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 651 [Min Grade: C]

BUSN 653 Healthcare Business Practice III: Capstone 3.0 Credits

This is the third course in the LeBow Healthcare concentration focusing on the business aspects of the delivery of health services and pharmaceutical/life sciences. This course is designed to finalize students' preparations for a successful business career in the healthcare, pharmaceutical, and life sciences industry by focusing on specialized knowledge areas and by providing an intensive experiential learning experience that will integrate students' knowledge of the business of healthcare.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 651 [Min Grade: C] and BUSN 652 [Min Grade: C]

BUSN 696 Special Topics in Business 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

BUSN 698 Special Topics in Business 12.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

BUSN 699 Independent Study 0.5-4.0 Credits

Provides independent study in General Business.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

BUSN 701 Industry Mgmt Perspectives 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (ACCT 602 [Min Grade: C] or ACCT 601 [Min Grade: C]) and (FIN 620 [Min Grade: C] or FIN 601 [Min Grade: C]) and (STAT 602 [Min Grade: C] or STAT 601 [Min Grade: C]) and (ECON 624 [Min Grade: C] or ECON 601 [Min Grade: C]) and (MKTG 620 [Min Grade: C] or MKTG 601 [Min Grade: C]) and POM 601 [Min Grade: C]

BUSN 715 Business Consulting Projects 3.0 Credits

This course is designed to give students an opportunity to work on a live project with a company in the region. The purpose of BCPs is to tackle real business issues, providing data and analysis in a concentrated timeframe. The student teams, with the support of advisors and faculty, will focus their energy on helping clients achieve new insights to business challenges.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 2 times for 6 credits

BUSN 750 Career Integrated Education I 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ACCT 601 [Min Grade: C] and ECON 601 [Min Grade: C] and FIN 601 [Min Grade: C] and MKTG 601 [Min Grade: C] and POM 601 [Min Grade: C] and STAT 601 [Min Grade: C]

BUSN 751 Career Integrated Education II 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 750 [Min Grade: C]

BUSN 880 Drexel-Ecole Exchange Program 9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 901 Conceptual Foundations of Business Administration I 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 902 Conceptual Foundations of Business Administration II 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

BUSN 990 Special Topics-PhD-Business 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

BUSN 998 Dissertation Research Business 1.0-12.0 Credit

Dissertation Research Business.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 9 times for 60 credits

BUSN 999 BUSN Independent Study 3.0 Credits

BUSN Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

Economics

Courses

ECON 548 Mathematical Economics 3.0 Credits

Discusses the application of mathematics in economic models, with extensive discussion of economic applications of calculus and other mathematical tools. Considers implications of the assumptions of maximization of profits and utility. Stresses mathematical models and techniques useful in theoretical and applied applications of economics.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ECON 550 Econometrics 3.0 Credits

Economics 550 is an applied course in econometrics for Masters students. The course covers some statistical tools to understand economic relationships. We will discuss economic applications and we will analyze real economic data.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ECON 560 Time Series Econometrics 3.0 Credits

The objectives of this course are to introduce the students to time series econometric models and to provide them with tools for empirical analysis using time series economic and financial data, with specific emphasis on application and forecasting.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ECON 601 Managerial Economics 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or ECON 202 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

ECON 610 Microeconomics 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or ECON 202 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

ECON 614 Macroeconomics 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or ECON 202 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

ECON 616 Public Finance and Cost Benefit Analysis 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or (ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C])

ECON 630 International Economics 3.0 Credits

Examines the theoretical principles guiding international trade. Emphasizes the gains from trade, exchange rates, and balance-of-payments adjustments.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or ECON 202 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

ECON 634 History of Economic Analysis 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or ECON 202 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

ECON 639 Applied Industrial Analysis 3.0 Credits

This course will provide students with the theoretical and empirical tools to determine how markets work and to answer a variety of policy-relevant questions. For each topic, students will use real data and court documents to justify their conclusions, so econometrics is a prerequisite for taking the course.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 610 [Min Grade: C] and ECON 550 [Min Grade: C]

