Accounting Courses

ACCT 5010 Accounting for Managers (3)
This course will be delivered in two modules. At completion of the first module, students are expected to have a thorough understanding of the information contained in a set of financial statements and how to interpret and use this information. The second module introduces students to the fundamentals of management accounting.

Master of Accounting Courses

ACCT 6030 Contemporary Financial Reporting (3)
Pre-requisites: ACCT 501 and ACCT 411
This course applies professional research methods to the identification and application of financial reporting standards to cases involving actual business situations. The objective of the course is to develop students' critical thinking, verbal and written communications and group interaction skills.

ACCT 6110 Financial Reporting III (3)
Pre-requisites: ACCT 411
A study of advanced accounting topics including: accounting for business combinations (mergers and acquisitions), preparation of consolidated financial statements and specific issues related to intercompany investments; accounting for selected international events (e.g., foreign currency transactions, translation of financial statements of foreign affiliates, and the use of forward exchange contracts); significant coverage of accounting for not-for-profit entities; and other selected topics of current interest. Discussion of ethical implications will be included in many of these topics.

ACCT 6190 Financial Statement Analysis (3)
Pre-requisites: ACCT 411 and FIN 600
This course is designed to integrate the conceptual framework of accounting with analytical and critical thinking skills to evaluate how businesses function. This integration will focus on managerial uses of financial reporting information to enhance the value of the firm. The course pedagogy will focus on case analysis and related class discussion.

ACCT 6320 Federal Income Tax: Flow Thru (3)
Pre-requisite: ACCT 430
A study of the Federal Income Tax as it applies to entities other than individuals, including partnerships, corporations, decedents, estates, trusts, and retirement plans. Fundamentals of estate and gift taxation are also considered.

ACCT 6340 Federal Income Tax: Corporate (3)
Pre-requisite: ACCT 430
The primary focus of this course is business taxation. It is imperative for students to achieve a conceptual grasp of how businesses are taxed. Without careful planning, businesses shoulder heavier tax burdens than necessary. The objective of this course is to gain a solid understanding of the impact of taxes on corporations, partnerships, estates and trusts. Students will also engage in tax planning that will enable them to provide valuable advice for businesses in terms of tax reduction strategies. This course is essential for students wishing to pass the CPA exam.
ACCT 6450 Accounting Ethics, Fraud and Forensic Accounting (3)
Pre-requisites: ACCT 440 or permission of the department chair
This course will be a study of the various dimensions of fraud and forensic accounting with an emphasis on situational ethics. Students will be exposed to case studies that will provide a framework for ethical decision-making when faced with compliance with GAAP and other standards of the accounting profession. It is intended to be an overview course that will expose students to the emerging discipline of forensic accounting.

Business Foundations Courses

BIZ 6000-01 Professional Effectiveness:

Economics Courses

ECON 5010 Economics for Managers (3)
Focuses on the economic decisions made by managers of firms, and the structures of various market environments within which these decisions are made. Addresses market demand, supply and price movements, production and cost functions, and business competitive strategy in output and input markets.

ECON 6000 Microeconomic Theory (3)
Pre-requisite: ECON 501
The focus of this course will be application of mathematical methods in economics and finance. Beginning with a review of basic linear algebra and finance, this course will develop the necessary and sufficient conditions for equilibria to exist for unconstrained and constrained optimization problems. Mathematical methods will be applied to study consumer choice, optimal behavior by firms, and optimal allocation of assets.

ECON 6050 Econometrics I (3)
Pre-requisite: ECON 600
Review of probability and statistics. Classical linear regression models through generalized least squares. Econometric problems resulting from non-traditional assumptions and techniques.

ECON 6080 Industrial Organization & Antitrust Policy (3)
Pre-requisite: ECON 600
Structure, behavior and performance of U.S. markets. The case for and against concentrating economic power in a few firms; role of mergers and acquisitions; product differentiation; economies of scale and other factors influencing the size and number of sellers in a market; pricing policies, price warring; effects of economic power concentrations on technological change, income distribution and sales expenditures. Utilizes law, economic theory and case studies.

Finance Courses

FIN 6000 Finance for Managers (3)
Prerequisites: ACCT 501 and ECON 501. This course serves as a prerequisite for FIN 609 and FIN 610 only. Credit is not available for students in the MACC or MS-AFE programs. The course examines the financial concepts that are relevant to the function of a manager serving in a non-financial capacity. Topics include financial analysis, the time value of money, valuation of securities, and capital budgeting, as well as the study of financial institutions and the capital markets. This course serves as a prerequisite for FIN 609 and FIN 610 only. Credit is not available for students in the MACC or MS-AFE programs.

