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The planning report was dated 05/15/2002. It covered the controlling area 2000, CO N. America, for the fiscal year 2001, period 4 to 4, and version 0. The cost center was 4220, Production Pumps.
The College of Business is dedicated to educating men and women for professional positions in business, government, and nonprofit organizations. The thrust of the college is to build upon a liberal arts foundation for a lifetime of learning and growth.

The undergraduate program is primarily an upper-division curriculum in which about half of the work is in the humanities, behavioral sciences, and mathematics, and the remainder in business and economics. Core and option programs are designed to prepare students to become professionals. They equip students with the knowledge, skills, and values necessary to understand and cope with complex, changing, and increasingly global business environments. Individual courses promote recognition of potential problems, foster creative problem-solving, and provide basic analytical and conceptual skills. Supportive and cooperative learning environments allow students to strengthen their interpersonal and communication skills.

Faculty and Facilities

Members of our faculty earned doctorates at our nation’s finest universities, including Harvard, Penn State, Chicago, and Northwestern in the East, UCLA Arizona, and USC in the West. Many of our faculty have combined their scholarly training with business experience through industry employment or extensive consulting work with major corporations. This combination of in-depth training and business experience translates into state-of-the-art instruction.

The college has its own computer learning centers, allowing full integration of the computer into our curriculum. In addition, the centers allow the faculty to make extensive use of the management simulation approach to learning.

The quality of both our faculty and our facilities has been recognized by the Association to Advance Collegiate Schools of Business which has accredited both our undergraduate and graduate programs.

Student Advising and Information

The college offers advising and information services for both undergraduates and graduates in centralized offices in Glenn Hall. These offices will help you plan a course of study once you are here. They also assist prospective, new, and transfer students with transfer course credit problems and issues.

Please visit the following:

Graduate Programs Office
Glenn Hall 121
530-898-4425
e-mail: bgad@csuchico.edu

Business Undergraduate Advising Office
Glenn Hall 323
530-898-4480
e-mail: bund@csuchico.edu
Coordinator: Gary McMahon

Business Resource Center

The College of Business, through its Business Resource Center (BRC), engages in various recruitment, retention, graduation, and placement activities to support its diverse student population. Please call, write, e-mail, or visit the BRC office.

Business Resource Center
Glenn Hall 206
530-898-6783
e-mail: brc@csuchico.edu

Business Administration

College of Business
Interim Dean: Steven J. Adams

Department of Accounting and Management Information Systems
Tehama Hall 313
530-898-6463
e-mail: acms@csuchico.edu
http://www.cob.csuchico.edu
Chair: Valerie Milliron

Department of Finance and Marketing
Tehama Hall 307
530-898-5666
e-mail: fnmk@csuchico.edu
http://www.cob.csuchico.edu
Chair: Shekhar Misra

Department of Management
Tehama Hall 305
530-898-5663
e-mail: mgmt@csuchico.edu
http://www.cob.csuchico.edu
Interim Chair: Shekhar Misra
Declaring a Business Administration Major

Students who declared a business administration major prior to fall 2003, whether at a community college or at CSU, Chico, may remain with the previous catalog or choose the current one. You must follow the complete set of course requirements from whichever catalog you choose. See your adviser for help with this decision.

The program requires a Prerequisite Core. These classes (BADM 001, BADM 003/MATH 047, ACCT 015, ACCT 016, ECON 002, ECON 003, and MATH 045) must be completed with a grade of C or better in each class, regardless of when you declared the major. If you receive a C- or lower in one of the prerequisite core classes, you must repeat it. Students wishing to major in business must complete MATH 045 and BADM 003/MATH 047 at least one semester before declaring a business major. Transfer students may, at the discretion of the Business Undergraduate Advising Office, be granted a one-semester grace period to allow for grades in equivalent courses to arrive.

You will want to read more about our programs at the College of Business home pages on the Web. There you can read special advising information for first-year and transfer students. You can find out what classes you should be taking. You can link to home pages for advisers and faculty members. Begin with the College of Business home page (http://www.cob.csuchico.edu/).

If you have any questions about your major or if you want a list of approved transfer equivalents, write, visit, e-mail, or call:

The Business Undergraduate Advising Office
College of Business, Glenn Hall 323
California State University, Chico
Chico, CA 95929-0021
530-898-4480
email: bund@csuchico.edu

THE BACHELOR OF SCIENCE
IN BUSINESS ADMINISTRATION

Total Course Requirements for the Bachelor's Degree: 128 units
See “Requirements for the Bachelor's Degree” in The University Catalog for complete details on general degree requirements. A minimum of 40 units, including those required for the major, must be upper division.

The department has prepared a suggested Four Year Advising Plan to help students meet graduation requirements within four years. Please request a plan from your major adviser or view it and other current advising information on the CSU, Chico Web.

General Education Requirements: 48 units
See “General Education Requirements” in The University Catalog and The Class Schedule for the most current information on General Education Requirements and course offerings. The course requirements marked below with an asterisk (*) may also be applied toward General Education.

Cultural Diversity Course Requirements: 6 units
See “Cultural Diversity” in The University Catalog. Most courses used to satisfy these requirements may also apply to General Education.

American Institutions Requirement: 6 units
See the “American Institutions Requirement” under “Bachelor's Degree Requirements.” This requirement is normally fulfilled by completing HIST 050 and POLS 055. Courses used to satisfy this requirement do not apply to General Education.

Literacy Requirement:
See “Mathematics and Writing Requirements” in The University Catalog. Writing proficiency in the major is a graduation requirement and may be demonstrated through satisfactory completion of a course in your major which has been designated as the Writing Proficiency (WP) course for the semester in which you take the course. Students who earn below a C- are required to repeat the course and earn a C- or better to receive WP credit. See The Class Schedule for the designated WP courses for each semester. You must pass ENGL 001 (or its equivalent) with a C- or better before you may register for a WP course.

ADVISORY REQUIREMENT:
Advising is mandatory for all business administration majors. Consult the Business Undergraduate Advising Office for information about your program and for a course plan which will enable you to complete your BS in Business Administration in four years.

Course Requirements for the Major: 72-75 units
The following courses, or their approved transfer equivalents, are required of all candidates for this degree. Additional required courses, dependent upon a selected option or advising pattern, are outlined following the degree core program requirements.

DEGREE CORE PROGRAM: 48 units
Pre-Business Prerequisite Core: 21 units
Pre-business students achieve Business Administration status upon completion of each of the following seven courses with a C or better.

6 courses required:
ACCT 015 Intro to Financial Accounting 3.0 FS
ACCT 016 Intro to Managerial Accounting 3.0 FS
Prerequisites: ACCT 015 (or ABUS 083 for ABUS majors only).
BADM 001 Understanding Global Business 3.0 FS
ECN 002 Principles of Macro Analysis 3.0 FS *
ECN 003 Principles of Micro Analysis 3.0 FS *
MATH 045 Finite Mathematics for Business 3.0 FS *
Prerequisites: Completion of ELM requirement.
1 course selected from:
BADM 003 Statistics of Business & Econ 3.0 FS
Prerequisites: For Business Administration majors: MATH 045.
For others: Completion of General Education Breadth Area A4 requirement.
This course is the same as MATH 047 which may be substituted.
MATH 047 Statistics of Business & Econ 3.0 FS
Prerequisites: For business administration students: MATH 045.
For others: Completion of General Education Breadth Area A4 requirement.
This course is the same as BADM 003 which may be substituted.

Upper-Division Core: 27 units
9 courses required:
BADM 295 Sem in Applied Strategic Dec Mak 3.0 FS
Prerequisites: Graduating senior standing. Completion of all courses in upper-division core.
BLAW 100 Managing the Legal Environment 3.0 FS
Prerequisites: At least junior standing.
FIN 150 Survey of Finance 3.0 FS
Prerequisites: ACCT 015, ECON 003.
MGMT 129 Communication in Business 3.0 FS
Prerequisites: ENGL 001 (or its equivalent) with a grade of C- or higher.
MGMT 131 Human Resource Management 3.0 FS
MGMT 180 Managing People, Bus Proc, & Chg 3.0 FS
MINS 110 Corporate Tech Integration 3.0 FS
MTG 170 Survey of Marketing 3.0 FS
POMG 143 Operations Management 3.0 FS
Prerequisites: Business Administration or Business Information Systems status required for business majors. Completion of General Education Breadth Area A4 requirements required for all majors.

Major Option Course Requirements: 24-27 units
The following courses, or their approved transfer equivalents, are required dependent upon the option chosen. Students must select one of the following options for completion of the major course requirements.

For business majors, Business Administration status is required for all option classes.

THE OPTION IN ACCOUNTING: 27 units
Accounting requires a three-to-four semester sequence of classes. Students may not complete this 27-unit option in fewer than three semesters. During the first semester, students take ACCT 110 ACCT 111 and ACCT 115. It is recommended that the core be taken the semester prior to beginning pattern course work.

Accounting Core: 9 units
ACCT 110 Cost Accounting 3.0 FS
Prerequisites: ACCT 016, BADM 003.
ACCT 111 Accounting Info Systems/Control 3.0 FS
Prerequisites: Concurrent enrollment in or prior completion of ACCT 016 and BIS 110 or MINS 110.
ACCT 115 Intermediate Accounting I 3.0 FS
Prerequisites: ACCT 016 and concurrent enrollment in, or prior completion of ACCT 111.
Advising Pattern: 18 units
Select one of the following three patterns to complete the Option in Accounting. Note: The Enterprise Resource Planning Pattern will be terminated upon final approval of the Business Information Systems major (which is under review at the time of catalog publication). Please ask a business adviser about the current status of the ERP Pattern.

PROFESSIONAL ACCOUNTING PATTERN: 18 units
4 courses required:
ACCT 116 Intermediate Accounting II 3.0 FS
Prerequisites: ACCT 115.
ACCT 127 Federal Income Taxes 3.0 FS
Prerequisites: ACCT 015, ACCT 016.
ACCT 221 Auditing 3.0 SP
Prerequisites: ACCT 111, BADM 003; either ACCT 116 or ACCT 117.
MINS 018 Database Design 3.0 FS
1 course selected from:
ACCT 210 Advanced Cost Management Systems 3.0 FA
Prerequisites: ACCT 110.
ACCT 215 Advanced Accounting 3.0 SP
Prerequisites: ACCT 116 or ACCT 117.
1 course selected from:
ACCT 119 Directed Mentorship 3.0 FS
Prerequisites: ACCT 110, ACCT 115.
ACCT 210 Advanced Cost Management Systems 3.0 FS
Prerequisites: ACCT 110.
ACCT 215 Advanced Accounting 3.0 SP
Prerequisites: ACCT 116 or ACCT 117.
MINS 208 Business Systems Analysis 3.0 FS
Prerequisites: MINS 018. Concurrent enrollment in or prior completion of ENGL 130 (for BIS majors).
Note: ACCT 210 or ACCT 215 may be selected only if not selected to fulfill another requirement in this pattern.

ENTERPRISE RESOURCE PLANNING (ERP) PATTERN: 18 units
6 courses required:
ACCT 117 SAP Accounting Applications 3.0 FA
Prerequisites: ACCT 115.
ACCT 230 Control/Perf Eval Using ERP 3.0 SP
Prerequisites: ACCT 110, ACCT 111, ACCT 115.
BIS 220 ERP: Systems Config and Use 3.0 FS
Prerequisites: MINS 208, permission of instructor.
MINS 118 Database Application Development 3.0 FS
Prerequisites: BIS 110, MINS 018.
MINS 208 Business Systems Analysis 3.0 FS
Prerequisites: MINS 018. Concurrent enrollment in or prior completion of ENGL 130 (for BIS majors).
MINS 214 Distributed Systems Management 3.0 FS
Prerequisites: BIS 110, MINS 019.
2 courses required:
ACCT 116 Intermediate Accounting II 3.0 FS
Prerequisites: ACCT 115.
ACCT 210 Advanced Cost Management Systems 3.0 FA
Prerequisites: ACCT 110.
4 courses selected from:
FIN 151 Investments 3.0 FS
Prerequisites: FIN 150.
FIN 155 Financial Management Theory 3.0 FS
Prerequisites: FIN 150.
FIN 160 Financial Institutions & Markets 3.0 FS
Prerequisites: FIN 150.
FIN 255 Financial Mgmt: Applications 3.0 FS
Prerequisites: FIN 155.
FIN 259 International Finance 3.0 FA
Prerequisites: FIN 150.
THE OPTION IN FINANCE: 24 units
Finance is a 24-unit option which you may complete in two semesters. The first semester, students will take FIN 151, FIN 155, and two electives.

Advising Pattern Course Requirements: 24 units
The following courses, or their approved transfer equivalents, are required depending upon the advising pattern chosen. Students must select one of the following advising patterns for completion of the major course requirements.

FINANCIAL MANAGEMENT PATTERN
4 courses required:
FIN 151 Investments 3.0 FS
Prerequisites: FIN 150.
FIN 155 Financial Management Theory 3.0 FS
Prerequisites: FIN 150.
FIN 160 Financial Institutions & Markets 3.0 FS
Prerequisites: FIN 150.
FIN 255 Financial Mgmt: Applications 3.0 FS
Prerequisites: FIN 155.
4 courses selected from:
ACCT 110 Cost Accounting 3.0 FS
Prerequisites: ACCT 016, BADM 003.
ACCT 115 Intermediate Accounting I 3.0 FS
Prerequisites: ACCT 016 and concurrent enrollment in, or prior completion of, ACCT 111.
ECON 101 Microeconomic Analysis 3.0 FS
Prerequisites: ECON 003.
ECON 102 Macroeconomic Analysis 3.0 FS
Prerequisites: ECON 002.
FIN 153 Estate Planning 3.0 FS
Prerequisites: FIN 150.
FIN 254 Financial Planning: Applications 3.0 FS
Prerequisites: FIN 151. Concurrent enrollment in or prior completion of FIN 153, FIN 156, and ACCT 127.
FIN 257 Investment Analysis and Policy 3.0 SP
Prerequisites: FIN 150, FIN 151.
FIN 258 Mgmt and Reg of Fin Institutions 3.0 SP
Prerequisites: FIN 150 and FIN 160, faculty permission.
FIN 259 International Finance 3.0 FA
Prerequisites: FIN 150.
FIN 298 Special Topics in Finance 1.0-3.0 FS
Prerequisites: Senior standing.
Note: FIN 298 must be taken for 3 units.
R E 101 Principles of Real Estate 3.0 FS
Prerequisites: ECON 002, ECON 003.
R E 169 Real Estate Finance 3.0 Inq
Prerequisites: R E 101.