ECON 650 Business & Economic Strategy: Game Theory & Applications 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or ECON 202 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

ECON 661 Health Economics 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or ECON 202 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

ECON 662 Economic Analysis of Health Systems 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or ECON 202 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

ECON 698 Special Topics 9.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: BUSN 502 [Min Grade: C] or (ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C])

ECON 699 Independent Study - Economics 0.5-12.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: BUSN 502 [Min Grade: C] or (ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C])

ECON 700 Seminar 3.0 Credits

The Economics Seminar is a course designed to give students who have completed the first four quarters of the MS program in economics an opportunity to put what they have learned to work, and gain wider and deeper knowledge of the field, through discussions and writing.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ECON 790 Seminar in Managerial Economics 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or (ECON 201 [Min Grade: C] and ECON 202 [Min Grade: C])

ECON 901 Foundations of Economic Analysis 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ECON 902 Mathematical Economics 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ECON 910 Advanced Microeconomics I 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 901 [Min Grade: C] or ECON 902 [Min Grade: C]

ECON 911 Advanced Microeconomics II 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 910 [Min Grade: C]

ECON 920 Advanced Macroeconomics I 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 901 [Min Grade: C] or ECON 902 [Min Grade: C]

ECON 921 Advanced Macroeconomics II 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 920 [Min Grade: C]

ECON 925 Macroeconomic Dynamics 3.0 Credits

This course introduces students to advanced methods and current research in Macroeconomics. The course will focus on dynamic macroeconomic models including theory, policy implications and numerical solution methods. Topics will be selected from Growth Theory, DSGE models, Calibration, Labor, Monetary Economics, Search Theory, and Banking and Business Cycles.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is PhD.

Prerequisites: ECON 920 [Min Grade: C] and ECON 921 [Min Grade: C]

ECON 930 Monetary Economics 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 920 [Min Grade: C]

ECON 940 Econometrics I 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 901 [Min Grade: C] and STAT 902 [Min Grade: C]

ECON 941 Econometrics II 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 901 [Min Grade: C] and STAT 902 [Min Grade: C]

ECON 942 Applied Microeconometrics 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if classification is PhD.

Prerequisites: ECON 940 [Min Grade: C]

ECON 950 Industrial Organization I 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 911 [Min Grade: C]

ECON 951 Industrial Organization II 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 950 [Min Grade: C]

ECON 952 Health Economics 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 910 [Min Grade: C] and ECON 940 [Min Grade: C]

ECON 955 Public Economics 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 910 [Min Grade: C] and ECON 940 [Min Grade: C]

ECON 959 Industrial Organization Seminar 3.0 Credits

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).

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 951 [Min Grade: C]

ECON 960 International Trade 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 910 [Min Grade: C]

ECON 961 Empirical International Trade 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 960 [Min Grade: C]

ECON 962 Open Economy Macroeconomics 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 920 [Min Grade: C] and ECON 940 [Min Grade: C]

ECON 964 Economic Development 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 910 [Min Grade: C]

ECON 969 International Trade Seminar 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 960 [Min Grade: C] and ECON 961 [Min Grade: C]

ECON 979 Open Economy Macro Seminar 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: ECON 962 [Min Grade: C]

ECON 980 Game Theory 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ECON 990 Special Topics-PhD-Economics 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

ECON 992 Independent Study 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

ECON 998 Dissertation Research in Economics 1.0-12.0 Credit

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

ECON 999 Independent Study in Economics 3.0 Credits

ECON Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

Finance

Courses

FIN 601 Corporate Financial Management 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (STAT 601 [Min Grade: C] or STAT 602 [Min Grade: C]) and BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C] and BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C]

FIN 602 Advanced Financial Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 601 [Min Grade: C]