FIN 6150 Finance Theory & Applications (3)  
Pre-requisites: ACCT 501 and ECON 501. Required for all MS-AFE students and for part time MBA students who seek to earn a concentration in finance.  
The course covers the theory of finance and applications to corporate policy and empirical studies. Topics include valuation methods for primary and derivative securities, basic and advanced capital budgeting techniques, portfolio theory, asset pricing, capital acquisition and risk management.

FIN 6210 Fixed Income Securities & Markets (3)  
Pre-requisite: FIN 615  
Study of various fixed income securities and markets, including Treasuries, municipal securities, commercial papers, medium term notes, corporate bonds, mortgage-backed securities and interest rate derivatives. Focus on developing analytical and quantitative skills for valuation of fixed income securities and management of fixed income portfolios.

FIN 6360 Private Equity and Venture Capital (3)  
Pre-requisite: FIN 615  
The Private Equity/Venture Capital (PE/VC) course explores the forms and methods of equity investment in new and growing businesses. Private equity represents conventional investments, typically in established and growing businesses across a wide range of industries. Venture capital involves high-risk, high-potential-return investments, typically in technology based firms. Topics include the equity investment process, investment vehicles including conventional equity investment and venture capital, the creation of private placement memos, the evaluation of equity investment opportunities, and the structuring of investment groups and deal structure and negotiation.

Information Technology Courses

ITM-5930 ST: Managing Cybersecurity in Organizations (3)  
Cybersecurity threats can cause business disruption, reputation damage, intellectual property loss, and negative financial impact to you or your business. Cyber-attacks continue to increase in volume and sophistication. Organizations need to execute an effective plan for addressing these risks. This course will help you develop the skills to manage a cybersecurity program to effectively cope with rising threats.

ITM- 6000 Managing Information Technology (3)  
This course will provide the student with a broad based understanding of the management of information technology in order to prepare the student to manage change as the technology is implemented in the organizational environment. It will also make the student aware of current technological issues and how they will impact his or her ability to manage.

ITM-6050 Project Management (3)  
This course provides students with the fundamental concepts of project management and experience applying these concepts. Topics covered will reflect the Project Management Institute's Book of Knowledge and encompass the project life cycle, including project quality, scope, time constraints, cost
and budgeting, resource allocation, communication, teamwork and leadership, risk, procurement, and project management tools. Students will create deliverables such as a statement of work, work breakdown structure, project schedule, budget, and, risk management plan. The course format typically includes interactive discussion, case studies, in-class activities, and a small-scale simulation project. Students are encouraged to integrate current projects in their work place or volunteer activities into class activities and discussion to reinforce opportunities for practical application of course topics.

**ITM 6400 Applied Business Analytics (3)**
*Pre-requisite: Six credit hours of 600-level graduate business courses.*
This course provides necessary skills for business managers to apply Business Analytics tools for data analysis and business decision making. This course focuses on developing skills and knowledge in creating analytics solutions such as Business Intelligence Dashboards. Using hands on tutorials and case studies, students will learn and demonstrate application of analytics skills in multiple business domains.

**International Business Courses**

**IB 6000 Global Business Environment (3)**
This course examines international business issues faced by corporations operating across several countries and different external environments. The focus is, therefore, on the regional and global business environment of international firms, integrating trading, investing, cultural and business practices.

**IB 6220 International E-Business (3)**
International E-business is undeniably changing the way companies conduct and compete in the global market place. It has experienced a phenomenal growth in terms of transactions and profits, particularly in advanced economies and emerging markets. Yet, international e-business environment is complex. Businesses need to address a broad range of cultural, legal, demographic, technological, and political issues to successfully formulate and execute their e-business strategies. To help you prepare for these types of challenges and opportunities and learn the tools to gain a competitive advantage, this course will introduce you to a wide-range of global ecommerce issues and practices, particularly e-business strategy, international online market entry, building an international e-commerce presence, web site localization and cultural customization, e-commerce infrastructure including mobile and social media platforms, international e-business security and payments systems, global social media marketing, and global search engine marketing.

**Management Courses**

**MGT 6000 Management (3)**
This course addresses a set of skills grounded in behavioral science theory and research that are essential for a successful career in management. It will integrate the management principles of planning, organizing, leading, and controlling with the skills necessary to accomplish these principles with people.

**MGT 6003 - Legal, Ethical, Professional Environment of Business (3)**
This course is directed at complex decision-making, requiring recognition and integration of legal, ethical and professional considerations in managing the socially responsible organization. It provides an overview of the relationship of the business organization to the legal system, including various modes of dispute resolution. In addition, the course addresses areas of legal risk and responsibility, encompassing how business is affected by, and interacts with, state and federal laws and regulations.
MGT 6006 Strategy & Practice (3)
Pre-requisites: Capstone (last semester)
A capstone for the Part-time MBA program that emphasizes strategic evaluation and cross-functional and team-based experiential learning. Designed around the elements of a “live” strategic issue presented by a client-company/organization and addressed by student teams. The component parts typically include management and human resource issues, marketing, finance, and operations management. Builds student skills in integrating knowledge from various functional areas in the business arena and applies those skills to complex business/organization problems and strategic issues arising out of changing technology, competitive market conditions, social and cultural changes, and government actions in both the domestic and global arenas.