FINANCIAL SERVICES PATTERN
4 courses required:
FIN 151 Investments 3.0 FS
Prerequisites: FIN 150.
FIN 155 Financial Management Theory 3.0 FS
Prerequisites: FIN 150.
FIN 160 Financial Institutions & Markets 3.0 FS
Prerequisites: FIN 150.
FIN 257 Investment Analysis and Policy 3.0 SP
Prerequisites: FIN 150, FIN 151.
4 courses selected from:
ACCT 110 Cost Accounting 3.0 FS
Prerequisites: ACCT 016, BADM 003.
ACCT 115 Intermediate Accounting I 3.0 FS
Prerequisites: ACCT 016 and concurrent enrollment in, or prior completion of, ACCT 111.
ACCT 127 Federal Income Taxes 3.0 FS
Prerequisites: ACCT 015, ACCT 016.
ECON 101 Microeconomic Analysis 3.0 FS
Prerequisites: ECON 003.
ECON 102 Macroeconomic Analysis 3.0 FS
Prerequisites: ECON 002.
FIN 153 Estate Planning 3.0 FS
Prerequisites: FIN 150.
FIN 254 Financial Planning: Applications 3.0 FS
Prerequisites: FIN 151. Concurrent enrollment in or prior completion of FIN 153, FIN 156, and ACCT 127.
FIN 257 Investment Analysis and Policy 3.0 SP
Prerequisites: FIN 150, FIN 151.
FIN 258 Mgmt and Reg of Fin Institutions 3.0 SP
Prerequisites: FIN 150 and FIN 160, faculty permission.
FIN 259 International Finance 3.0 FA
Prerequisites: FIN 150.
FIN 298 Special Topics in Finance 1.0-3.0 FS
Prerequisites: Senior standing.
Note: FIN 298 must be taken for 3 units.
R E 101 Principles of Real Estate 3.0 FS
Prerequisites: ECON 002, ECON 003.
R E 169 Real Estate Finance 3.0 Inq
Prerequisites: R E 101.
Business Administration

R E 101 Principles of Real Estate 3.0 FS
Prerequisites: ECON 002, ECON 005.
R E 169 Real Estate Finance 3.0 Inq
Prerequisites: R E 101.

THE OPTION IN HUMAN RESOURCE MANAGEMENT: 27 units

Students must complete this option in two or three semesters.

5 courses required:
BLAW 213 Employment Law 3.0 FS
Prerequisites: At least junior standing.
MGMT 230 HR Info Systems and Strategy 3.0 FA
Prerequisites: MGMT 131, MINS 110.
MGMT 232 Recruitment and Selection 3.0 FA
Prerequisites: MGMT 131.
MGMT 233 Training and Development 3.0 SP
Prerequisites: MGMT 131.
MGMT 234 Performance Management 3.0 SP
Prerequisites: MGMT 131.

4 courses selected from:
BLAW 214 Labor Law/Collective Bargaining 3.0 FS
Prerequisites: At least junior standing or faculty permission.
MGMT 235 Industrial Relations 3.0 Inq
Prerequisites: MGMT 180.
MGMT 237 Organizational Consulting 3.0 SP
Prerequisites: MGMT 131, MGMT 180.
MGMT 242 Managing Differences 3.0 FS
Prerequisites: At least junior standing.
MGMT 243 Managing Innovation and Change 3.0 FA
Prerequisites: MGMT 180.
MGMT 288 Special Topics in Management 1.0-3.0 FS
Prerequisites: Senior standing.

MGMT 298 must be taken for 3 units.

NOTE: Students must not count both BLAW 214 and MGMT 235.

THE OPTION IN MANAGEMENT: 27 units

Students may complete this option in two or three semesters.

Management Core: 9 units
BLAW 213 Employment Law 3.0 FS
Prerequisites: At least junior standing.
MGMT 243 Managing Innovation and Change 3.0 FA
Prerequisites: MGMT 180.
MGMT 284 Managing Project Teams 3.0 SP
Prerequisites: MGMT 180.

Advising Pattern: 18 units
Select one of the following three patterns to complete the Option in Management.

ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT PATTERN: 18 units

4 courses required:
MGMT 250 Assessing New Bus Opportunities 3.0 FA
Prerequisites: MGMT 180, MGMT 170.
MGMT 251 Creating New Businesses 3.0 SP
Prerequisites: MGMT 180, MGMT 170; FIN 150 or faculty permission.
MGMT 252 Growing New Businesses 3.0 SP
Prerequisites: MGMT 180, MGMT 170.
MKTG 297 Management of Small Business 3.0 FS
Prerequisites: Senior standing and business major.

2 courses selected from:
MGMT 189 Internship 1.0-3.0 FS
Prerequisites: Faculty permission.
MGMT 189 must be taken for 3 units.
MGMT 241 Managing Personal Success 3.0 FA
Prerequisites: MGMT 180.
MGMT 261 Managerial Strategy 3.0 FA
Prerequisites: FIN 150, MGMT 170.
MKTG 265 E-Marketing 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.
OR (the following course may be substituted for the above)
MKTG 275 Retailing 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.
MGMT 298 Special Topics in Management 1.0-3.0 FS
Prerequisites: Senior standing.
MGMT 298 must be taken for 3 units.

OPERATIONS MANAGEMENT PATTERN: 18 units

4 courses required:
POMG 246 Quality Management 3.0 FS
Prerequisites: POMG 143 or faculty permission.
POMG 248 Prod Mgmt & Control Systems 3.0 FS
Prerequisites: POMG 143.
SCMS 244 Purchasing & Supply Chain Mgmt 3.0 FS
Prerequisites: POMG 143.
SCMS 247 Prod Plan & Inventory Control 3.0 FS
Prerequisites: POMG 143.

2 courses selected from:
BLAW 214 Labor Law/Collective Bargaining 3.0 FS
Prerequisites: At least junior standing or faculty permission.
MGMT 189 Internship 1.0-3.0 FS
Prerequisites: Faculty permission.
MGMT 189 must be taken for 3 units.
MGMT 250 Assessing New Bus Opportunities 3.0 FA
Prerequisites: MGMT 180, MGMT 170.
MGMT 282 Seminar in Leadership 3.0 SP
Prerequisites: MGMT 180.
MGMT 298 Special Topics in Management 1.0-3.0 FS
Prerequisites: Senior standing.
MGMT 298 must be taken for 3 units.

ORGANIZATIONAL MANAGEMENT PATTERN: 18 units

4 courses required:
MGMT 242 Managing Differences 3.0 FS
Prerequisites: MGMT 180.
MGMT 245 International Management 3.0 FA
Prerequisites: MGMT 180.
MGMT 282 Seminar in Leadership 3.0 SP
Prerequisites: MGMT 180.
MGMT 283 Managing the Knowledge-Based Org 3.0 FA
Prerequisites: MGMT 180.

2 courses selected from:
BLAW 214 Labor Law/Collective Bargaining 3.0 FS
Prerequisites: At least junior standing or faculty permission.
MGMT 145 Negotiation Techn for Conflict 3.0 SP
Prerequisites: MGMT 180.
MGMT 289 Directed Internship 3.0 FS
Prerequisites: Faculty permission.
MGMT 189 Internship 1.0-3.0 FS
Prerequisites: Faculty permission.
MGMT 189 must be taken for 3 units.
MGMT 261 Managerial Strategy 3.0 FA
Prerequisites: MGMT 170.
MGMT 285 Transpersonal Leadership 3.0 Inq
Prerequisites: MGMT 180.
MGMT 298 Special Topics in Management 1.0-3.0 FS
Prerequisites: Senior standing.
MGMT 298 must be taken for 3 units.

THE OPTION IN MANAGEMENT INFORMATION SYSTEMS: 30 units

The MIS option requires 30 units. The sequencing of the classes is very important. Beginning with the wrong class is like taking the second year of a language without the first. Students should plan to take MINS 110 and MINS 114 in the first semester of the four-semester sequence. Those students who have taken MINS 110 may complete the option in three more semesters, taking MINS 118 and MINS 114 in their first semester.

Note: The Option in Management Information Systems will be terminated upon final approval of the Business Information Systems major (which is under review at the time of catalog publication). Please ask a business adviser about the current status of this option.

7 courses required:
MINS 114 Business Programming 3.0 FS
Prerequisites: CSCI 015A.
MINS 116 Intermed Business Programming 3.0 FS
Prerequisites: MINS 114.
MINS 118 Database Application Development 3.0 FS
Prerequisites: BIS 110, MINS 018.
MINS 208 Business Systems Analysis 3.0 FS
Prerequisites: MINS 018. Concurrent enrollment in or prior completion of ENGL 130 (for BIS majors).
MINS 210 Structured Systems Design 3.0 FS
Prerequisites: MINS 114, MINS 208.
MINS 214 Distributed Systems Management 3.0 FS
Prerequisites: BIS 110, MINS 019.
MINS 216 Mgmt Issues for MIS Professional 3.0 FS
Prerequisites: MINS 210 or concurrent enrollment in MINS 210.
3 courses selected from:

BIS 220 ERP: Systems Config and Use 3.0 FS
Prerequisites: MINS 118, permission of instructor.

BIS 224 Business Programming with ABAP 3.0 FS
Prerequisites: CSCI 015A, permission of instructor, either BIS 220 or MINS 222.

CDES 112 Intro to WWW Design & Publishing 3.0 FS
Prerequisites: CDDES 010, CDDES 012, or faculty permission.

CDES 212 Advanced WWW Design & Publishing 3.0 FS
Prerequisites: CDDES 112.

CSCI 051A Assembly Language Programming 3.0 FS
Prerequisites: CSCI 015B.

CSCI 065 Using the UNIX Operating System 3.0 FS
Prerequisites: CSCI 151.

CSCI 215 Object-Oriented Programming 3.0 FA
Prerequisites: CSCI 211.

CSCI 220 Expert Systems and Applications 3.0 SP
Prerequisites: Grade of C- or better in CSCI 151.

CSCI 223 Artificial Intelligence 3.0 FA
Prerequisites: Grade of C- or better in CSCI 151.

CSCI 257 Fundamental UNIX System Admin. 3.0 SP
Prerequisites: CSCI 157 or permission of instructor.

CSCI 271C 3.0 FS

Prerequisites: Concurrent enrollment in or prior completion of MINS 214 and instructor permission.

MINS 298A Spec Topics Mgmt Info Systems 1.0-3.0 FS
Prerequisites: Senior standing.

NOTE: The following electives may be appropriately applied to the Option in Management Information Systems only if you are completing two options for this degree.

ACCT 110 Cost Accounting 3.0 FS
Prerequisites: ACCT 016, BADM 003.

ACCT 111 Accounting Info Systems/Control 3.0 FS
Prerequisites: Concurrent enrollment in or prior completion of ACCT 016 and BIS 110 or MINS 110.

ACCT 115 Intermediate Accounting I 3.0 FS
Prerequisites: ACCT 016 and concurrent enrollment in, or prior completion of ACCT 111.

ACCT elective courses will count toward completion of the MIS Option only for students who complete a second Option in Accounting.

MGMT 230 HR Info Systems and Strategy 3.0 FA
Prerequisites: MGMT 131, MINS 110.

MGMT 243 Managing Innovation and Change 3.0 FA
Prerequisites: MGMT 180.

MGMT 284 Managing Project Teams 3.0 SP
Prerequisites: MGMT 180.

Management (MGMT) elective courses will count toward completion of the MIS Option only for students who complete a second Option in Human Resource Management.

POMG 145 Prod Management for Operations 3.0 SP
Prerequisites: POMG 143.

POMG 248 Prod Mgmt & Control Systems 3.0 FS
Prerequisites: POMG 143.

SCMS 244 Purchasing & Supply Chain Mgmt 3.0 FS
Prerequisites: POMG 143.

SCMS 247 Prod Plan & Inventory Control 3.0 FS
Prerequisites: POMG 143.

Production and Operations Management (POMG) elective courses will count toward completion of the MIS Option only for students who complete a second Option in Production and Operations Management.

THE OPTION IN MARKETING: 24 units

The 24-unit Marketing option is a three-semester sequence of courses beginning with MKTG 171. This option credits internship units as part of the program.

3 courses required:

MKTG 171 Consumer Behavior 3.0 FS
Prerequisites: MKTG 170.

MKTG 180 Marketing Research 3.0 FS
Prerequisites: BADM 003, MKTG 170.

MKTG 279 Strategic Marketing Management 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

15 units selected from:

MKTG 189 Intern/Cooperative Education 1.0-3.0 FS
Prerequisites: Senior standing.

MKTG 191 Simulation Laboratory Marketing 1.0 FS
Prerequisites: BADM 003, MKTG 180.

MKTG 199 Special Problems 1.0-3.0 FS
Prerequisites: MKTG 170.

MKTG 265 E-Marketing 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

MKTG 270 Sales Force Management 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

MKTG 271 Distrib Systems & Channel Mgmt 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

This course is the same as SCMS 271 which may be substituted.

MKTG 272 Advertising/Mktg Communications 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

MKTG 273 Strategic Personal Selling 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

MKTG 274 Market Analysis 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

MKTG 275 Retailing 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

MKTG 276 Business Marketing 3.0 Inq
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

MKTG 277 International Marketing 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

MKTG 278 Service Marketing 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.

MKTG 297 Management of Small Business 3.0 FS
Prerequisites: Senior standing and business major.

MKTG 298 Special Topics in Marketing 1.0-3.0 FS
Prerequisites: Senior standing.

NOTE: No more than 3 units of MKTG 189, MKTG 191, or MKTG 199 may be used to meet major requirements. MKTG 298 must be taken as 298C for 3 units.

THE OPTION IN PRODUCTION AND OPERATIONS MANAGEMENT: 24 units

Note: The Option in Production and Operations Management will be terminated upon final approval of the Business Information Systems major (which is under review at the time of catalog publication). Please ask a business adviser about the current status of this option.

4 courses required:

POMG 246 Quality Management 3.0 FS
Prerequisites: POMG 143 or faculty permission.

POMG 248 Prod Mgmt & Control Systems 3.0 FS
Prerequisites: POMG 143.

SCMS 244 Purchasing & Supply Chain Mgmt 3.0 FS
Prerequisites: POMG 143.

SCMS 247 Prod Plan & Inventory Control 3.0 FS
Prerequisites: POMG 143.

1 course selected from:

ACCT 110 Cost Accounting 3.0 FS
Prerequisites: ACCT 016, BADM 003.

MINS 118 Database Application Development 3.0 FS
Prerequisites: ISCS 110, MINS 018.

MINS 180 Cost Management for Operations 3.0 SP
Prerequisites: ISCS 110, MINS 018.

POMG 145 Cost Management for Operations 3.0 SP
Prerequisites: POMG 143.

1 course selected from:

BIS 220 ERP: Systems Config and Use 3.0 FS
Prerequisites: MINS 208, permission of instructor.

BIS 241 Product/Operations Mgmt Applic 3.0 FS
Prerequisites: POMG 143 and senior standing.

MGMT 284 Managing Project Teams 3.0 SP
Prerequisites: MGMT 180.

POMG 189 Intern/Cooperative Education 1.0-3.0 FS
Prerequisites: Senior standing.