FIN 610 Corporate Governance 3.0 Credits

Examines the role of corporate governance in effective financial management. Topics include corporate structure, executive compensation, and boards of directors.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 601 [Min Grade: C]

FIN 622 Financial Institutions & Markets 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 601 [Min Grade: C]

FIN 624 Risk Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 601 [Min Grade: C]

FIN 626 Investment Management 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 601 [Min Grade: C]

FIN 635 Entrepreneurial Finance 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 601 [Min Grade: C]

FIN 640 Mergers and Acquisitions 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 602 [Min Grade: C]

FIN 642 Business Conditions and Forecasting 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 601 [Min Grade: C]

FIN 648 International Financial Management 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 601 [Min Grade: C]

FIN 649 Comparative Financial Analysis 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 601 [Min Grade: C] and FIN 626 [Min Grade: C]

FIN 650 Derivative Securities 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 624 [Min Grade: C]

FIN 698 Special Topics 0.5-9.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: FIN 601 [Min Grade: C]

FIN 699 Independent Study in Finance 5.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: FIN 601 [Min Grade: C] or FIN 620 [Min Grade: C]

FIN 790 Seminar in Finance 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 602 [Min Grade: C]

FIN 794 Seminar in Investments 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: FIN 626 [Min Grade: C]

FIN 920 Doctoral Seminar in Asset Pricing 3.0 Credits

Provides an introduction to techniques used in asset pricing.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

FIN 922 Doctoral Seminar in Corporate Finance 3.0 Credits

Covers theoretical and empirical topics in corporate finance.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

FIN 924 Doctoral Seminar in Financial Markets 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

FIN 928 Doctoral Seminar in Financial Econometrics 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

FIN 990 Special Topics in Finance - PhD 9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

FIN 998 Dissertation Research in Finance 1.0-12.0 Credit

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

FIN 999 Independent Study in Finance 3.0 Credits

FIN Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

Human Resource Management

Courses

HRMT 622 Human Resource Administration 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: HRMT 311 [Min Grade: C] or HRMT E311 [Min Grade: C] or HRMT 511 [Min Grade: C]

HRMT 698 Special Topics in Human Resource Management 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

HRMT 699 Independent Study 0.5-4.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

HRMT 990 Special Topics in PhD Human Resource Management 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

International Business

Courses

INTB 620 International Business Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

INTB 632 Economic Analysis of Multinational Corporations 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

INTB 698 Special Topics in International Business 12.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: BUSN 502 [Min Grade: C] or (ECON 211 [Min Grade: C] and ECON 212 [Min Grade: C]) or (ECON E211 [Min Grade: C] and ECON E212 [Min Grade: C]) or (ECON 511 [Min Grade: C] and ECON 512 [Min Grade: C])

INTB 699 Independent Study 0.5-4.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: BUSN 502 [Min Grade: C] or (ECON 211 [Min Grade: C] and ECON 212 [Min Grade: C]) or (ECON E211 [Min Grade: C] and ECON E212 [Min Grade: C]) or (ECON 511 [Min Grade: C] and ECON 512 [Min Grade: C])

INTB 790 Seminar in International Business 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: INTB 620 [Min Grade: C] or ECON 601 [Min Grade: C] or ECON 614 [Min Grade: C] or ECON 630 [Min Grade: C] or ECON 650 [Min Grade: C]

Management

Courses

MGMT 601 Managing the Total Enterprise 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 602 Managing Technology Innovation 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (BUSN 501 [Min Grade: C] and BUSN 502 [Min Grade: C]) or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C] and BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

MGMT 640 Strategic Human Resource Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (BUSN 501 [Min Grade: C] and BUSN 502 [Min Grade: C]) or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C] and BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

MGMT 650 Corporate Venturing 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (BUSN 501 [Min Grade: C] and BUSN 502 [Min Grade: C]) or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C] and BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

MGMT 652 New Venture Planning 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (BUSN 501 [Min Grade: C] and BUSN 502 [Min Grade: C]) or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C] and BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

