Accounting Courses

**ACCT 501 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.

**ACCT 593 Special Topics: MACC Capstone (3)**
Capstone course integrating financial reporting, tax, auditing and attestation, and business environment and concepts. Emphasis on analytical, problem-solving and communication skills.

**ACCT 611 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 614 Seminar in Accounting and Society (3)**
Pre-requisites: Permission of Director of MACC Program
Accounting in society: past, present, and future, with emphasis on areas of increasing social importance. Topics include the historical significance of accounting, socioeconomic accounting, corporate social accounting, social audits, role of the professional accountant in accounting for social performance, cost-benefit analysis, environmental accounting, and accounting for human resources.

**ACCT 616 International Accounting (3)**
Pre-requisites: Permission of Director of MACC Program

**ACCT 634 Federal Income Tax: Corporate (3)**
Pre-requisites: 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 639 International Taxation (3)
Pre-requisite: ACCT 634.
Covers interaction of the U.S. tax system with foreign tax systems. Comparative analysis of alternative tax systems is also covered. Special emphasis is given to topics in foreign tax credit planning and Subpart F.

ACCT 640 IT Audit (3)
Pre-requisites: ACCT 440 / Co-requisites: ITM 410 or ITM 610
Students will gain understanding of the concepts of information assurance and the organizational risks associated with the information technology environment. The objectives of the course are to provide understanding of computer auditing concepts and practices to facilitate: (1) the assessment of risk related to an organization’s business processes and financial information (2) evaluate the effectiveness and functioning of controls, and (3) prepare a meaningful management letter. The course objectives are addressed through: -review of technology and systems facing IT Auditors, -development of an analytical approach that may be applied to understand and audit internal controls and information systems in any computerized business environment, -application of this approach to various types of tasks that are (or could be) performed by an IT auditor.

Business Foundations Courses

BIZ 600-01 Professional Effectiveness: Overcoming the Five Dysfunctions of a Team
The focus of this course is Overcoming the Five Dysfunctions of a Team, and is based largely on Patrick Lencioni’s Five Dysfunctions of a Team model. Teams are often more than the sum of their individual parts in terms of both complexity and potential. In this course, students will learn about group dynamics and team development, as well as tips for building and maintaining healthy teams.

Economics Courses

ECON 501 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 606 Econometrics II (3)
Pre-requisites: ECON 605
This course is designed as a time series econometrics course with focus on applications in macroeconomics, international finance, and finance. We will cover univariate and multivariate models of stationary and nonstationary time series in the time domain. The goals of the course are threefold: (1) develop a comprehensive set of tools and techniques for analyzing various forms of univariate and multivariate time series models, and for understanding the current literature in applied time series econometrics; (2) survey some of the current research topics in time series econometrics; (3) show how to use EVIEWS, GAUSS, MATLAB, STATA and SPSS to estimate time series models.

ECON 617 History of Economic Thought (3)
Pre-requisites: ECON 501
Critical assessment of the origins and development of modern economic thought, from ancient time, through the 19th century.
ECON 631 International Economics: Exchange Rates and Intl. Adjustment (3)
Pre-requisites: ECON 600
Balance of international payments; alternative theories of adjustment to disequilibrium in the balance of payments; the role of public policy in promoting internal equilibrium (Full employment and price stability) and external balance (Equilibrium in the balance of payments).

ECON 650 Sports Economics (3)
Pre-requisites: ECON 501 and OPM 502
Uses tools of microeconomics and statistics to analyze the business of sports including the study of the interactions among leagues, teams, owners/managers, players, and cities. Topics include profit maximization, revenue sharing, competitive balance, collective bargaining, player salaries, cost/benefit to host cities.

ECON 652 Advanced Macro Theory and Forecasting (3)
Pre-requisite: ECON 600
Comparative static analysis of the determination of income, employment, and the price level in various macroeconomic approaches. Analysis of fiscal, monetary, and income policy as tools for securing full employment and price stability.

Finance Courses

FIN 600 Finance for Managers (3)
Pre-requisites: ACCT 501 & ECON 501
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 609, Real Estate Finance (3)
Pre-requisites: FIN 600
Lecture and discussion series focusing on real estate concepts, practices, and institutions. Specific attention is given to legal aspects of real estate ownership, appraisal, market analysis, mortgage financing, analysis of complex real estate projects and the financing and securitization thereof. Competence in financial evaluation techniques to include net present value and internal rate of return is assumed.