POMG 189 must be taken for 3 units.
Business Administration

2 courses selected from:
ACCT 110 Cost Accounting 3.0 FS
Prerequisites: ACCT 016, BADM 003.
ACCT 111 Accounting Info Systems/Control 3.0 FS
Prerequisites: Concurrent enrollment in or prior completion of ACCT 016 and BADM 110 or MINS 110.
BIS 220 ERP: Systems Config & Use 3.0 FS
Prerequisites: MINS 208, permission of instructor.
BIS 241 Product/Operations Mgmt Applic 3.0 FS
Prerequisites: POMG 143 and senior standing.
BLAW 213 Employment Law 3.0 FS
Prerequisites: At least junior standing.
CSCI 065 Using the UNIX Operating System 3.0 FS
MFGT 041 Introduction to Plastics 3.0 FA
Prerequisites: CHEM 027, Recommended: CHEM 028, MATH 005.
MFGT 051 Intro Manufacturing Engineering 3.0 FS
MFGT 104 Materials & Quality Testing 3.0 SP
Prerequisites: MFGT 041, MFGT 051. Recommended: MATH 006, PHYS 002A.
MFGT 124 Solids Modeling for Manufacture 3.0 FA
Prerequisites: M E 025.
MGMT 232 Recruitment and Selection 3.0 FA
Prerequisites: MGMT 131.
MGMT 233 Training and Development 3.0 SP
Prerequisites: MGMT 131.
MGMT 243 Managing Innovation and Change 3.0 FA
Prerequisites: MGMT 180.
MGMT 284 Managing Project Teams 3.0 SP
Prerequisites: MGMT 180.
MINS 114 Business Programming 3.0 FS
Prerequisites: CSCI 015A.
MINS 118 Database Application Development 3.0 FS
Prerequisites: BIS 110, MINS 018.
MINS 208 Business Systems Analysis 3.0 FS
Prerequisites: MINS 018. Concurrent enrollment in or prior completion of ENGL 130 (for BIS majors).
MKTG 275 Retailing 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.
MKTG 278 Service Marketing 3.0 FS
Prerequisites: MKTG 170, MKTG 171, MKTG 180.
POMG 298 Spec Top Product/Operation Mgmt 1.0-3.0 FS
Prerequisites: Senior standing.
POMG 298 must be taken for 3 units.
QBAN 144 Decision Models for Business 3.0 FA
Prerequisites: BADM 003.
QBAN 240 Multiple Regression/Forecasting 3.0 SP
Prerequisites: BADM 003.

Note: ACCT 110, BIS 241, MGMT 284 MINS 118, and MINS 220 may be selected only if not selected to fulfill another requirement in this option.

Electives Requirement:
To complete the total units required for the bachelor’s degree, select additional elective courses from the total university offerings. You should consult with an adviser regarding the selection of courses which will provide breadth to your university experience and apply to a supportive second major or minor.

Grading Requirement:
All courses taken to fulfill major course requirements must be taken for a letter grade, except those courses specified by the department as Credit/No Credit grading only.

Advising Requirement:
Advising is mandatory for all majors in this degree program. Consult your undergraduate adviser for specific information.
Consult the Office of the Coordinator of Undergraduate Programs (GLNN 323) for specifics.

Honors in the Major
Honors in the Major is a program of independent work in your major. It involves 6 units of honors course work completed over two semesters.
Your Honors work will be recognized at your graduation, on your permanent transcripts, and on your diploma. It is often accompanied by letters of commendation from your mentor in the department or the department chair. Most importantly, however, the Honors in the Major program allows you to work closely with a faculty mentor in your area of interest on an original performance or research project. This year-long collaboration allows you to work in your field at a professional level and culminates in a public presentation of your work. Students sometimes take their projects beyond the university for submission in professional journals, presentation at conferences, or competition in shows; such experience is valuable for graduate school and later professional life.

Some common features of Honors in the Major program are

1. You must take 6 units of Honors in the Major course work. At least 3 of these 6 units are independent study (299H) as specified by your department. You must complete each class with a minimum grade of B.
2. You must have completed 9 units of upper-division course work or 21 overall units in your major before you can be admitted to Honors in the Major. Check the requirements carefully, as there may be specific courses that must be included in these units.
3. Your cumulative GPA should be at least 3.5 or within the top 5 percent of majors in your department.
4. Your GPA in your major should be at least 3.5 or within the top 5 percent of majors in your department.
5. Most students apply for or are invited to participate in Honors in the Major during the second semester of their junior year. Then they complete the 6 units of course work over the two semesters of their senior year.
6. Your honors work culminates with a public presentation of your Honors project.

While Honors in the Major is part of the Honors Program, each department administers its own program. Please contact your major department or major adviser for further information.

Honors in Business
Students may apply for admission to the Honors in the Major Program in the College of Business through any of the options offered. An honors student must meet all the requirements of the chosen option with a grade point average that places him or her in the top 5 percent of students enrolled within the option or must have at least a 3.5 grade point average in the business major. Each honors student must also complete 6 units of the honors course in his or her option with a grade of B or better. These units must result in a research paper which is publicly presented. See BADM 299H and courses numbered 299H in each option of the course offerings section. Please consult your undergraduate adviser (GLNN 323) for specific information.
### Declaring a Business Information Systems Major

Note: This program is pending final approval at the time of catalog publication. Please consult with a business adviser about the current status of the program.

Students who declared a business administration major prior to fall 2003, whether at a community college or at CSU, Chico, may remain with the previous catalog or choose the current one. You must follow the complete set of course requirements from whichever catalog you choose. See your adviser for help with this decision.

To declare a BIS major, you must first complete MATH 045, MATH 047/BADM 003, and ENGL 001 with a verified grade of C or higher in each course. If you receive a C- or lower in one of the lower-division core classes, you must repeat it. The first three lower-division core classes that students should complete are MATH 045, MATH 047/BADM 003, and ENGL 001. See your adviser for details.

You will want to read more about our program at the College of Business home pages on the Web. There you can read special advising information for first-year and transfer students. You can find out what courses you should be taking. You can link to home pages for advisers and faculty members. Begin with the College of Business home page (http://www.cob.csuchico.edu/).

If you have any questions about your major or if you want a list of approved transfer equivalents, write, visit, e-mail, or call: The Business Undergraduate Advising Office College of Business, Glenn Hall 323 California State University, Chico Chico, CA 95929-0021 530-898-4480 e-mail: bund@csuchico.edu

### THE BACHELOR OF SCIENCE IN BUSINESS INFORMATION SYSTEMS

#### Total Course Requirements for the Bachelor’s Degree: 128 units

See “Requirements for the Bachelor’s Degree” in The University Catalog for complete details on general degree requirements. A minimum of 40 units, including those required for the major, must be upper division.

The department has prepared a suggested Four Year Advising Plan to help students meet all graduation requirements within four years. Please request a plan from your major adviser or view it and other current advising information on the CSU, Chico Web.

#### General Education Requirements: 48 units

See “General Education Requirements” in The University Catalog and The Class Schedule for the most current information on General Education Requirements and course offerings. The course requirements marked below with an asterisk (*) may also be applied toward General Education.

#### Cultural Diversity Course Requirements: 6 units

See “Cultural Diversity” in The University Catalog. Most courses used to satisfy these requirements may also apply to General Education.

#### American Institutions Requirement: 6 units

See the “American Institutions Requirement” under “Bachelor’s Degree Requirements.” This requirement is normally fulfilled by completing HIST 050 and POLS 055. Courses used to satisfy this requirement do not apply to General Education.

#### Literacy Requirement

See “Mathematics and Writing Requirements” in The University Catalog. Writing proficiency in the major is a graduation requirement and may be demonstrated through satisfactory completion of a course in your major which has been designated as the Writing Proficiency (WP) course for the semester in which you take the course. Students who earn below a C- are required to repeat the course and earn a C- or better to receive WP credit. See The Class Schedule for the designated WP courses for each semester. You must pass ENGL 001 (or its equivalent) with a C- or better before you may register for a WP course.

#### Course Requirements for the Major: 81-84 units

The following courses, or their approved transfer equivalents, are required of all candidates for this degree. Additional required courses, dependent upon a selected option or advising pattern, are outlined following the degree core program requirements.

#### Pre-Business Information Systems Major

Pre-business students achieve Business Information Systems status upon completion of MATH 045 and MATH 047 (or BADM 003) and ENGL 001 with a grade of C or better.

#### DEGREE CORE PROGRAM: 57 units

**Lower-Division Core: 30 units**

<table>
<thead>
<tr>
<th>Course Code</th>
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<th>Units</th>
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</tr>
</thead>
<tbody>
<tr>
<td>ACCT 015</td>
<td>Intro to Financial Accounting</td>
<td>3.0</td>
<td>FS</td>
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<td>ACCT 016</td>
<td>Intro to Managerial Accounting</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>CSCI 014</td>
<td>Introduction to Computer Science</td>
<td>3.0</td>
<td>FS</td>
</tr>
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</table>
| ECON 002    | Principles of Micro Analysis       | 3.0   | FS    *
| ECON 003    | Principles of Micro Analysis       | 3.0   | FS    *
| MATH 045    | Finite Mathematics for Business    | 3.0   | FS    *
| MATH 047    | Statistics of Business & Econ      | 3.0   | FS    |
| MINS 018    | Database Design                    | 3.0   | FS    |
| MINS 019    | Data Communications & Networking   | 3.0   | FS    |
| PRG 002     | Logic and Critical Thinking        | 3.0   | FS    *

**Upper-Division Core: 27 units**

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<td>BLAW 100</td>
<td>Managing the Legal Environment</td>
<td>3.0</td>
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<tr>
<td>ENGL 130</td>
<td>Report Writing</td>
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<tr>
<td>FIN 150</td>
<td>Survey of Finance</td>
<td>3.0</td>
<td>FS</td>
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<td>MGMT 180</td>
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<td>3.0</td>
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<td>MINS 208</td>
<td>Business Systems Analysis</td>
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<td>MKTG 170</td>
<td>Survey of Marketing</td>
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<td>POMG 143</td>
<td>Operations Management</td>
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| PHIL 002    | Logic and Critical Thinking         | 3.0   | FS    *

#### Pre-Business Information Systems Major

Pre-business students achieve Business Information Systems status upon completion of MATH 045 and MATH 047 (or BADM 003) and ENGL 001 with a grade of C or better.

#### DEGREE CORE PROGRAM: 57 units

**Lower-Division Core: 30 units**

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| MATH 047    | Statistics of Business & Econ      | 3.0   | FS    |
| MINS 018    | Database Design                    | 3.0   | FS    |
| MINS 019    | Data Communications & Networking   | 3.0   | FS    |
| PRG 002     | Logic and Critical Thinking        | 3.0   | FS    *

**Upper-Division Core: 27 units**

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#### Major Option Course Requirements: 24-27 units

The following courses, or their approved transfer equivalents, are required dependent upon the option chosen. Students must select one of the following options for completion of the major course requirements.

**Note:** For BIS majors, Business Information Systems status is required to register for all option classes.

### THE OPTION IN ACCOUNTING INFORMATION SYSTEMS: 27 units

Accounting requires a three-to-four-semester sequence of classes. Students may not complete this 27-unit option in fewer than three semesters. During the first semester, students take ACCT 110, ACCT 111, and ACCT 115.

#### Accounting Foundation: 18 units

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<td>Cost Accounting</td>
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<td>FS</td>
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<td>ACCT 111</td>
<td>Accounting Info Systems/Control</td>
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<td>ACCT 115</td>
<td>Intermediate Accounting</td>
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<tr>
<td>ACCT 117</td>
<td>SAP Accounting Applications</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>ACCT 221</td>
<td>Auditing</td>
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235
B u s i n e s s   A d m i n i s t r a t i o n

ACCT 230  Plan/Control/Perf Eval Using ERP 3.0 SP
Prerequisites: ACCT 110, ACCT 111, ACCT 112.

Accounting Electives: 9 units
3 courses selected from:
ACCT 127 Federal Income Taxes 3.0 FS
Prerequisites: ACCT 015, ACCT 016.
ACCT 223 Information Technology Auditing 3.0 SP
Prerequisites: ACCT 222.
BIS 220 ERP: Systems Config and Use 3.0 FS
Prerequisites: MINS 208, permission of instructor.
CSCI 015A Programming and Algorithms I 3.0 FS
Prerequisites: At least one year of high school algebra and strong computer skills or CSCI 014.
MINS 118 Database Application Development 3.0 FS
Prerequisites: BIS 110, MINS 018.
MINS 217 Security & Privacy Issues in IT 3.0 FA
Prerequisites: MINS 019.

THE OPTION IN MANAGEMENT INFORMATION SYSTEMS: 27 units
Advising is mandatory to understand class sequencing and prerequisite requirements.

MIS Foundation: 18 units
6 courses required:
CSCI 015A Programming and Algorithms I 3.0 FS
Prerequisites: At least one year of high school algebra and strong computer skills or CSCI 014.
MINS 114 Business Programming 3.0 FS
Prerequisites: CSCI 015A.
MINS 116 Intermed Business Programming 3.0 FS
Prerequisites: MINS 114.
MINS 118 Database Application Development 3.0 FS
Prerequisites: BIS 110, MINS 018.
MINS 210 Structured Systems Design 3.0 FS
Prerequisites: MINS 114, MINS 208.
MINS 214 Distributed Systems Management 3.0 FS
Prerequisites: BIS 110, MINS 019.

MIS Electives: 9 units
3 courses selected from:
BIS 220 ERP: Systems Config and Use 3.0 FS
Prerequisites: MINS 208, permission of instructor.
BIS 224 Business Programming with ABAP 3.0 FS
Prerequisites: CSCI 015A, permission of instructor; either BIS 220 or MINS 222.
CSCI 051A Assembly Language Programming 3.0 FS
Prerequisites: CSCI 015B.
CSCI 057 Introduction to UNIX Operating System 3.0 FS
CSCI 065 Using the UNIX Operating System 3.0 FS
CSCI 157 UNIX Power Utilities Shell Prgm 3.0 FA
MINS 212 Decision Support Software 3.0 FS
Prerequisites: MINS 118.
MINS 215 Adv Distributed Systems Mgmt 3.0 FS
Prerequisites: MINS 214 and permission of instructor.
MINS 218 Database Administration 3.0 FS
Prerequisites: MINS 118 and instructor permission.
MINS 219 E-Com & Client Server Computing 3.0 FS
Prerequisites: MINS 208, prior completion or concurrent enrollment in MINS 214.
BIS 222 ERP: Systems Adm 3.0 FS
Prerequisites: Concurrent enrollment in or prior completion of MINS 214 and instructor permission.
MINS 290 Spec Topics Mgmt Info Systems 1.0-3.0 FS
Prerequisites: Senior standing.
MINS 298 must be taken for 3 units
Note: Prerequisites for CSCI courses are waived for BIS option students, but course content is unchanged.

THE OPTION IN SUPPLY CHAIN MANAGEMENT SYSTEMS: 24 units
Supply Chain Management Foundation: 15 units
5 courses required:
POMG 246 Quality Management 3.0 FS
Prerequisites: POMG 143 or faculty permission.
POMG 248 Prod Mgmt & Control Systems 3.0 FS
Prerequisites: POMG 143.
SCMS 244 Purchasing & Supply Chain Mgmt 3.0 FS
Prerequisites: POMG 143.
SCMS 247 Prod Plan & Inventory Control 3.0 FS
Prerequisites: POMG 143.