MGMT 653 Practicum in Entrepreneurship 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (BUSN 501 [Min Grade: C] and BUSN 502 [Min Grade: C]) or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C] and BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

MGMT 655 Knowledge Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (BUSN 501 [Min Grade: C] and BUSN 502 [Min Grade: C]) or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C] and BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

MGMT 670 Business Ethics 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (BUSN 501 [Min Grade: C] and BUSN 502 [Min Grade: C]) or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C] and BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

MGMT 676 Sustainability and Value Creation 3.0 Credits

Managing strategically must incorporate environmentalism as a key component for creating value to all stakeholders. Sustainability, the capacity of a company to do good for society and the environment, is critical to competitive advantage. This course is intended to familiarize students whose primary background is not science or engineering based with relevant frameworks and perspectives about the necessity of incorporating sustainability into competitive strategies. In particular, the courses addresses: description of key concepts and stakeholders; public policy issues, lessons learned from the success and failures of integrating sustainability into management both nationally and globally.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 680 Leading for Innovation 3.0 Credits

This course is presented and delivered by LeBow's Centers of Excellence. The course integrates the thought leadership of our Centers. Through an experiential learning platform, the course will focus on the way leaders, both entrepreneurs and executives, need to innovate as they lead their businesses for value creation.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (BUSN 501 [Min Grade: C] and BUSN 502 [Min Grade: C]) or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C] and BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

MGMT 685 Implementing Strategies Using Project Teams 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MGMT 602 [Min Grade: C]

MGMT 698 Special Topics 0.5-9.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: BUSN 501 [Min Grade: C] and BUSN 502 [Min Grade: C]

MGMT 699 Independent Study 4.0 Credits

Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

MGMT 780 Strategic Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: (BUSN 501 [Min Grade: C] and BUSN 502 [Min Grade: C] and ECON 601 [Min Grade: C] and ACCT 601 [Min Grade: C] and MKTG 601 [Min Grade: C] and FIN 601 [Min Grade: C]) or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C] and BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C] and ECON 601 [Min Grade: C] and ACCT 601 [Min Grade: C] and MKTG 601 [Min Grade: C] and FIN 601 [Min Grade: C])

MGMT 790 Seminar in Management 3.0 Credits

Provides independent research on selected management topics. Requires oral presentation and written report of graduate quality.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 901 Research Design and Method I 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 902 Research Design and Method II 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 904 Behavioral Science 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 906 Foundations of Research in Behavioral Science 3.0 Credits

MGMT 906 is a broad-based course that is intended to familiarize students with basic material on theory building in behavioral research. It course will expose the students to different perspectives on theory building, logic of discovery and verification, major scholars in philosophy of science and business disciplines who have shaped our practice of principles of measurement, research designs and strategies.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if program is PHD.

MGMT 907 Research Analysis in Behavioral Sciences 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if program is PHD.

Prerequisites: MGMT 906 [Min Grade: C] and (STAT 932 [Min Grade: C] or STAT 931 [Min Grade: C])

MGMT 908 Advanced Research in Behavioral Science 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if program is PHD.

Prerequisites: MGMT 907 [Min Grade: C] or MGMT 903 [Min Grade: C]

MGMT 910 Readings in Strategic Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 926 Strategy Formulation 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 930 Seminar in HR Management 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 901 [Min Grade: C]

MGMT 940 Seminar in Organizational Behavior 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 901 [Min Grade: C]

MGMT 950 Technology and Strategy 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 960 Cognitive Perspectives on Strategy 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MGMT 990 Special Topics PhD in Management 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

MGMT 998 Dissertation Research in Management 1.0-12.0 Credit

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

MGMT 999 MGMT Independent Study 3.0 Credits

MGMT Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

Management of Information Systems

Courses

MIS 611 Management Information Systems 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 624 E-Commerce Systems I 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 630 Inter-Active Decision Support Systems 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 631 VB.NET Programming 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 632 Database Analysis and Design for Business 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 641 MIS Policy and Strategy 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 650 Management of Health Care Info Systems 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 651 Information Systems Outsourcing Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 698 Special Topics in Management Information Systems 0.5-9.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: MIS 641 [Min Grade: C]