FIN 610, Investment Concepts (3)
Pre-requisite: FIN 600
This course is a survey of equities, fixed income securities and derivatives, and the markets in which these securities trade. The focus is on understanding these instruments, and how they are used in mutual funds and other managed portfolios, so that students can make intelligent choices about how to save for retirement and other personal financial goals. This course cannot be used for credit towards the Master of Science in Finance degree, or towards the Finance Concentration for the MBA degree.
**FIN 616 Equities Securities & Markets (3)**
Study of equity securities and the markets in which they trade. Basics of equity valuation and market efficiency; analysis of equity trading strategies, with an emphasis on what current finance research says about the likely success of these strategies.

**FIN 638 Derivative Securities and Markets (3)**
Pre-requisites: FIN 615
This course shows how financial managers can use capital markets technology to create value. It explores how derivatives can be used to manage financial risks and position firms to exploit strategic opportunities, reduce financing costs, and structure incentives. Students learn the mechanics of options, forwards, futures, and swaps, and then study uses of these instruments through a series of case studies.

**Information Technology Courses**

**ITM-593 Big Data in Organizations (3)**
Big data with the characteristics of 3Vs, great volume, velocity and variety, has become the industry buzzword, promising the discovery of new value, opportunities, and optimization of business processes. However, big opportunity comes with significant challenges. In this course, we will introduce the concepts of big data, survey how big data and analytics can transform organization, provide overview of big data platform, present conceptual models for analytics thinking and decision making, and address the challenges big data faces. In addition, operational aspects of implementing a big data initiative and big data change management strategy might also be discussed.

**ITM- 600 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-605 Project Management (3)**
This course provides an overview of the roles, responsibilities, and management methods of the project manager from project concept to closeout and the structure of project management within an organization. Content may include project selection, quality, scope, time, cost, human resources, communications, risk, procurement and integration management. Topics selected are based on the educational requirements for the Certified Associate in Project Management curriculum (CAPM) as prescribed by the Project Management Institute and complement the information technology management curriculum. This course uses techniques such as simulation, team projects, case studies and interactive discussions to facilitate application of the concepts.

**ITM 630 Database Management Systems (3)**
Pre-requisites: ITM 600 or permission of instructor
This course provides an overall understanding of database techniques, beginning with a study of the characteristics of relational database management systems and continuing with structured query language (SQL), entity-relationship diagrams, dependencies and normalization, and multi user systems. Evolving approaches to database management, such as object-oriented databases, will also be examined. Projects will require the student to develop a database design from the analysis stages to the final implementation by utilizing various design tools and a major DBMS package such as Oracle.

**ITM 640 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.

**ITM 645 Business Strategy and Enterprise Systems (3)**
This course serves as an introduction to ERP and also provides a solid foundation for the common business processes used in today’s organizations. In this course, students will learn about common business processes and gain proficiency in the use of the SAP® enterprise system to execute those processes. Students will also learn how to manage a company that involves trading goods as well as a manufacturing enterprise. Students will have to create strategies to be successful in a competitive environment. The course uses an ERP Simulation game that involves an innovative “learning-by-doing” approach to teaching ERP concepts. During a series of games played one at a time, students have to run a business with a real-life ERP system (SAP®). The simulation is comprised of two types of businesses: (1) a trading goods company and (2) a manufacturing company where participants must operate the full business cycle (plan, procure, produce and sell). In so doing they discover the importance of process integration across departments by understanding firsthand the impact of not making a decision in time or how a poor decision can impact the business. By experiencing the simulation, participants truly gain understanding of what it really takes to operate a company with an integrated system as opposed to a more limited simulation. Using standard and customized reports of SAP, students have to analyze these transactions and make business decisions to ensure the profitability of their operations.

**International Business Courses**

**IB 596 Study Abroad (3)**
The objective of this course is to allow students to apply the key concepts of global environments to a regional economy. The course combines case discussions with guest lectures by local business executives and scholars, and company visits. Students are expected to have a practical knowledge of the complexity of the business environments of the region.