SCMS 271 Distrib Systems & Channel Mgmt 3.0 FS
Prerequisites: MKTG 170.
This course is the same as MKTG 271 which may be substituted.

Supply Chain Management Systems Electives: 9 units
3 courses selected from:
BIS 220 ERP: Systems Config and Use 3.0 FS
Prerequisites: MINS 208, permission of instructor.
BIS 224 Business Programming with ABAP 3.0 FS
Prerequisites: CSCI 015A, permission of instructor; either BIS 220 or MINS 222.
BIS 241 Product/Operations Mgmt Applic 3.0 FS
Prerequisites: POMG 143 and senior standing.
CSCI 015A Programming and Algorithms I 3.0 FS
Prerequisites: At least one year of high school algebra and strong computer skills or CSCI 014.
MINS 114 Business Programming 3.0 FS
Prerequisites: CSCI 015A.
MINS 118 Database Application Development 3.0 FS
Prerequisites: BIS 110, MINS 018.
MINS 210 Structured Systems Design 3.0 FS
Prerequisites: MINS 114, MINS 208.
SCMS 189 Internship/Cooperative Education 1.0-3.0 FS
Prerequisites: Senior standing.
SCMS 189 must be taken for 3 units.
SCMS 298 Spec Topics in SCMS 1.0-3.0 FS
Prerequisites: Senior standing.
SCMS 298 must be taken for 3 units.

Electives Requirement:
To complete the total units required for the bachelor’s degree, select additional elective courses from the total university offerings. You should consult with an adviser regarding the selection of courses which will provide breadth to your university experience and apply to a supportive second major or minor.

Grading Requirement:
All courses taken to fulfill major course requirements must be taken for a letter grade, except those courses specified by the department as Credit/No Credit grading only.

Advising Requirement:
Advising is mandatory for all majors in this degree program. Consult your undergraduate adviser for specific information.

For information consult the Office of the Coordinator of Undergraduate Programs (Glen 323) for specifics.

Honors in the Major
Honors in the Major is a program of independent work in your major. It involves 6 units of honors course work completed over two semesters. Your Honors work will be recognized at your graduation, on your permanent transcripts, and on your diploma. It is often accompanied by letters of commendation from your mentor in the department or the department chair. Most importantly, however, the Honors in the Major program allows you to work closely with a faculty mentor in your area of interest on an original performance or research project. This year-long collaboration allows you to work in your field at a professional level and culminates in a public presentation of your work. Students sometimes take their projects beyond the university for submission in professional journals, presentation at conferences, or competition in shows; such experience is valuable for graduate school and later professional life.

Some common features of Honors in the Major program are:
1. You must take 6 units of Honors in the Major course work. At least 3 of these 6 units are independent study (299H) as specified by your department. You must complete each class with a minimum grade of B.
2. You must have completed 9 units of upper-division course work or 21 overall units in your major before you can be admitted to Honors in the Major. Check the requirements carefully, as there may be specific courses that must be included in these units.
3. Your cumulative GPA should be at least 3.5 or within the top 5 percent of majors in your department.
4. Your GPA in your major should be at least 3.5 or within the top 5 percent of majors in your department.
5. Most students apply for or are invited to participate in Honors in the Major during the second semester of their junior year. Then they complete the 6 units of course work over the two semesters of their senior year.
6. Your honors work culminates with a public presentation of your Honors project.

It involves 6 units of honors course work completed over two semesters.
While Honors in the Major is part of the Honors Program, each department administers its own program. Please contact your major department or major adviser for further information.

Honors in Business
Students may apply for admission to the Honors in the Major Program in the College of Business through any of the options offered. An honors student must meet all the requirements of the chosen option with a grade point average that places him or her in the top five percent of students enrolled within the option or must have at least a 3.5 grade point average in the business major. Each honors student must also complete 6 units of the honors courses in his or her option with a grade of B or better. These units must result in a research paper which is publicly presented. See BADM 299H and courses numbered 299H in each option of the course offerings section. Please consult your business adviser (GLNN 323) for specific information.

THE MINOR IN ACCOUNTING
The Minor in Accounting is open to non-business administration majors as well as students majoring in business administration options other than accounting.

Course Requirements for the Minor: 21 units
The following courses, or their approved transfer equivalents, are required of all candidates for this minor.

4 courses required:
ACCT 015 Intro to Financial Accounting 3.0 FS
ACCT 016 Intro to Managerial Accounting 3.0 FS
Prerequisites: ACCT 015 or ABUS 083 for ABUS majors only.
ACCT 111 Accounting Info Systems/Control 3.0 FS
Prerequisites: Concurrent enrollment in or prior completion of ACCT 016 and BIS 110 or MINS 110.
ACCT 115 Intermediate Accounting I 3.0 FS
Prerequisites: ACCT 016 and concurrent enrollment in, or prior completion of, ACCT 111.

1 course selected from:
BIS 110 Enterprise Tech Integration 3.0 FS
Prerequisites: At least two of the following courses: CSCI 014, CSCI 015A, MINS 018, MINS 020.
MINS 110 Corporate Tech Integration 3.0 FS

1 course selected from:
ACCT 116 Intermediate Accounting II 3.0 FS
Prerequisites: ACCT 115.
ACCT 117 SAP Accounting Applications 3.0 FS
Prerequisites: ACCT 111.

1 course selected from:
ACCT 110 Cost Accounting 3.0 FS
Prerequisites: ACCT 016, BADM 003.
ACCT 127 Federal Income Taxes 3.0 FS
Prerequisites: ACCT 015, ACCT 016.
ACCT 215 Advanced Accounting 3.0 SP
Prerequisites: ACCT 116 or ACCT 117.
ACCT 226 Accounting Theory 3.0 Inq
Prerequisites: ACCT 116.
MINS 018 Database Design 3.0 FS
NOTE: At least 15 units applied to the minor must be in excess of those used to satisfy business major requirements.

THE MINOR IN BUSINESS ADMINISTRATION
The Minor in Business Administration is not open to students majoring in Business.

Course Requirements for the Minor: 24 units
The following courses, or their approved transfer equivalents, are required of all candidates for this minor.

8 courses required:
ACCT 015 Intro to Financial Accounting 3.0 FS
ACCT 016 Intro to Managerial Accounting 3.0 FS
Prerequisites: ACCT 015 or ABUS 083 for ABUS majors only.
BLAW 100 Managing the Legal Environment 3.0 FS
Prerequisites: At least junior standing.
ECO N 003 Principles of Micro Analysis 3.0 FS *
FIN 150 Survey of Finance 3.0 FS
Prerequisites: ACCT 015, ECON 003.
MGMT 180 Managing People, Bus Proc, & Chg 3.0 FS
MKTG 170 Survey of Marketing 3.0 FS
MINS 110 Corporate Tech Integration 3.0 FS

THE MINOR IN INTERNATIONAL BUSINESS
Course Requirements for the Minor: 30 units
The following courses, or their approved transfer equivalents, are required of all candidates for this minor.

9 courses required:
ACCT 015 Intro to Financial Accounting 3.0 FS
ACCT 123 International Accounting 3.0 Inq
ECO N 003 Principles of Micro Analysis 3.0 FS *
FIN 150 Survey of Finance 3.0 FS
Prerequisites: ACCT 015, ECON 003.
FIN 259 International Finance 3.0 FA
Prerequisites: FIN 150.
MGMT 245 International Management 3.0 FA
Prerequisites: MGMT 180.
MGMT 180 Managing People, Bus Proc, & Chg 3.0 FS
MKTG 170 Survey of Marketing 3.0 FS
MKTG 277 International Marketing 3.0 FS

1 course selected from:
ANTH 103 Cultural Anthropology 3.0 FS
CMST 125 Intercultural Comm Theory/Pract 3.0 FS Eth
ECO N 175 Developing Countries 3.0 FS
Prerequisites: ECON 003.
GEOG 101 Global Economic Geography 3.0 FS NW
MGMT 222 Conduct International Business 3.0 Inq
MGMT 236 International HRM 3.0 Inq
Prerequisites: MGMT 180.
MGMT 246 Intl Business Transactions 3.0 Inq
POLS 141 International Relations 3.0 FS *
NOTE: At least 15 units applied to the minor must be in excess of those used to satisfy business major requirements.

THE MINOR IN MANAGING DIVERSITY IN ORGANIZATIONS
Course Requirements for the Minor: 24 units
The following courses, or their approved transfer equivalents, are required of all candidates for this minor.

Foundation: 9 units
3 courses required:
MCGS 055 Intro Multicultural/Gender Std 3.0 FS *Eth
MGMT 131 Human Resource Management 3.0 FS
MGMT 180 Managing People, Bus Proc, & Chg 3.0 FS

Breadth: 9 units
1 course selected from:
MGMT 233 Training and Development 3.0 SP
Prerequisites: MGMT 180.
MGMT 243 Managing Innovation and Change 3.0 FA
Prerequisites: MGMT 180.

1 course selected from:
CMST 120 Gender and Communication 3.0 FS *
CMST 125 Intercultural Comm Theory/Pract 3.0 FS Eth
MGMT 145 Negotiation Techn for Conflict 3.0 SP

1 course selected from:
MGMT 242 Managing Differences 3.0 FS
MGMT 245 International Management 3.0 FA
Prerequisites: MGMT 180.

Capstone: 6 units
2 courses required:
MCGS 289 Internship in MCGS 1.0-3.0 FS
Students must take at least 3 units of internship.
MCGS 295 Senior Seminar in MCGS 3.0 FS
Prerequisites: ENG 001 (or its equivalent) with a grade of C- or higher.
THE MINOR IN THE MANAGEMENT OF HUMAN RESOURCES

This minor is open to non-Business majors as well as students majoring in Business in options other than Management or Human Resource Management.

Course Requirements for the Minor: 21 units

The following courses, or their approved transfer equivalents, are required of all candidates for this minor.

3 courses required:
- BLAW 213 Employment Law 3.0 FS
- MGMT 131 Human Resource Management 3.0 FS
- MGMT 180 Managing People, Bus Proc, & Chg 3.0 FS

1 course selected from:
- HCSV 237 Mgmt of Health Services Organiz 3.0 FA
- POMG 143 Operations Management 3.0 FS

Prerequisites: Business Administration of Business Information Systems status required for business majors. Completion of General Education Breadth Area A4 requirements required for all majors.

SO CI 131 Work and Family Issues 3.0 FS *
SO CI 183 Sociology of Human Stress 3.0 FS *

3 courses selected from:
- MGMT 129 Communication in Business 3.0 FS
- MGMT 145 Negotiation Techn for Conflict 3.0 SP
- MGMT 237 Organizational Consulting 3.0 SP
- MGMT 241 Managing Personal Success 3.0 FA
- MGMT 242 Managing Differences 3.0 FS
- MGMT 282 Seminar in Leadership 3.0 SP
- MGMT 285 Transpersonal Leadership 3.0 Inq
- MGMT 289 Directed Internship 3.0 FS

Prerequisites: MGMT 131 and faculty permission.

Any major’s 289 internship may be substituted. MGMT 298 Special Topics in Management 1.0-3.0 FS

Prerequisites: Senior standing.

MGMT 298 must be taken for 3 units.

At least 15 units applied to the minor must be in excess of those used to satisfy business major requirements.

THE MINOR IN MANAGEMENT INFORMATION SYSTEMS

This minor is open to non-business information systems (BIS) majors.

Course Requirements for the Minor: 18 units

The following courses, or their approved transfer equivalents, are required of all candidates for this minor.

6 courses required:
- BIS 110 Enterprise Tech Integration 3.0 FS
- CSCI 014 Introduction to Computer Science 3.0 FS
- CSCI 015A Programming and Algorithms I 3.0 FS
- MINS 018 Database Design 3.0 FS
- MINS 019 Data Communications & Networking 3.0 FS
- MINS 208 Business Systems Analysis 3.0 FS

Prerequisites: MINS 018. Concurrent enrollment in or prior completion of ENGL 130 (for BIS majors).

At least 15 units applied to the minor must be in excess of those used to satisfy business major requirements.

THE MINOR IN MARKETING

The Minor in Marketing is open to non-Business Administration majors as well as students majoring in Business Administration options other than Marketing.

Course Requirements for the Minor: 21 units

The following courses, or their approved transfer equivalents, are required of all candidates for this minor.

2 courses required:
- MKTG 170 Survey of Marketing 3.0 FS
- MKTG 171 Consumer Behavior 3.0 FS

Prerequisites: MKTG 170.

3 courses selected from:
- MKTG 180 Marketing Research 3.0 FS
- MKTG 265 E-Marketing 3.0 FS
- MKTG 270 Sales Force Management 3.0 FS
- MKTG 271 Distrib Systems & Channel Mgmt 3.0 Inq
- MKTG 272 Advertising/Mktg Communications 3.0 FS
- MKTG 273 Strategic Personal Selling 3.0 FS
- MKTG 274 Market Analysis 3.0 FS
- MKTG 275 Retailing 3.0 FS
- MKTG 276 Business Marketing 3.0 Inq
- MKTG 277 International Marketing 3.0 FS
- MKTG 278 Service Marketing 3.0 FS
- MKTG 279 Strategic Marketing Management 3.0 FS

Prerequisites: MKTG 170, MKTG 171, MKTG 180.

6 units selected from:

Non-Business Administration majors may select 6 units from any courses within the College of Business, other than those required for this minor, for which you meet the prerequisites. Business Administration majors may select any upper-division course within the College of Business, other than those required for this minor, for which you meet the prerequisites. Upper-division marketing-related courses offered by another academic department (e.g., RECR 222, Leisure Services Promotion; GEOG 216, Location Analysis) may also be taken but require prior approval by the chair of the Department of Finance and Marketing or the College of Business Undergraduate Programs Adviser.

NOTE: At least 15 units applied to the minor must be in excess of those used to satisfy business major requirements.

Written Notice

Departmental approval is required before you begin course work for this minor. Approval can be obtained by providing written notice of your intention to declare this minor. Be sure to file a Declaration of Minor form, obtainable in the College of Business Undergraduate Advising Office.

THE MINOR IN PRODUCTION AND OPERATIONS MANAGEMENT

The Minor in Production and Operations Management is open to non-business administration majors as well as students majoring in Business Administration options other than production and operations management.

Course Requirements for the Minor: 21 units

The following courses, or their approved transfer equivalents, are required of all candidates for this minor.

4 courses required:
- ACCT 015 Intro to Financial Accounting 3.0 FS
- POMG 143 Operations Management 3.0 FS
- POMG 246 Quality Management 3.0 FS
- SCMS 244 Purchasing & Supply Chain Mgmt 3.0 FS

Prerequisites: POMG 143 or faculty permission.

Written Notice

Departmental approval is required before you begin course work for this minor. Approval can be obtained by providing written notice of your intention to declare this minor. Be sure to file a Declaration of Minor form, obtainable in the College of Business Undergraduate Advising Office.
1 course selected from:
- MINS 218 Database Administration 3.0 FS
  Prerequisites: Concurrent enrollment in MINS 210 or prior completion of MINS 210.
- MINS 212 Decision Support Software 3.0 FS
  Prerequisites: MINS 118.