MIS 699 Independent Study 0.5-6.0 Credits

Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: MIS 611 [Min Grade: C] or MIS 641 [Min Grade: C] or MIS 311 [Min Grade: C] or MIS E311 [Min Grade: C] or MIS 511 [Min Grade: C]

MIS 901 Research Seminar in MIS 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 910 Qualitative Research Methods in MIS 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MIS 901 [Min Grade: C]

MIS 920 MIS Adoption & Internalization 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MIS 901 [Min Grade: C]

MIS 930 MIS Implementation Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MIS 901 [Min Grade: C]

MIS 940 Economics of Information Technology and E-Commerce 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MIS 990 Special Topics in PhD-Management Information Systems 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

MIS 999 MIS Independent Study 3.0 Credits

MIS Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

Marketing

Courses

MKTG 601 Marketing Strategy & Planning 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 502 [Min Grade: C] or (BUSN 507 [Min Grade: C] and BUSN 508 [Min Grade: C])

MKTG 622 Buyer Behavior Theory 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 624 Channels of Distribution Management 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 628 Logistics and Supply Chain Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 630 Global Marketing 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 634 Integrated Marketing Communications Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 636 Business to Business Marketing 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 638 New Product Planning, Strategy, and Development 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 646 Services Marketing 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 650 Marketing Management Cases and Problems 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 652 Marketing Information Management and Research 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 653 Pharmaceutical Marketing 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 654 Corporate Brand & Reputation Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 698 Special Topics 0.5-9.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 699 Independent Study 0.5-3.0 Credits

Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 790 Seminar In Marketing Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: MKTG 601 [Min Grade: C]

MKTG 920 Concept Found Buyer Bhvr 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

MKTG 922 Seminar in the Development of Marketing Thought and Theory 3.0 Credits**College/Department:** LeBow College of Business**Repeat Status:** Not repeatable for credit**MKTG 926 Seminar in Strategic Marketing Planning 3.0 Credits****College/Department:** LeBow College of Business**Repeat Status:** Not repeatable for credit**MKTG 932 Developing Marketing Channel Systems 3.0 Credits****College/Department:** LeBow College of Business**Repeat Status:** Not repeatable for credit**MKTG 940 Multivariate II 3.0 Credits**

This course is designed to help student researchers enhance their data analysis skills by developing a conceptual understanding of the most widely used multivariate techniques.

College/Department: LeBow College of Business**Repeat Status:** Not repeatable for credit**Restrictions:** Can enroll if program is PHD.**Prerequisites:** STAT 924 [Min Grade: C]**MKTG 942 Applied Regression and Multilevel Models 3.0 Credits**

The course provides a flexible, hands-on understanding of regression & multilevel modeling. Course provides doctoral students starting serious empirical research with a useful toolkit of techniques. Topics include: fitting & understanding classical linear regression & generalized linear regression models (e.g., logistic & Poisson regression), using simulation to check model fit & model properties, understanding the assumptions & challenges underlying causal inference & a few techniques to perform causal inference & understanding multilevel data structures & fitting linear & generalized linear multilevel models.

College/Department: LeBow College of Business**Repeat Status:** Not repeatable for credit**Restrictions:** Can enroll if classification is PhD.**MKTG 990 Special Topics-PhD-Marketing 0.5-9.0 Credits****College/Department:** LeBow College of Business**Repeat Status:** Can be repeated multiple times for credit**MKTG 998 Dissertation Research in Marketing 1.0-12.0 Credit****College/Department:** LeBow College of Business**Repeat Status:** Can be repeated multiple times for credit**MKTG 999 MKTG Independent Study 3.0 Credits**

MKTG Independent Study.