MGT 6200 New Venture Initiation (3)
Pre-requisite: MGT 600
The problems of starting a new service or manufacturing business. Entrepreneurship, characteristics of new ventures, raising capital and preparing business proposals.

MGT 6201 Corporate Entrepreneurship (3)
Pre-requisite: MGT 600
This course focuses on the corporate venturing process, which leverages the processes of internal entrepreneurship, working with universities and licensing new technology to promote the continued growth and learning of the organization. Topics include the strategic analysis of growth and innovation opportunities of the firm, reviewing the forms of corporate venturing (new markets, new product, commercialization, M&A, restructuring, etc.), and developing the skills of structuring and managing business innovations in complex existing systems in a manner which is exploratory, integrative, fast-paced, and resource-conscious.

MGT 6300 Management of Human Resources (3)
Current topics and problems of human resources and personnel practices. Objectives consist of investigation and discussion of selected topics in recruiting, utilization, conservation, and development of human resources within the context of the individual firm and the labor market.

Marketing Courses

MKT 6000 Marketing Management (3)
Business problem-solving and decision-making to formulate an effective marketing program. Emphasis of marketing management process includes: situation assessment; strategy formulation; marketing planning; organizing and budgeting; marketing implementation; and marketing performance assessment.

MKT 6200 Consumer Analysis/Buyer Behavior (3)
Theoretical foundations of consumer behavior with specific attention to aspects of cognition, affect (emotion) and behavior. Practical applications of theory as a basis for marketing action in domestic and global marketing.

MKT 6150 New Product Development
Prerequisites: OPM 502 and MKT 600.
Development and marketing of new products/services. Examines skills in interpreting marketing research, idea generation, physical product design, image building, product mix selection, test marketing, monitoring and refining the product and mix during transition from test market to national launch. Steps in opportunity identification, design, testing and launching are stressed.
MKT 6XXX Brand Management in the Digital Age (3)
Brand management has been steeped in the same tradition for decades, based largely on a media model of mostly one-way communication. In a digital world where consumers now have a huge amount of power—both to learn about brands and to share knowledge with one another—the rules have changed entirely. This course will focus on how brand management can work productively in this era. It will examine how brand equity is defined today, and how brand managers can use an array of tools—some traditional, but most new—to win market share.

Operations Management Courses

OPM 5020 Applied Business Statistics (3)
This course challenges students to think about business problems in a systematic fashion by reviewing mathematical concepts and developing statistical thinking skills. Statistical thinking can lead to both a better understanding of the problem and can result in higher quality solution options. The course provides coverage of the more widely used statistical methods to aid in problem formulation, data analysis and managerial decision-making. At the end of this course students will have a more sophisticated understanding of the mathematics that underlie probability and statistical concepts, issues involving data interpretation, and decision-making under conditions of uncertainty.

OPM 5050 Operations Management (3)
The objectives of this course are (1) familiarize students with production planning and control (2) to familiarize students with the use of operations research techniques for analyzing and controlling manufacturing, inventory, and operations management systems; and (3) to train students to use computers for making production and operations management decisions.

OPM 6050 Business Process and Operations Management (3)
Pre-requisites: OPM 505.
Designed to familiarize students with decision-making tools and models that are utilized by operational managers, to present business firm integrated operational practices in the manufacturing and service sectors, and to analyze and examine the business strategic planning process from a cross-functional perspective, utilizing case studies. Topics include: operations and supply-chain strategy, project management, strategic capacity management, job scheduling and control, logistics for facility location decisions, aggregate planning, and deterministic/stochastic inventory decisions.

OPM 6430 Quality Improvement: Lean Six Sigma (3)
This course is intended to serve as an in-depth examination of quality principles applied specifically to manufacturing, service and supply chain environments. Both managerial and statistical aspects will be covered.

OPM 6440 Global Supply Chain Management (3)
Pre-requisites: OPM 505
The objective of Supply Chain Management Concepts is to introduce students to an integrated enterprise approach to business flow of goods and services from suppliers to the customers (procurement, operations management, inventory control, logistics and transportation, distribution and customer service). The term INTEGRATED process is emphasized in this course as opposed to SILO approach. As such, every topic in each area is being discussed in the context of integrated flow of goods and services from suppliers to customers and continuous flow of information from the customers to the suppliers.