2 courses selected from:
- ACCT 016 Intro to Managerial Accounting 3.0 FS
  Prerequisites: ACCT 015 (or ABUS 083 for ABUS majors only).
- MATH 005 Statistics 3.0 FS*
  Prerequisites: Completion of ELM requirement.

OR (the following course may be substituted for the above):
- MATH 047 Statistics of Business & Econ 3.0 FS
  Prerequisites: For business administration students: MATH 045.
  For other students: completion of General Education Breadth Area A4 requirement.
  This course is the same as BADM 003 which may be substituted.

THE CERTIFICATE IN INFORMATION TECHNOLOGY
Course Requirements for the Certificate: 23 units
The following courses, or their approved transfer equivalents, are required of all candidates for this certificate.
Applicants must qualify for admission to the program, and the program is not open to students majoring or minoring in Management Information Systems. Please consult with the Chair of the Department of Accounting and Management Information Systems for admissions criteria.
A grade point average of 2.5 must be earned for courses required for the certificate, with at least a “C” earned in each course.

Foundation Courses: 2 units
2 courses required:
- MINS 001 Windows/Wd Proc/Present Software 1.0 FS
- MINS 002 Spreadsheets and Graphics 1.0 FS

Certificate Core Courses: 18 units
6 courses required:
- MINS 110 Corporate Tech Integration 3.0 FS
- MINS 114 Business Programming 3.0 FS
  Prerequisites: CSCI 015A.
- MINS 116 Intermed Business Programming 3.0 FS
- MINS 018 Database Design 3.0 FS
- MINS 019 Data Communications & Networking 3.0 FS
- MINS 208 Business Systems Analysis 3.0 FS
  Prerequisites: MINS 018, Concurrent enrollment in or prior completion of ENGL 130 (for BIS majors).

Elective Courses: 3 units
1 course selected from:
- MINS 210 Structured Systems Design 3.0 FS
  Prerequisites: MINS 114, MINS 208.
- MINS 212 Decision Support Software 3.0 FS
  Prerequisites: MINS 118.
- MINS 216 Mgmt Issues for MIS Professional 3.0 FS
  Prerequisites: MINS 210 or concurrent enrollment in MINS 210.
- MINS 218 Database Administration 3.0 FS
  Prerequisites: MINS 118 and instructor permission.

MINS 298 Spec Topics Mgmt Info Systems 1.0-3.0 FS
Prerequisites: Senior standing.
If MINS 298 is selected, it must be taken for 3 units.

THE MASTER OF SCIENCE IN ACCOUNTANCY
The MS in Accountancy is a 30-unit degree program which provides for depth and breadth in the Accounting discipline otherwise not attainable in the undergraduate or MBA with emphasis in Accounting programs. The degree program provides considerable flexibility in course work, depending upon the candidate’s preparation and interest. A candidate may emphasize a particular area of study with the selection of a maximum of 9 units in any one of the following three areas of accounting: Financial/Auditing, Managerial, and Systems.

The program is intended to serve the needs of three different student groups:
1. The undergraduate Accounting major pursuing a professional accounting career requiring greater depth in accounting subjects.
2. The undergraduate Business major desiring to specialize in accounting.
3. The undergraduate major in a non-business discipline desiring education in business and accounting.

Course Requirements for the Master’s Degree: 30 units
Continuous enrollment is required. A maximum of 9 semester units of transfer credit may be applied toward the degree.

Graduate Time Limit: All requirements for the degree are to be completed within five years of the end of the semester of enrollment in the oldest course applied toward the degree. See “Graduate Education” in The University Catalog for complete details on general degree requirements.

Prerequisites to Graduate Study in Accountancy
Enrollment in graduate (300-level) courses presupposes completion of prerequisite courses covering the common body of knowledge in business, including:
- ACCT 015 Intro to Financial Accounting 3.0 FS
- ACCT 016 Intro to Managerial Accounting 3.0 FS
  Prerequisites: ACCT 015 (or ABUS 083 for ABUS majors only).
- BADM 003 Statistics of Business & Econ 3.0 FS
  Prerequisites: For Business Administration majors: MATH 045.
  For other courses: Completion of General Education Breadth Area A4 requirement.
  This course is the same as MATH 047 which may be substituted.
- POMG 143 Operations Management 3.0 FS
  Prerequisites: Concurrent enrollment in or prior completion of MINS 210.
  For others: Completion of General Education Breadth Area A4 requirement.

Working knowledge of microcomputer applications: word processor, spreadsheet, and data base management is required.
Students with a baccalaureate in Accounting have normally met the prerequisite requirements for graduate study in Accounting. Consult the Office of the Graduate Coordinator to determine whether unmet prerequisites remain. Upon admission to the program, such students usually begin taking the 30 units of required and elective courses for the MS in Accountancy.

Students with a baccalaureate in business fields other than accounting have normally met the general business prerequisites for graduate study in accounting. Such individuals must show accounting prerequisite competence through prior course work or by completing the following courses:
- ACCT 110 Cost Accounting 3.0 FS
  Prerequisites: ACCT 016, BADM 003.
- ACCT 115 Intermediate Accounting I 3.0 FS
  Prerequisites: ACCT 110 and concurrent enrollment in, or prior completion of, ACCT 111.
- ACCT 116 Intermediate Accounting II 3.0 FS
  Prerequisites: ACCT 115.
- ACCT 127 Federal Income Taxes 3.0 FS
  Prerequisites: ACCT 016, BADM 003.
- MINS 118 Database Application Development 3.0 FS
  Prerequisites: CIS 110, MINS 210.
Students with a minor in Business Administration may have completed most of the general business prerequisite requirements for graduate study in accounting. Consult the Office of the Graduate Coordinator to determine whether unmet business prerequisites remain. These students must also complete the above list of accounting prerequisites.

Students with a non-business baccalaureate are also encouraged to consider pursuing the MS in Accountancy. Often, they have met some of the general business prerequisite requirements within their undergraduate course work. The Office of the Graduate Coordinator can determine which prerequisites remain unmet.

There are two basic ways to meet the general business and accounting prerequisites. Students who otherwise meet entrance requirements may be "conditionally classified" in the MSA program while they take prerequisite courses at California State University, Chico. Alternatively, students may choose to complete most or all of the prerequisites, here or elsewhere, prior to admission to the program. Consult the Office of the Graduate Coordinator to determine which option will best meet your needs and which prerequisites you have already met.

**Prerequisites for Admission to Conditionally Classified Status:**
1. Satisfactory grade point average as specified in "Admission to Master's Degree Programs" in The University Catalog.
2. Approval by the department and the Office of Graduate Programs.

In its deliberations, the Admissions Committee looks for responsible academic performance, for good Graduate Management Admission Test (GMAT) scores, and for qualities of personal development which promise career success. Specifically, the Committee reviews:
A. The motivation to pursue graduate study in accounting and potential to achieve an accounting position, as evidenced in a written statement of purpose.
B. Collegiate-level scholastic achievements (the entire undergraduate record, with particular emphasis on junior and senior years, and graduate record, if any, is examined for content and course grades).
C. Aptitude for accounting graduate education;
D. The personal characteristics of the candidate which are conducive to academic and professional success, such as maturity, motivation, interpersonal skills, leadership, and breadth of experience, as reported in the Letters of Recommendation.

The Admission Committee will operate in a manner consistent with and supportive of the ideals and goals of equal access and equal opportunity.

**Prerequisites for Admission to Classified Status:**
Students must satisfy the "common body of knowledge" general business prerequisite requirements for graduate study in accounting identified above.

**Advancement to Candidacy:**
In addition to any requirements listed above:
1. Classified graduate standing and completion of at least 9 units of specified graduate courses with a 3.0 minimum grade point average.
2. Development of an approved program in consultation with the Accounting Graduate Coordinator.

**Requirements for the MS Degree in Accountancy:**
Completion of all requirements as established by the College of Business graduate committee, the Accounting Graduate Coordinator, and the Office of Graduate Programs, to include:
1. Completion of an approved program consisting of 30 units of specified graduate courses with a 3.0 minimum grade point average.
2. Development of an approved program in consultation with the Accounting Graduate Coordinator.

**Graduate Literacy Requirement:**
Writing proficiency is a graduation requirement. Accountancy students are required to check with the Graduate office in the College of Business in order to establish the requirements for certifying their writing proficiency.

**Graduate Grading Requirements:**
All courses in the major (with the exceptions of Independent Study-398 and Master's Study-399) must be taken for a letter grade, except those courses specified by the department as ABC/No Credit (200-level courses), AB/No Credit (300-level courses), or Credit/No Credit grading only. A maximum of 10 units combined of ABC/No Credit, AB/No Credit, and Credit/No Credit grades may be used on the approved program (including 398, 399, and courses outside the major). While grading standards are determined by individual programs and instructors, it is also the policy of the university that unsatisfactory grades may be given when work fails to reflect achievement of the high standards, including high writing standards, expected of students pursuing graduate study.

**Graduate Advising Requirement:**
Advising is mandatory each semester for all Accountancy students. Consult the Graduate Coordinator in the College of Business Graduate Office for specifics.
THE MASTER OF BUSINESS ADMINISTRATION

The goal of the MBA program is to prepare its participants for challenging managerial positions in ever-changing international working environments. To accomplish this, the program provides its participants with the knowledge and skills necessary for effective managerial decision-making, the flexibility to pursue a general or moderately specialized business curriculum, and a basis for continued personal and professional growth. The program is designed for those with undergraduate degrees in any major.

Course Requirements for the Master's Degree: 30 units

Continuous enrollment is required. A minimum of 9 semester units of transfer credit may be applied toward the degree.

Graduate Time Limit: All requirements for the degree are to be completed within five years of the end of the semester of enrollment in the oldest course applied toward the degree. See “Graduate Education” in The University Catalog for complete details on general degree requirements.

Prerequisites to Graduate Study in Business

Enrollment in graduate (300-level) MBA courses presupposes completion of prerequisite courses covering the common body of knowledge in business, including:

- **ACCT 015** Intro to Financial Accounting 3.0 FS
- **ACCT 016** Managerial Accounting 3.0 FS
- **Prerequisites:** ACCT 015 or (ABUS 093 or ABUS majors only).
- **BADM 003** Statistics of Business & Econ 3.0 FS
- **Prerequisites:** For Business Administration majors: MATH 045.
- For others: Completion of General Education Breadth Area A4 requirement. This course is the same as MATH 047 which may be substituted.
- **BLAW 100** Managing the Legal Environment 3.0 FS
- **Prerequisites:** At least junior standing.
- **ECON 003** Principles of Micro Analysis 3.0 FS
- **FIN 150** Survey of Finance 3.0 FS
- **Prerequisites:** ACCT 015, ECON 003.
- **MGMT 129** Communication in Business 3.0 FS
- **Prerequisites:** ENGL 001 (or its equivalent) with a grade of C- or higher.
- **MGMT 180** Managing People, Bus Proc, & Chg 3.0 FS
- **Prerequisites:** ENGL 001 (or its equivalent) with a grade of C- or higher.

Working knowledge of microcomputer applications: word processor, spreadsheet, and data base management is required.

Students with recent baccalaureates in business normally have met all prerequisites for graduate study in business. The Office of the Business Graduate Coordinator determines prerequisite completion. Upon admission to the program, such students usually begin taking the 30 units of required and elective courses for the MBA.

Students with a minor in Business Administration may have completed most of the prerequisite requirements for graduate study in business. Consult the Office of the Graduate Coordinator to determine whether unmet prerequisites remain.

Students with a non-business baccalaureate are also encouraged to consider pursuing an MBA. Often, they have met some of the prerequisite requirements within their undergraduate course work. Consult the Office of the Graduate Coordinator to determine whether unmet prerequisites remain.

There are two basic ways to complete prerequisites covering the common body of knowledge in business. Students who otherwise meet entrance requirements may be “conditionally classified” in the MBA program while they take prerequisite courses at California State University, Chico. Alternatively, students may choose to complete most or all of the prerequisites, here or elsewhere, prior to admission to the program. Consult the Office of the Graduate Coordinator to determine which option will best meet your needs and which prerequisites you have already completed.

Prerequisites for Admission to Conditionally Classified Status:

1. Satisfactory grade point average as specified in “Admission to Master’s Degree Programs” in the University Catalog.
2. Approval by the department and the Office of Graduate Programs. The goal of the Graduate Admission Committee is to select candidates who will become effective managers in private and public organizations. Accordingly, applicants are evaluated on intellectual ability, demonstrated managerial ability and potential, and personal characteristics conducive to academic and professional success, such as maturity, motivation, interpersonal skills, leadership, and breadth of experience.

In its deliberations, the Admissions Committee looks for responsible academic performance, for good Graduate Management Admission Test (GMAT) scores, and for qualities of personal development which promise career success. Specifically, the Committee reviews:

A. The motivation to pursue graduate study in business and the potential to achieve a management position as evidenced in a written statement of purpose;
B. Collegiate-level scholastic achievements (the entire undergraduate record, with particular emphasis on junior and senior years, and graduate record, if any, is examined for content and course grades);
C. Aptitude for business graduate education, as indicated by scores on the GMAT;
D. The personal characteristics of the candidate which are conducive to academic and professional success, such as maturity, motivation, interpersonal skills, leadership, and breadth of experience, as reported in the Letters of Recommendation.

The Admission Committee will operate in a manner consistent with and supportive of the ideals and goals of equal access and equal opportunity.

Prerequisites for Admission to Classified Status:

Students must satisfy the “common body of knowledge” prerequisites for graduate study in business identified above.

Advancement to Candidacy:

In addition to any requirements listed above:

1. Classified graduate standing and completion at the university of at least 9 units of the proposed graduate program.
2. Development of an approved program in consultation with the Graduate Coordinator.

Requirements for the Master of Business Administration:

Completion of all requirements as established by the College of Business Graduate Committee, the Graduate Coordinator, and the Office of Graduate Programs to include:

1. Completion of an approved program consisting of 30 units of course work as indicated below.
2. Completion and final approval of a thesis, a professional paper, or simulation mini-thesis as specified by the student’s Graduate Advisory Committee.
3. Approval by the College of Business Graduate Committee and the Graduate Coordinators Committee on behalf of the faculty of the university.

MBA course work

21 units required:

- **ACCT 323** Management Control Systems 3.0 FA
- **Prerequisites:** ACCT 016.
- **BADM 310** Decision Support Systems 3.0 FA
- **Prerequisites:** POMG 342; or MINS 110 and BADM 003 and POMG 143.
- **FIN 355** Seminar in Financial Management 3.0 SP
- **Prerequisites:** FIN 150.
- **MGMT 335** Mgmt of People & Organizations 3.0 SP
- **Prerequisites:** MGMT 129; or MINS 110 and BADM 003 and POMG 143.
- **MKTG 373** Seminar in Strategic Marketing 3.0 SP
- **Prerequisites:** MKTG 335.
- **POMG 343** Operations Planning & Execution 3.0 FA
- **Prerequisites:** BADM 393.
- **BADM 393** Strategic Mgmt Admin Policy 3.0 FS
- **Prerequisites:** Consent of Graduate Coordinator.