College/Department: LeBow College of Business**Repeat Status:** Can be repeated 3 times for 9 credits

Operations Management

Courses

OPM 998 Dissertation Research in Operations Management 1.0-12.0 Credit

Dissertation Research.

College/Department: LeBow College of Business**Repeat Status:** Can be repeated 12 times for 24 credits

Operations Research

Courses

OPR 601 Managerial Decision Models and Simulation 3.0 Credits

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.

College/Department: LeBow College of Business**Repeat Status:** Not repeatable for credit**Prerequisites:** STAT 601 [Min Grade: C]**OPR 620 Operations Research I 3.0 Credits**

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 game theory, quadratic programming, financial optimization, and emerging solution techniques such as interior-point methods.

College/Department: LeBow College of Business**Repeat Status:** Not repeatable for credit**OPR 622 Operations Research II 3.0 Credits**

This course covers modeling and solving optimization problems under uncertainty. Topics will include stochastic optimization, robust optimization, and dynamic programming.

College/Department: LeBow College of Business**Repeat Status:** Not repeatable for credit**Prerequisites:** OPR 620 [Min Grade: C] or OPR 624 [Min Grade: C]**OPR 624 Advanced Mathematical Program 3.0 Credits**

This course covers algorithms and software development for nonlinear programming, integer programming, and global optimization. Special emphasis is placed on solution methods for constrained and unconstrained nonlinear optimization, a survey of methods for integer linear and nonlinear optimization, and search techniques for global optimization.

College/Department: LeBow College of Business**Repeat Status:** Not repeatable for credit**OPR 626 System Simulation 3.0 Credits**

This course focuses on the application of simulation in analyzing complex systems. The corresponding theory is also covered.

College/Department: LeBow College of Business**Repeat Status:** Not repeatable for credit**Prerequisites:** STAT 601 [Min Grade: C]**OPR 699 Independent Study 0.5-4.0 Credits**

Provides independent study in Operations Research.

College/Department: LeBow College of Business**Repeat Status:** Can be repeated multiple times for credit**OPR 922 Operations Research Methods I 3.0 Credits**

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.

College/Department: LeBow College of Business**Repeat Status:** Not repeatable for credit

OPR 924 Operations Research Methods II 3.0 Credits

This course covers modeling and solving optimization problems under uncertainty. Topics will include stochastic optimization, robust optimization, and dynamic programming.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: OPR 922 [Min Grade: C] or OPR 992 [Min Grade: C]

OPR 926 Operations Research Models in Finance I 3.0 Credits

This course will present a survey of modeling and optimization techniques arising in quantitative finance.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 2 times for 6 credits

Prerequisites: STAT 920 [Min Grade: C] and OPR 922 [Min Grade: C]

OPR 990 Special Topics in PhD Operations Research 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

OPR 991 Simulation Theory and Applications 3.0 Credits

This course focuses on the application of simulation in analyzing complex systems. The corresponding theory is also covered.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: C]

OPR 992 Applied Math Programming 3.0 Credits

This course covers algorithms and software development for nonlinear programming, integer programming, and global optimization. Special emphasis is placed on solution methods for constrained and unconstrained nonlinear optimization, a survey of methods for integer linear and nonlinear optimization, and search techniques for global optimization.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

OPR 998 Dissertation Research in Operations Research 1.0-12.0 Credit

Dissertation Research.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 12 times for 24 credits

OPR 999 Operations Research Independent Study 3.0 Credits

OPR Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

Organizational Behavior

Courses

ORGB 625 Leadership and Professional Development 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ORGB 631 Leading Effective Organizations 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ORGB 640 Negotiations for Leaders 3.0 Credits

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).