**IB 600 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 642 Global Environment Strategy (3)**
This course focuses on strategic planning, implementation, and evaluation of management decision making within an international organization. Strategy is multidisciplinary by design and as such will draw on the student's experience and understanding of the functions of business and the forces that impact the business success. It combines a range of viewpoints and analytical techniques. The course will address the challenges involved in understanding the shifting dynamics and multifaceted phenomena that confronts global business.

**Management Courses**

**MGT 600 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 603 - 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 606 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 608 Fail Forward: Lead/Art of Failure (3)**
This course should create an awareness of the reasons why organizations experience crises and what might be done to identify problems, to avoid potential failure and to transform the organization to enable it to succeed in the future. The symptoms and, more particularly, the causes of failure will be examined in depth, as well as the techniques that may be used to identify the onset of difficulties as early as possible. Successful turnaround strategies will more likely be achieved if problems are recognized early.

**MGT 621 Advanced Business Planning for New Ventures (3)**
Prerequisites: MGT 620 or MGT 623
Provides in-depth involvement in the development and presentation of a professional business plan. Topics include competitive analysis, strategic and managerial analyses, securing start-up financing, and professional presentation methods. Selected guest lecturers will include entrepreneurs and entrepreneurship experts from the region.

**MGT 624 Special Topics in Entrepreneurship (3)**
Pre-requisite: MGT 600
Designed to bring emerging and varying entrepreneurial business issues and practices before graduate business students so that they may begin to better recognize, create, and capitalize on evolving business opportunities. Guest speakers and readings are supplemented with cases and projects involving "real and live" entrepreneurial topics for examination of various issues in innovative business planning, corporate ventures, business growth, venture capital, emerging technologies; and other areas of entrepreneurial concern. Course study is intended to emphasize cross functional analysis of rapidly changing business environments to enable identification of entrepreneurial opportunities and the creation and successful management of innovative operations.

**Marketing Courses**

**MKT 600 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 625 International Marketing (3)**  
Pre-requisites: MKT 600  
Analysis of economic, cultural, political, and competitive factors affecting firms in global markets. Role of global marketing planning and strategy in overall firm growth and survival. And study of marketing in major trading blocs and developing markets.

**MKT 640 Digital Marketing: Social Media (3)**  
Are you on Facebook, Twitter or how about Google+ or Pinterest? Do you spend crazy amounts of time on your iPhone, iPad or Android mobile device texting, visiting YouTube, playing games, surfing the web, downloading apps? Well guess what, in the world of marketing this is exactly what consumers are doing and where they are getting most of their information – through social and digital channels. Companies big and small have had to rethink much of their marketing strategies since consumers rely on social media to interact with products and services. How do organizations stay relative, disruptive or in-the-know with the ever changing digital landscape? This course will explore today’s new wave of marketing using social media, social marketing and many other digital tactics to touch and interact with consumers and also show how brands define themselves within the new marketing universe.

**Operations Management Courses**

**OPM 502 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 505 Operations Management (3)**  
Pre-requisites: OPM 502  
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 646 Global Logistics and Operations Management (3)**  
Pre-requisites: OPM 505  
The objectives of this course are: (1) to acquaint the student with the use of logistics management theory and techniques for analyzing and controlling global manufacturing and operations management systems; (2) to expose the student to several of the most widely utilized models for supply chain management in the manufacturing and service sectors (financial, health care, public sectors, etc.), along with case studies; and (3) to familiarize the student with the use of computer software in facilitating logistics and operations management decisions.

**OPM 648 Strategic Sourcing and Procurement in Supply Chain Management (3)**  
Pre-requisites: OPM 644 (Global Supply Chain Management) or Instructor’s Approval.  
This course acquaints students with the use of purchasing and strategic sourcing concepts and techniques to optimize supply chain operations. Total cost of ownership will be the main guideline in making procurement and sourcing decisions.
OPM-652 Transportation Management (3)
This course provides students with the fundamental concepts of managing both transportation systems and warehousing. Topics covered include modes of transportation, issues regarding transportation management, strategic warehouse decisions, warehouse network planning, and equipment used in warehouses and warehouse design. Several case studies will be introduced. Current and emerging technological issues regarding management of both transportation systems and warehousing will be described.