BADM 393 is to be taken as part of the last 9 units, or during the last year of the graduate program. Registration in BADM 393 must be approved by the Graduate Coordinator. A grade of at least B is required for BADM 393.

9 units selected from:

- Business electives: Courses in other colleges of the university may be substituted if approved by the Graduate Coordinator. Culuminating experience may count for one to 6 units, depending on option selected (thesis, professional paper, or mini-thesis).
  a. At least 24 units must be 300-level; 6 units may be at 200-level upon approval by the Graduate Coordinator.
  b. Not more than 9 semester units of transfer and/or extension credit (correspondence courses and U.C. extension course work are not acceptable).
  c. Not more than 9 units of Independent Study (398), Directed Internship (389), and Master's Thesis (399); not more than 6 units of Master's Thesis (399).

MBA course work-Accounting Emphasis

MBA students desiring an emphasis in Accountancy are required to declare their intent with the Business Graduate Coordinator.
Business Administration

Prerequisites for Admission to Classified Status:
The "common body of knowledge" prerequisites for graduate study in business identified above, plus the following Accounting classes:

- **ACCT 110** Cost Accounting 3.0 FS
- **ACCT 321** Advanced Auditing 3.0 Inq
- **ACCT 323** Management Control Systems 3.0 FA
- **ACCT 327** Tax Planning for Management 3.0 Inq
- **BADM 310** Decision Support Systems 3.0 FA
- **FIN 355** Seminar in Financial Management 3.0 SP
- **POMG 343** Operations Planning & Execution 3.0 FA
- **BADM 393** Strategic Mgmt Admin Policy 3.0 FS

**MBA Course Work-Management Information Systems Emphasis**

MBA students desiring an emphasis in Management Information Systems are required to declare their intent with the Business Graduate Coordinator.

**Graduate Literacy Requirement:**

Advanced to Candidacy and requirements for the degree are the same as for the MBA.

**27 units required:**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 315</td>
<td>Problems Financial Accounting</td>
<td>3.0</td>
</tr>
<tr>
<td>ACCT 321</td>
<td>Advanced Auditing</td>
<td>3.0</td>
</tr>
<tr>
<td>ACCT 323</td>
<td>Management Control Systems</td>
<td>3.0</td>
</tr>
<tr>
<td>ACCT 327</td>
<td>Tax Planning for Management</td>
<td>3.0</td>
</tr>
<tr>
<td>BADM 310</td>
<td>Decision Support Systems</td>
<td>3.0</td>
</tr>
<tr>
<td>FIN 355</td>
<td>Seminar in Financial Management</td>
<td>3.0</td>
</tr>
<tr>
<td>POMG 343</td>
<td>Operations Planning &amp; Execution</td>
<td>3.0</td>
</tr>
</tbody>
</table>

**3 units selected from:**

- **MGMT 335** Mgmt of People & Organizations 3.0 SP
- **MKTG 373** Seminar in Strategic Marketing 3.0 SP
- **ACCT 110**, **MINS 018**

**Graduate Advising Requirement:**

Advising is mandatory each semester for all MBA students. Consult the Graduate Coordinator in the College of Business Graduate Office for specifics.

The Faculty

Department of Accounting and Management Information Systems

Steven J. Adams, 1982, Interim Dean, Professor, PhD, Univ Cincinnati.

Harish Bahl, 1990, Professor, PhD, Ohio St U.

Raymond F. Boykin, 1986, Professor, PhD, St Louis U.

Carl A. Brugger, 1978, Professor Emeritus, PhD, Arizona State Univ.

Earl Chrysler, 1985, Professor Emeritus, PhD, USC.

James R. Connolly, 1996, Professor, PhD, U Colorado.

Gail F. Corbitt, 1991, Professor, PhD, U Colorado.

Curtis L. Deberg, 1990, Professor, PhD, OK State U.

Lorraine Gardiner, 2002, Professor, PhD, U Georgia.

Stanley Gardiner, 2002, Professor, PhD, U Georgia.

Paul W. Guy, 1979, Assoc Professor, PhD, Texas A&M.

David C. Heinze, 1981, Professor, PhD, Univ Arizona.

Dennis E. Schlais, 1974, Professor, PhD, OK State U.

Shekhar Misra, 1985, Chair, Professor, PhD, U Oregon.

James R. Mensching, 1991, Professor, PhD, U Chicago.

Valerie C. Milliron, 1990, Chair, Professor, PhD, USC.

Brock G. Murdoch, 1985, Professor, PhD, UC Irvine.

Richard B. Lea, 1989, Professor Emeritus, PhD, U MN.

John D. Lees, 1981, Assoc Professor, PhD, U Florida.

Wallace R. Leese, 1978, Professor, PhD, Arizona State Univ.

Robert M. Matson, 1978, Assoc Prof Emeritus, MS, Golden Gate.

Elmer G. Dickson, 1970, Professor Emeritus, PhD, U Illinois.

Samir I. Nissam, 1980, Professor, PhD, U Illinois.

Leroy J. Pryor, 1980, Administrator, DBA, USC.

James Sager, 2002, Assoc Professor, PhD, U Colorado.

Kent Sandoe, 1998, Professor, PhD, Claremont.

Department of Finance and Marketing

Francis X. Callahan, 1968, Professor Emeritus, PhD, New Sc for Soc Res.

Kenny S. Chan, 1985, Professor, PhD, U Mass.

Ken Chapman, 2001, Assoc Professor, PhD, U Colorado.

Richard N. Davis, 1973, Professor Emeritus, PhD, U Arkansas.

Suleman A. Moosa, 1980, Professor, PhD, U Penn.

Robert A. Olsen, 1975, Professor Emeritus, PhD, U Oregon.

Richard R. Ponarul, 1984, Professor, PhD, U Chicago.

Vern S. Kirkendall, 1958, Professor Emeritus, MS, Kansas St.

Matthew L. Meuter, 2000, Assoc Professor, PhD, Arizona State Univ.

Shekhar Misra, 1985, Chair, Professor, PhD, U Oregon.

Suleman A. Moosa, 1980, Professor, PhD, U Penn.

Robert A. Olsen, 1975, Professor Emeritus, PhD, U Oregon.

Michael F. O’Neill, 1979, Professor, PhD, U Oregon.

Paul T. Kinney, 1968, Professor Emeritus, PhD, U Illinois.

Lauren Wright, 1989, Assoc Professor, PhD, Penn St U.
Accounting Course Offerings

Please see the section on “Course Description Symbols and Terms” in The University Catalog for an explanation of course description terminology and symbols, the course numbering system, and course credit units. All courses are lecture and discussion and employ letter grading unless otherwise stated. Some prerequisites may be waived with faculty permission. Many syllabi are available on the Chico Web.

ACCT 015 Introduction to Financial Accounting 3.0 Fa/Spr
A study of financial reports, their construction and use. Procedures are introduced to the extent necessary to illustrate basic concepts. Designed to meet the needs of prospective accounting majors, students of business administration, and students seeking a general education. Formerly BADM 015. CAN BUS 2.

ACCT 016 Introduction to Managerial Accounting 3.0 Fa/Spr
Prerequisites: ACCT 015 or ABU’S 083 for ABU’s majors only.
The application of appropriate techniques and concepts in processing historical and projected economic data to assist managerial planning, controlling, and decision-making. Selected topics include cost concepts, product costing, cost behavior, budgeting, standard cost analysis, relevant cost analysis, and contribution margin. Formerly BADM 016. CAN BUS 4.

ACCT 110 Cost Accounting 3.0 Fa/Spr
Prerequisites: ACCT 016, BADM 003.
Cost concepts, determination, control, and analysis. The emphasis is on communicating cost data for decision-making. Topics include cost behavior and estimation, direct costing, capital budgeting, inventory control, and the new manufacturing environment.

ACCT 111 Accounting Information Systems and Control 3.0 Fa/Spr
Prerequisites: Concurrent enrollment in or prior completion of ACCT 016 and BIS 110 or MINS 110.
Analysis and evaluation of existing manual and computer-based accounting systems. Application of systems analysis and design techniques to case studies and actual organizational systems. Design of input edits and audit trial outputs as integral system components.

ACCT 115 Intermediate Accounting I 3.0 Fa/Spr
Prerequisites: ACCT 016 and concurrent enrollment in, or prior completion of, ACCT 111.
Accounting theory and practice applicable to income determination and valuation of assets, liabilities, and owner’s equity. Preparation of external financial reports.

ACCT 116 Intermediate Accounting II 3.0 Fa/Spr
Prerequisites: ACCT 115.
Continuation of ACCT 115, including special problems of income determination, asset valuation, and financial reporting.

ACCT 117 SAP Accounting Applications 3.0 Fall
Prerequisites: ACCT 115.
Continuation of ACCT 115 and additional financial accounting topics with a focus on their integration into an enterprise resource planning system (i.e., SAP).

ACCT 119 Directed Mentorship 3.0 Fa/Spr
Prerequisites: ACCT 110, ACCT 115.
This course assists introductory financial and managerial accounting students to master the material. It reinforces basic accounting knowledge and improves communication skills while providing a valuable service to other students. 1.0 hour discussion, 4.0 hours activity.

ACCT 123 International Accounting 3.0 Inquire
Acepts concepts, strategies, and procedures for the international business environment. Accounting information systems under different legal, cultural, social, political, and economic conditions. International and national accounting pronouncements affecting international business will be emphasized.

ACCT 125 Not-for-Profit Accounting 3.0 Inquire
Prerequisites: ACCT 016.

ACCT 127 Federal Income Taxes 3.0 Fa/Spr
Prerequisites: ACCT 013, ACCT 016.
An introduction to the study of corporate partnership, individual, and fiduciary taxation in a multi-jurisdiction environment. Emphasis is on the recognition of major tax issues inherent in business and financial transactions using integrated case studies, and developing tax research and communication skills.

ACCT 189 Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing; faculty permission.
Laboratory experience with management simulation programs. The student interacts with a simulated business environment via computer facilities or other laboratory situations. 2.0 hours activity. Credit/no credit grading only. You may take this course more than once for a maximum of 6.0 units.

ACCT 199 Special Problems 1.0-3.0 Fa/Spr
Prerequisites: ACCT 116.
This course is an independent study of special problems and is offered as 199A-C for 1-3 units respectively. You must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/organizations. This course enables a student to study policy, control, and decision-making in a specialized work environment. See adviser for student’s performance requirements, assignments, and methods of evaluation prior to undertaking the internship.

ACCT 210 Advanced Cost Management Systems 3.0 Fall
Prerequisites: ACCT 110.
Topics in cost management systems, focusing on the design of cost management systems for manufacturing and service environments. Coverage includes activity-based costing, just-in-time manufacturing, allocations, transfer pricing, performance evaluation, quality measurement and control, and cost estimations. A case-study format is used.

ACCT 215 Advanced Accounting 3.0 Spring
Prerequisites: ACCT 116 or ACCT 117.
Topics include consolidated financial statements, comparative accounting standards, international accounting principles and reporting requirements, and governmental and other not-for-profit accounting.

ACCT 221 Auditing 3.0 Spring
Prerequisites: ACCT 111, BADM 003; either ACCT 116 or ACCT 117.
A study of the purpose, standards, evidence, professional ethics, and legal liability attendant to the expression of an opinion as to the fairness of financial statement presentation.

ACCT 223 Information Technology Auditing 3.0 Spring
Prerequisites: ACCT 221.
Using SAP, this course takes a hands-on approach to attest and assures services of IT auditors. The course emphasizes the assessment of internal and computer controls in order to identify key risks within accounting cycles. Students gain knowledge of appropriate data processing methods as well as segregation of incompatible IT functions in the system. Within several accounting cycles, students test general, application, and security controls to identify key audit concerns and focus audit effort on “most important assertions.” The assessment of application controls involves a review of input, processing, and output controls. Students assess factors that contribute to IT fraud, identify seeded fraud schemes, and respond to seeded fraud-related detected misstatements. Finally, students consider methods of information system maintenance and configuration for stronger controls.

ACCT 226 Accounting Theory 3.0 Inquire
Prerequisites: ACCT 116.
A study of theoretical consideration in asset measurement and income determination. Emphasis is placed on the pronouncements of recognized accounting authorities.
ACCT 298 Special Topics in Accounting 1.0-3.0 Fa/Spr
Prerequisites: ACCT 127.
A study of federal laws, regulations, etc., pertaining to estate and gift taxation and income taxation of partnerships, corporations, and fiduciaries. Practice in tax return preparation and problem-solving is provided.

ACCT 230 Planning, Control, and Performance 3.0 Spring
Evaluation Using Enterprise Resource Planning Software
Prerequisites: ACCT 110, 111, ACCT 115.
This course provides students with an in-depth view of the enterprise-wide planning, control, and performance capabilities of SAP R/3. A comprehensive case study is created by student teams representing the value chain areas of procurement, production, and sales. The case study develops a comprehensive plan for sales, production, procurement, cost center activities, standard product costs, and product prices. Students then record actual results for a period and perform a comprehensive analysis of actual vs. planned results. You may take this course more than once for a maximum of 6.0 units.

ACCT 298 Special Topics in Accounting 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered as 298A-C for 1.0 to 3.0 units respectively. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See The Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods.

ACCT 299H Honors Seminar in Accounting 3.0 Fa/Spr
Prerequisites: faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the fields of accounting, auditing, or systems. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must receive at least a B in this course for Honors credit. You may take this course more than once for a maximum of 6.0 units.

GRADUATE COURSES
Prerequisite for all ACCT 300-level courses:
Classified standing as a graduate student.

ACCT 315 Problems in Financial Accounting 3.0 Inquire
Prerequisites: ACCT 116.
Advanced course in external reporting problems in controversial areas. Application of accounting theory and the conceptual framework to the solution of emerging problems.

ACCT 321 Advanced Auditing 3.0 Inquire
Prerequisites: ACCT 221.
An advanced study of audit decision-making and internal control evaluation in EDP environments.

ACCT 322 Management Control Systems 3.0 Fall
Prerequisites: ACCT 016.
The study of organizational uses of accounting information to implement strategies and control operations. Readings and cases emphasize the role and uses of accounting information in the new manufacturing environment, in total quality management, and in international operations.

ACCT 327 Tax Planning for Management 3.0 Inquire
Prerequisites: ACCT 016.
Economic implications of selected management decisions involving application of federal income tax laws. Recognition of tax hazards and tax savings.

ACCT 389 Directed Internship 1.0-3.0 Fa/Spr
This course is an internship offered as 389A-C, for 1-3 units respectively. You must register directly with a supervising faculty member.

ACCT 398 Independent Study 1.0-4.0 Fa/Spr
This course is a graduate level independent study offered as 398A-D for 1.0 to 4.0 units respectively. You must register directly with a supervising faculty member.

ACCT 399 Master's Study 1.0-3.0 Fa/Spr
This course is a master's study offered as a Master's Thesis and identified as 399A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member.