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ORGB 698 Special Topics in Organizational Behavior 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

ORGB 699 Independent Study in Organizational Behavior 0.5-12.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

ORGB 922 Individual Behavior and Performance Organizations 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ORGB 924 Dynamics of Interpersonal and Group Behavior 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ORGB 926 Organizational Change and Development 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

ORGB 990 Special Topics in PhD Organizational Behavior 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

ORGB 999 ORGB Independent Study 3.0 Credits

ORGB Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

Production Operations Management

Courses

POM 511 Management of Operations 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

POM 601 Operations Management 3.0 Credits

This course is an introduction to the field of production and operations management (POM). Production and operations activities such as forecasting, capacity planning, inventory control, scheduling, and ensuring quality are discussed from the supply chain perspective. The philosophies and characteristics of lean operations and responsive manufacturing/service systems are highlighted.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: C]

POM 602 Strategic Operations & Quality 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: POM 601 [Min Grade: C]

POM 620 Management of Manufacturing Firms 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

POM 622 Materials Management 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: POM 601 [Min Grade: C]

POM 624 Management of Service Firms 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

POM 625 Supply Chain Management 3.0 Credits

This course presents the concepts, practical tools, and support systems that are important for the effective management of supply chains. Strategic design and 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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: or POM 311 [Min Grade: C] or POM E311 [Min Grade: C] or POM 511 [Min Grade: C]

POM 698 Special Topics in Production Operations Management 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: POM 601 [Min Grade: C]

POM 699 Independent Study 0.5-4.0 Credits

Provides independent study in Production Operations Management.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: POM 601 [Min Grade: C]

POM 900 Decision Processes in Operations Management 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: OPR 922 [Min Grade: C]

POM 922 Inventory Models Seminar 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: POM 900 [Min Grade: C]

POM 925 Supply Chain Management Seminar 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: POM 922 [Min Grade: C]

POM 930 Scheduling Theory 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: POM 900 [Min Grade: C]

POM 990 Special Topics-PhD-POM 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

POM 999 POM Independent Study 3.0 Credits

POM Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

Business Statistics

Courses

STAT 601 Business Statistics 3.0 Credits

This course covers the basic principles and implementation techniques of descriptive statistics, sampling, statistical inference, analysis of variance, and regression analysis. An understanding of how these tools can support managerial decision making is emphasized.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

STAT 602 Decision Sciences I 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 313 [Min Grade: C] or STAT 202 [Min Grade: C]

STAT 622 Statistical Decision Theory I 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: B-]

STAT 624 Statistical Decision Theory II 3.0 Credits

Continues BSTAT 622. Applies principles and techniques of statistical decision theory to case problems.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 622 [Min Grade: C]

STAT 626 Statistical Sampling 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: B-]

STAT 628 Applied Regression Analysis 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: B-]

STAT 630 Multivariate Analysis 3.0 Credits

An introduction to multivariate statistics that focuses on the use of statistical methods for exploring and discovering information in large business datasets. Topics will be drawn from clustering and discriminate analysis for classification, principle components analysis for data exploration and variable reduction, factor analysis for indentifying latent variables, and other traditional multivariate topics.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: C]

STAT 632 Datamining for Managers 3.0 Credits

Datamining focuses on extracting knowledge from large datasets. This course introduces the student to several key datamining concepts including classification, prediction, data reduction, model comparison and data exploration. Software and datasets are employed to illustrate the concepts.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: B-]

STAT 634 Quality & Six-Sigma 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: B-]

STAT 636 Experimental Design 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: B-]

STAT 638 Advanced Statistical Quality Control 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 634 [Min Grade: C]

STAT 698 Special Topics 0.5-9.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: STAT 601 [Min Grade: B-]

STAT 699 Independent Study in Quantitative Methods 12.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

Prerequisites: STAT 601 [Min Grade: B-]

STAT 790 Seminar in Management Analysis 3.0 Credits

Provides independent research on selected management topics. Requires oral presentation and written report of graduate quality.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: C]

STAT 792 Seminar in Quality Science 3.0 Credits

Provides independent research on selected topics in quality science. Requires oral presentation and written report of graduate quality.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 601 [Min Grade: B-]

STAT 901 Quantitative Methods I 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

STAT 902 Quantitative Methods II 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

STAT 920 Stochastic Processes I 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: STAT 931 [Min Grade: B-] or STAT 932 [Min Grade: B-]

STAT 922 Statistical Methods in Experimental Design 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

STAT 924 Multivariate Analysis 3.0 Credits

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

STAT 931 Statistics for Economics 3.0 Credits

This course will cover the traditional introductory statistics topics; descriptive statistics, probability theory, random variables, discrete and continuous probability distribution, sampling distributions, estimation, and hypothesis testing. Then we'll move on to a more advanced topic: regression analysis.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if program is PHD.

STAT 932 Statistics for Behavioral Science 3.0 Credits

This course provides a non-theoretical coverage of common statistics topics for students in the behavioral sciences. These may include, but are not limited to descriptive statistics, probability theory, random variables, discrete and continuous probability distributions, sampling distributions, estimation, hypothesis testing, analysis of variance, & regression. Emphasis is put on and examples are of behavioral topics.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Restrictions: Can enroll if program is PHD.

STAT 990 Special Topics - PhD-Quantitative Methods 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

STAT 998 Dissertation Research in Statistics 1.0-12.0 Credit

Dissertation Research.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 12 times for 24 credits

STAT 999 STAT Independent Study 3.0 Credits

STAT Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

Taxation

Courses

TAX 611 Tax Research 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

TAX 615 Tax Practice and Procedure 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

TAX 620 Individual Taxation 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: BUSN 501 [Min Grade: C] or (BUSN 505 [Min Grade: C] and BUSN 506 [Min Grade: C])

TAX 630 Corporate Taxation 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

TAX 631 Advanced Corporate Taxation 3.0 Credits

Continuation of TAX 630 with emphasis on consolidated tax returns.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 630 [Min Grade: C]

TAX 640 Partnership Taxation 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 620 [Min Grade: C] or TAX 341 [Min Grade: C]

TAX 650 Estate and Gift Taxation 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 620 [Min Grade: C] or TAX 341 [Min Grade: C]

TAX 651 Estate Planning 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 650 [Min Grade: C]

TAX 652 Fiduciary Income Taxation 3.0 Credits

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

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 630 [Min Grade: C] or TAX 342 [Min Grade: C]

TAX 660 Tax Basis for Decision Making 3.0 Credits

Not open to MST students. Offers an overview of personal financial planning.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 790 [Min Grade: C]

TAX 675 Taxation of Multi-national Corporations 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

TAX 698 Special Topics in Tax 0.5-9.0 Credits

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

TAX 699 Independent Study 12.0 Credits

Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated multiple times for credit

TAX 723 Tax Accounting 3.0 Credits

Covers accounting periods and methods, allocations among taxpayers, timing of income and deductions, relief provisions, and other accounting aspects of federal taxation.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 620 [Min Grade: C] or TAX 341 [Min Grade: C]

TAX 730 Taxation of Sub S Corporations 3.0 Credits

Covers federal income taxation of small business electing Subchapter S status.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 630 [Min Grade: C] or TAX 342 [Min Grade: C]

TAX 740 State and Local Taxation 3.0 Credits

Covers the various state and local taxes in the tri-state area.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 620 [Min Grade: C] or TAX 341 [Min Grade: C]

TAX 761 Qualified Retirement Plans 3.0 Credits

Examines the income from qualified plans, Keoghs, SIMPLEs, 401(k)s, and 403(b)s.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

TAX 781 Tax Fraud & White Collar Crime 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

Prerequisites: TAX 620 [Min Grade: C]

TAX 790 Tax Policy Seminar 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

TAX 791 Tax Seminar 3.0 Credits

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.

College/Department: LeBow College of Business

Repeat Status: Not repeatable for credit

TAX 999 TAX Independent Study 3.0 Credits

TAX Independent Study.

College/Department: LeBow College of Business

Repeat Status: Can be repeated 3 times for 9 credits

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