Business Administration Course Offerings
BADM 001 Understanding Global Business 3.0 Fa/Spr
Using a combination of lecture, discussion, and activity-based participation, this course provides students with an introduction to business with attention to the global context of the 21st Century. This course guides students at an introductory level from idea generation, entrepreneurial behavior and human resource issues, through financing, marketing, producing, and distributing products and services. Activities incorporate basic communication and computer literacy skills as well as library research and information competencies.

BADM 003 Statistics of Business and Economics 3.0 Fa/Spr
Prerequisites: For Business Administration majors: MATH 045.
For others: Completion of General Education Breadth Area A4 requirement. Descriptive statistics, sampling theory, statistical inference and tests of hypotheses, analysis of variance, chi-square tests, simple regression and correlation, and multiple regression and correlation. This course is the same as MATH 147 which may be substituted.

BADM 199 Special Problems 1.0-3.0 Fa/Spr
This course is an independent study of special problems and is offered as 199A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be reviewed with their faculty adviser before enrolling in the course. Credit/no credit grading only.

BADM 295 Senior Seminar in Applied Strategic Decision Making 3.0 Fa/Spr
Prerequisites: Graduating senior standing. Completion of all courses in upper-division core.
An interdisciplinary capstone seminar emphasizing the analysis of complex business problems. Using a strategic management framework, this course integrates business knowledge across all functional and decision-support areas. The seminar combines lecture/discussion, case analysis, and a computer-based simulation as principal experiential methods for learning how to effectively manage the business enterprise in competitive environments. 2.0 hours discussion, 2.0 hours activity.

BADM 299 Honors Seminar in Business 3.0 Fall
Prerequisites: Admission to Business Honors in the Major program.
This course is a common first Honors course for students in all options, to be followed by a option-specific 299H. This is primarily a research methods course where students will learn the methodologies necessary for them to succeed in their Honors projects. Issues range from selecting a topic to the nature of data and specific research methods. The course also helps students integrate knowledge that they have gained from their business studies.

GRADUATE COURSES
Prerequisite for all BADM 300-level courses:
Classified standing as a graduate student.

BADM 310 Decision Support Systems 3.0 Fall
Prerequisites: POMG 342; or MINS 110 and BADM 003 and POMG 143.
An examination of software products available to assist managers during decision-making. Application of several programs in the areas of statistical analysis, management science, database management systems, spreadsheet, and expert systems to business situations. Case studies requiring computer solution, professional report-writing, and conference-style presentations. Formerly MINS 345.

BADM 389 Directed Internship 1.0-3.0 Fa/Spr
This course is an internship offered as 389A-C for 1.0-3.0 units respectively. You must register directly with a supervising faculty member. Study of policy, control, and decision-making in selected organizations, arranged and supervised by a member of the graduate faculty in close working relationship with the management of the organization. Credit/no credit grading only.
**Business Administration**

**GRADUATE COURSES**

Prerequisite for all BIS 300-level courses: Classified standing as a graduate student.

**BIS 320 Strategic Information System Management**

The analysis of the information requirements of an organization, including the strategic use of information systems, current information technology, future technology directions, the role of data base management systems and data communication systems in modern organizations, and the analysis and design of information systems. Uses SAP R/3. Formerly MINS 320.

**Business Law Course Offerings**

BLAW courses are administered by the Department of Management.

**BLAW 090 Understanding the Law**

Provides a basic knowledge of legal fundamentals so as to inform students of their rights and duties for practical application in social and business life. Areas covered include employee rights, family law, creditors and landlords, contracts, law and Small Business, home ownership, etc. Not open to Business Majors. This is an approved General Education course.

**BLAW 100 Managing the Legal Environment**

Increasingly, managers are faced with legal challenges in their decision making. This course adopts an integrative strategy which explores the legal environments of business by focusing on those legal issues which may affect the major functional areas of business (accounting, marketing, information systems, human resource management, etc.). Students learn legal strategies which can later be employed not only to avoid litigation but also to pursue more effectively strategic goals of business. This course applies to those working in organizations which employ only a few employees as well as to those which employ thousands.

**BLAW 189 Internship**

This course is an internships offered as 189A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be discussed with their faculty adviser before enrolling in the course. Credit/no credit grading only.

**BLAW 211 Commercial Law**

A course continuation in the study of BLAW 100: sales, commercial paper, real and personal property law; bailments; wills, trusts, and estates; secured transactions in real and personal property; accountant legal liability; bankruptcy; insurance law; and legal process.

**BLAW 212 Business and Government Regulation**

A survey of the interrelationship of federal and state governments and private business. The historical and constitutional development of the government regulation of business; current trends. Emphasis throughout is upon specific agencies, their mandates, and administrative regulations.

**BLAW 213 Employment Law**

An in-depth study of federal and California employment laws as they affect the management of human resources. Emphasis is upon the legal rights and responsibilities of employers and employees in the employment relationship, primarily in a private-sector, non-union environment.

**BLAW 214 Labor Law and Collective Bargaining**

Intensive examination of unions in an organizational setting. Includes organizational and concerted activities, collective bargaining and employee/employer rights and responsibilities. Includes applied collective bargaining project.

**BLAW 259 Legal Issues in Music**

Students will explore the intricate questions surrounding intellectual property statutes, the musician, and businesses designed to market and sell music as a product. The course covers copyright law, royalties, contracts, publishing and Web technology — territory of vital importance to students seeking employment in the music industry. This course is the same as MUS 259 which may be substituted.
BLAW 298 Special Topics in Business Law 1.0-3.0 Inquire
Prerequisites: Senior standing.
This course is for special topics offered as 298A-C for 1.0 to 3.0 units respectively. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See The Class Schedule for specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods.

GRADUATE COURSES
Prerequisite for all BLAW 300-level courses:
Classified standing as a graduate student.

BLAW 398 Independent Study 1.0-3.0 Fa/Spr
This course is a graduate-level independent study offered as 398A-C for 1.0-3.0 units respectively. You must register directly with a supervising faculty member.

Finance Course Offerings

FIN 090 Personal Investment Management 3.0 Fa/Spr
Principles and practical applications of investment management for the young professional within the context of a life-long financial plan. The course emphasizes the characteristics, analysis, and suitability of stocks, bonds, and mutual funds. Topics include operation of stock and bond markets, measurement of investment risk and return, prudent use of credit, retirement planning, and the impact of taxes. Open to business and non-business majors. Not a Finance elective.

FIN 150 Survey of Finance 3.0 Fa/Spr
Prerequisites: ACCT 015; ECON 003.
An introduction to financial management, providing a background in the areas of financial institutions, the time value of money, analysis of financial statements, working capital management, financial structure of the firm, capital budgeting, and related tools of financial analysis.

FIN 151 Investments 3.0 Fa/Spr
Prerequisites: FIN 150.
Investments from the point of view of the individual investor, security and non-security investment, analytical techniques; industry studies, and management of the personal portfolio.

FIN 153 Estate Planning 3.0 Fa/Spr
Prerequisites: FIN 151.
To give students a basic understanding of the major methods and techniques of preserving and transmitting an individual’s wealth, including gift-giving, the use of various trusts, the use of life insurance, and the proper preparation of a will. Students will be expected to be aware of the causes and consequences of an inefficient transfer of wealth and therefore must acquire a working knowledge of the institutional constraints, including the law of property, wills, and intestate distribution, the probate process, and State and Federal estate, gift, inheritance, and generation-skipping transfer taxes.

FIN 155 Financial Management: Intermediate Theory 3.0 Fa/Spr
Prerequisites: FIN 150.
An integrated approach to financial management, including study of intermediate-level financial theory and its application to financial decision-making.

FIN 156 Risk and Insurance 3.0 Fall
Prerequisites: FIN 150.
Nature of risk and risk management; fundamentals of property, liability, and life contracts; types of companies; government regulation.

FIN 160 Financial Institutions and Markets 3.0 Fa/Spr
Prerequisites: FIN 150.
The financial process, financial institutions, and the role of financial markets in allocating funds, absorbing risk, and providing liquidity; the relationship among markets, competition, and efficiency; and financial intermediation in a changing financial system.

FIN 189 Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing; faculty permission.
This course is an internship offered as 189A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/organizations. This course enables a student to study policy, control, and decision making in a specialized work environment. See adviser for student’s performance requirements, assignments, and methods of evaluation prior to undertaking the internship.

FIN 191 Simulation Laboratory Finance 1.0 Fa/Spr
Prerequisites: Faculty permission.
Laboratory experience with management simulation programs. The student interacts with a simulated business environment via computer facilities or other laboratory situations. 3.0 hours laboratory. You may take this course more than once for a maximum of 6.0 units.

FIN 199 Special Problems 1.0-3.0 Fa/Spr
This course is an independent study of special problems and is offered as 199A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be discussed with their faculty adviser before enrolling in the course. Credit/no credit grading only.

FIN 254 Financial Planning: Applications 3.0 Fa/Spr
Prerequisites: FIN 151. Concurrent enrollment in or prior completion of FIN 153, FIN 156, and ACCT 127.
Two major topics covered: (a) Survey of the principles of retirement planning and employee benefits. Subjects include non-qualified and qualified pension and profit-sharing plans, as well as other arrangements. (b) A capstone examination of case studies in financial planning, designed to draw out the principles covered in the prerequisite courses in the preparation of a financial plan. Cases embrace numerous fact situations, with circumstances varying by client age, occupation, income, marital status, family composition, and personal goals.

FIN 255 Financial Management: Applications 3.0 Fa/Spr
Prerequisites: FIN 155.
Case studies and other experiential techniques are used to develop insight and provide experience in the application of financial theory to such areas as working capital management, capital budgeting, capital structure determination, and dividend policy.

FIN 257 Investment Analysis and Policy 3.0 Spring
Prerequisites: FIN 150, FIN 151.
Principles of security valuation, the development of portfolio construction, and the relationship between investment principles, investment policies, and investment management.

FIN 258 Management and Regulation of Financial Institutions 3.0 Spring
Prerequisites: FIN 150 and FIN 160, faculty permission.
The objective of this course is to give students an understanding of the principles of asset, liability, and capital management as they apply to the management of depository and contractual financial intermediaries. The objective nature and importance of regulations are also discussed.

FIN 259 International Finance 3.0 Fall
Prerequisites: FIN 150.
An examination of the benefits of international trade; international financial institutions; the international monetary system, including exchange rate problems and prospects.

FIN 298 Special Topics in Finance 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered as 298A-C for 1.0 to 3.0 units respectively. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See The Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods.

FIN 299H Honors in Finance 3.0 Spring
Prerequisites: Faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the field of Finance. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must receive at least a B in this course for Honors credit. Students seeking “Honors in the Major” will enroll in this course for two semesters. You may take this course more than once for a maximum of 6.0 units.

GRADUATE COURSES
Prerequisite for all FIN 300-level courses:
Classified standing as a graduate student.

FIN 352 Seminar in Managerial Economics 3.0 Inquire
Prerequisites: FIN 150.
Macroeconomic and microeconomic variables affecting managerial decisions.

FIN 355 Seminar in Financial Management 3.0 Spring
Prerequisites: FIN 155.
Survey of academic literature in managerial finance, with particular emphasis on recent developments in theory and application.

FIN 356 Estate Planning for Business Managers and Owners 3.0 Inquire
Prerequisites: FIN 151.
Application of risk management techniques to problems of preservation and the efficient transfer of wealth from business managers to owners. Topics include the use of trusts, compensation and retirement planning, business buy-sell agreements, gift-giving, business life insurance, redemption, and recapitalization.
FIN 357  Seminar in Investment Analysis and Portfolio Management 3.0 Fall
Prerequisites: FIN 150.
Survey of recent developments in financial theory and empirical research relative to the determination of the investment value of financial assets, and the construction and maintenance of investment portfolios.

FIN 389  Directed Internship 1.0-3.0 Fa/Spr
This course is an internship offered as 389A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. Study of policy, control, and decision-making in selected organizations, arranged and supervised by a member of the graduate faculty in close working relationship with the management of an organization.

FIN 391  Simulation Laboratory in Finance 1.0 Fa/Spr
Prerequisites: Faculty permission.
Laboratory experience with computerized or other simulation environments. The student interacts with a simulated business environment, often via the timesharing computer system. 3.0 hours laboratory.

FIN 394  Seminar in Contemporary Business Topics 1.0-3.0 Fa/Spr
This course is a seminar offered as 394A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. Contemporaneous business topics will allow the student to conduct in-depth research into business problems and opportunities. The course will allow topical matter to be taken up as it develops within the economy.

FIN 395  Seminar in Business Conditions Analysis 3.0 Fall
Business conditions analysis will cover the general analytical areas of national income and flow of funds accounting, aggregate economic theory, and short- and intermediate-run economic analysis. Policy areas will assess the relationship between theory and policy to include the relationships among economic policy and the socio-economic and political environments. Additionally, such topics as national and international population segments and the ethical attitudes of society, corporations, and individuals will be examined.

FIN 398  Independent Study 1.0-4.0 Fa/Spr
This course is a graduate level independent study offered as 398A-D for 1.0 to 4.0 units respectively. You must register directly with a supervising faculty member.

FIN 399  Master’s Study 1.0-3.0 Fa/Spr
This course is a master’s study offered as a Master’s Thesis and identified as 399A-C, for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member.

International Business Course Offerings
See additional courses listed under subject areas: ACCT, FIN, MGMT, and MKTG.

INTB 189  Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is an internship offered as 189A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/organizations. This course enables a student to study policy, control, and decision-making in a specialized work environment. See adviser for student’s performance requirements, assignments, and methods of evaluation prior to undertaking the internship.

INTB 191  Laboratory Simulation in International Business 1.0 Fa/Spr
Laboratory experience with management simulation programs. The student interacts with a simulated business environment via computer facilities or other laboratory situations. 3.0 hours laboratory. You may take this course more than once for a maximum of 6.0 units.

INTB 196  International Business 3.0 Fa/Spr
Prerequisites: ECON 002, ECON 003.
Study of domestic and multi-national firms active in the world economy and analyzed in the context of international economics and the functional areas of management, i.e., production, marketing, finance, and personnel administration.

INTB 199  Special Problems 1.0-3.0 Fa/Spr
This course is an independent study of special problems and is offered as 199A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be discussed with their faculty adviser before enrolling in the course. Credit/no credit grading only.

INTB 298  Special Topics in International Business 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered as 298A-C for 1.0 to 3.0 units respectively. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See The Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas.

INTB 299H  Honors in International Business 3.0 Fa/Spr
Prerequisites: Faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the field of international business. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must receive at least a B in this course for Honors credit. Students seeking “Honors in the Major” will enroll in this course for two semesters. You may take this course more than once for a maximum of 6.0 units.

GRADUATE COURSES
Prerequisite for all INTB 300-level courses:
Classified standing as a graduate student.

INTB 392  International Business 3.0 Fall
A study of the management policies and operations of United States’ and representative other nations’ international firms and those of the multinational firms to include presentation of the international economics and finance background necessary for such study.

Management Course Offerings

MGMT 009  Business in Society 3.0 Inquire
The nature and function of business operations in the social, political, and economic setting: responsibilities of business leadership. Not open to Business majors.

MGMT 129  Communication in Business 3.0 Fa/Spr
Prerequisites: ENGL 001, or equivalent, with a grade of C- or higher.
Emphasis is on solving business problems through the strategic design of verbal, print, and electronic messages. Application of models for effective business communications, presentation, interpersonal as well as electronic project interaction. Related technology use and etiquette are highlighted. This is a writing proficiency, WP, course; a grade of C- or better certifies writing proficiency for majors.

MGMT 131  Human Resource Management 3.0 Fa/Spr
This course surveys human resource management issues and skills needed for effective performance by every manager and employee. The focus of the course is on methods of recruiting, hiring, developing, evaluating, rewarding, and disciplining employees in order to attract and retain the best possible workforce in any organization. Rights and responsibilities for employees and organizations will be addressed. Formerly MGMT 231.

MGMT 145  Negotiation Techniques for Conflict Resolution 3.0 Spring
An introduction to negotiation, including the basic dynamics of conflict and its management. Provides for an examination of strategies for effective negotiation, using a wide array of situational exercises aimed at honing skills which are used for interdependent decision making and problem solving. Creates an environment consisting of both theoretical and experiential components.

MGMT 149  The Management of Organizations 3.0 Inquire
A survey of managerial and organization processes, including decision-making, motivation, leadership, quality, work teams, and organization design. Emphasizes both theory and practice. Includes ethical, environmental, and international considerations.

MGMT 150  Organizational Behavior 3.0 Inquire
Prerequisites: MGMT 180.
An intensive examination of the theory and research on human behavior in organizations, with an emphasis on applications of those theories. Topics include perceptions, attitudes, motivation, leadership, influence and power, group behavior, and stress.

MGMT 151  Organizational Design 3.0 Inquire
Prerequisites: MGMT 180.
An intensive examination of the theory and research on organizational design, with an emphasis on applications of those theories. Focus is on how organizations develop structures to meet various internal (e.g., size, technology) and external (e.g., stakeholders, uncertainty) demands.

Business Administration
Business Administration

MGMT 161 Environments of Business 3.0 Inquire
Prerequisites: MGMT 131.
An investigation of the principal domestic and international factors that influence, and are influenced by, business organizations. Topics include ethical issues and the social, cultural, political, economic, and ecological environments of organizations.

MGMT 180 Managing People, Business Processes, and Change 3.0 Fa/Spr
Using a combination of theory and application, this course focuses on the human element in organizations, including issues of 1) making good decisions, 2) enhancing performance, 3) steering through a turbulent global environment, 4) combining and using multiple business functions by using an integrative case study, and 5) enabling change. Students gain an understanding of management and how and why organizations are structured. The themes of quality, ethics, and adaptation are emphasized. The course will help students be successful members of organizations.

MGMT 189 Internship 1.0-3.0 Fa/Spr
Prerequisites: Faculty permission.
This course is an internship offered as 189A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/organizations, this course enables students to study policy, control, and decision-making in a specialized work environment. See adviser for student's performance requirements, methods of evaluation prior to undertaking the internship. Credit/no credit grading only.

MGMT 191 Simulation Laboratory Management 1.0 Inquire
Prerequisites: faculty permission.
Laboratory experience with management simulation programs. The student interacts with a simulated business environment via computer facilities or other laboratory situations. 3.0 hours laboratory. You may take this course more than once for a maximum of 6.0 units.

MGMT 192 Business Research Skills 1.0 Inquire
Prerequisites: This course is an introduction to research strategies and online and library resources for business students. Covers the organization, selection, and evaluation of information, including the use of Internet search engines, indexes, financial services, government publications, and industry reports. Credit/no credit grading only.

MGMT 199 Special Problems 1.0-3.0 Fa/Spr
This course is an independent study of special problems and is offered as 199A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be discussed with their faculty adviser before enrolling in the course. Credit/no credit grading only.

MGMT 222 Customs and Conduct in International Business 3.0 Inquire
This course will compare high- and low-context cultures, with emphasis on the implications for communicating and conducting business effectively. Guidelines for building understanding, making a good initial impression, negotiating, and decision-making will be presented for several areas in the world.

MGMT 230 Human Resource Information Systems and Strategy 3.0 Fall
Prerequisites: MGMT 131, MINS 110.
This course addresses the role of human resource management as an organizational strategic partner that solves business problems and adds value through HRM practices. A significant component of the course will provide applied experience with human resource information systems.

MGMT 232 Recruitment and Selection 3.0 Fall
Prerequisites: MGMT 131.
Intensive examination of attracting, selecting, and placing human resources. Includes testing development, validation and administration, recruitment options in selection devices, and the use of human resource information systems in carrying out these activities. Includes applied HRM projects.

MGMT 233 Training and Development 3.0 Spring
Prerequisites: MGMT 131.
Intensive examination of training, developing, and assisting employees. Includes designing and evaluating training programs, analyzing current challenges to HR departments, and assisting in administering Employee Assistance Programs. Covers human resource information systems in carrying out these activities. Includes applied HRM projects.

MGMT 234 Performance Management 3.0 Spring
Prerequisites: MGMT 131.
Intensive examination and analysis of techniques used to appraise and reward human resources. Includes implementing and evaluating programs to assess employee job performance, developing compensation and benefit packages to reward performance, and using human resource information systems to carry out these activities. Includes applied HRM projects.

MGMT 235 Industrial Relations 3.0 Inquire
Prerequisites: MGMT 180.
The analysis of the development and functioning of employer/employee relations in the context of the industrial relations system of the USA. Considers factors leading to unionization by workers. The analysis of the action in the industrial relations system in the context of rules-making, grievance procedures and organizational justice, arbitration, conflict management, and collective bargaining. Contract negotiation, contract writing, and administration.

MGMT 236 International HRM 3.0 Inquire
Prerequisites: MGMT 131.
An in-depth examination of human resource management functions in global organizations, including multinational enterprises, outsourcing facilities, and e-businesses. Recruitment, selection, training, and performance management for expatriates and host-country employees. The application of cross-cultural models to HRM problem solving.

MGMT 237 Organizational Consulting 3.0 Spring
Prerequisites: MGMT 131, MGMT 180.
Integration and application of management and HRM models for the resolution of current organizational problems. Focus is on internal and external consulting models and practices, problem solving approaches, and facilitation skills. Includes applied projects.

MGMT 241 Managing Personal Success 3.0 Fall
Prerequisites: MGMT 180.
A reflective examination of the knowledge, skills, and values that foster personal and managerial success. This course presents a multidimensional approach to success that emphasizes the intra-personal determinants of effectiveness.

MGMT 242 Managing Differences 3.0 Fa/Spr
As the work force changes, individual and organizational strategies for working effectively must be adapted. The purpose of this course is to increase understanding of relevant human differences in organizations and to develop behavioral skills for working with these differences.

MGMT 243 Managing Innovation and Change 3.0 Fall
Prerequisites: MGMT 180.
Comprehensive investigation of the innovation process and change management and their importance in organizations. Focus is on building an innovative organization, developing organizational structures that facilitate innovation and change, facilitating the innovation process, and managing change in both new and established organizations.

MGMT 245 International Management 3.0 Fall
Prerequisites: MGMT 180.
An examination of the strategy, infrastructure, and business processes that foster effectiveness in global organizations. An analysis of the impact of cross-cultural differences on managerial issues such as motivation, discipline, work and leisure values, and collaboration. An analysis of issues in the global business environment, including the impact of labor conventions, legal systems, technology transfer, ethics, and e-commerce.

MGMT 246 International Business Transactions 3.0 Inquire
A comprehensive legal and political analysis of international trade. Focus will be on the negotiation of conflict of law, tax, international business organizations, and international business transactions, and methods of resolving international disputes. Also emphasized will be the regulation of the movement of goods, people, money, and information.

MGMT 250 Assessing New Business Opportunities 3.0 Fall
Prerequisites: MGMT 180, MKTG 170.
Focuses on all aspects of analyzing a new business idea, with emphasis on the critical role of recognizing and creating opportunities. Also relevant for those who want to manage larger companies that emphasize innovation and the management of opportunities. Subject matter is organized around the creation of a business feasibility analysis.

MGMT 251 Creating New Businesses 3.0 Spring
Prerequisites: MGMT 180, MKTG 170; FIN 150 or faculty permission.
Focuses on all aspects of the business start-up process. This process is also relevant for those managing larger companies that seek to emphasize new product development. Subject matter is organized around the creation of a business plan. Included are segments on management functions tailored for the entrepreneur.

MGMT 252 Growing New Businesses 3.0 Spring
Prerequisites: MGMT 180, MKTG 170.
Designed for students who want to manage small operations or growing companies while maintaining the entrepreneurial spirit that brought the company to its current position. This course provides students with a series of frameworks and analytical tools that can be used in growing entrepreneurial businesses, such as measuring economic performance and obtaining information for management decision making, management control systems, and planning in owner-managed businesses.
MGMT 289 Directed Internship 3.0 Fa/Spr
Prerequisites: MGMT 180.
An analysis of the concept of strategy, and of strategic management principles and processes, including planning. Emphasis is on the formulation and implementation of competitive strategy. Considers the environmental, structural, competitive, and evolutionary factors that affect and are affected by the conduct and performance of the firm.

MGMT 282 Seminar in Leadership 3.0 Spring
Prerequisites: MGMT 180.
Effective leadership and motivation techniques for use in modern organizations of all sizes.

MGMT 283 Managing the Knowledge-Based Organization 3.0 Fall
Prerequisites: MGMT 180.
Within a framework of the knowledge-based organization, skills in individual decision making, stimulating creativity in oneself and others, organizational innovation, influence and negotiation are developed. The use of appropriate technological support tools is included throughout.

MGMT 284 Managing Project Teams 3.0 Spring
Prerequisites: MGMT 180.
Creating team effectiveness and developing project management skills, including the use of group systems technology and project management software.

MGMT 285 Transpersonal Leadership 3.0 Inquire
Prerequisites: MGMT 180.
This course emphasizes the usefulness of combining behavioral skills with reflection and compassion so that individuals may contribute a leadership perspective to any situation, regardless of their formal role. Course activities include a service learning project, facilitation skills, practices for developing interpersonal resources, and the application of quantum leadership and servant leadership principles. The course will assist students in identifying and expanding their own leadership potential.

MGMT 289 Directed Internship 3.0 Fa/Spr
Prerequisites: MGMT 131 and faculty permission.
Students must register directly with a supervising faculty member. Study will include policy, control and decision-making in selected organizations, in a close working relationship with the management of an organization.
Credit/no credit grading only.

MGMT 298 Special Topics in Management 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered as 298A-C for 1.0 to 3.0 units respectively. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See The Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods.

MGMT 299H Honors in Management 3.0 Inquire
Prerequisites: Faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the fields of management, human resource management, or strategic management. A final written report and a public presentation of findings are both required of this course. Business Honors Program students must receive at least a B in this course for Honors credit. Students seeking "Honors in the Major" will enroll in this course for two semesters. MGMT 299H is for Business Administration majors with a option in Management or Human Resource Management who are seeking Honors in the Major. You may take this course more than once for a maximum of 6.0 units.

GRADUATE COURSES
Prerequisite for all MGMT 300-level courses: Classified standing as a graduate student.

MGMT 320 Advanced Contemporary Problems 1.0-3.0 Fa/Spr
Prerequisites: MGMT 180.
This is a special topics course offered as MGMT 320A-C for 1.0-3.0 units respectively. Students must register directly with a supervising faculty member. The seminar focuses on issues and problems of contemporary organizational psychology. Specific content varies from semester to semester. This course is the same as PSY 320 which may be substituted.

MGMT 335 Management of People and Organizations 3.0 Spring
Prerequisites: MGMT 180.
Study of current theory and research in organizational behavior and organizational design, emphasizing managerial applications. Includes ethical, environmental, and international considerations.

MGMT 336 Seminar in Human Resource Management 3.0 Inquire
Prerequisites: MGMT 180.
The determination, acquisition, development, use, and maintenance of human resources by organizations. Emphasizes human resource management processes, including employment planning, recruitment and selection, training and development, performance appraisal, compensation, and union-management relations.

MGMT 337 Seminar in Organizational Development 3.0 Inquire
Prerequisites: MGMT 335.
Organization development, planning and implementation of change, theory and practice of process consulting, structural and behavioral analysis, and external and internal constraints affecting performance.

MGMT 338 Business Communication Skills for Managers 3.0 Inquire
Prerequisites: MGMT 230.
Examination of a variety of issues in corporate communication, including ethical, organizational, and cross-cultural consequences of message choices. Focus on those decisions made by managers that are conveyed and implemented using written documents, oral presentations, dyadic conversations, and group meetings.

MGMT 339 Seminar in Organizational Behavior 3.0 Inquire
Prerequisites: MGMT 335.
Laboratory training in intrapersonal, interpersonal, and group behavior; theory and practice of motivation and leadership; management development and training.

MGMT 389 Directed Internship 1.0-3.0 Fa/Spr
Prerequisites: MGMT 180.
This course is an internship offered as 389A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. Study of policy, control, and decision-making in selected organizations, arranged and supervised by a member of the graduate faculty in close working relationship with the management of an organization.

MGMT 390 Seminar in Environment of Business 3.0 Inquire
Prerequisites: MGMT 180.
Integrative analysis of ethical, social, political, and economic forces in the environment of business as they affect business behavior and management decision-making.

MGMT 394 Seminar in Contemporary Business Topics 1.0-3.0 Fa/Spr
Prerequisites: MGMT 180.
This course is a seminar offered as 394A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. Study of contemporary business topics that will allow the student to conduct in-depth research into business problems and opportunities. The course will allow topical matter to be taken up as it develops within the economy.

MGMT 398 Independent Study 1.0-4.0 Fa/Spr
Prerequisites: MGMT 180.
This course is a graduate level independent study offered as 398A-D for 1.0 to 4.0 units respectively. You must register directly with a supervising faculty member.

MGMT 399 Master's Study 1.0-3.0 Fa/Spr
Prerequisites: MGMT 180.
This course is a master's study offered as a Master's Thesis and identified as 399A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member.

Management Information Systems
Course Offerings
MINS 001 Windows, Word Processing, and Presentation Software 1.0 Fa/Spr
This course presents an overview of the Windows operating environment and a more in-depth look at Microsoft Word. In addition, Microsoft PowerPoint software is introduced. 5 hour discussion, 1.0 hour activity. Credit/no credit grading only. Formerly MINS 030.

MINS 002 Spreadsheets and Graphics 1.0 Fa/Spr
This course covers the development of complex spreadsheets, including the preparation of charts and graphs, using Microsoft Excel. 5 hour discussion, 1.0 hour activity. Credit/no credit grading only. Formerly MINS 031.

MINS 003 Introduction to Databases 1.0 Fa/Spr
This course uses Microsoft Access to teach the fundamentals of databases. Students learn how to create tables, queries, data entry forms, and user reports. 5 hour discussion, 1.0 hour activity. Credit/no credit grading only. Formerly MINS 032.
MINS 018 Database Design 3.0 Fa/Spr
Study of fundamental database design principles and techniques, including data modeling with Entity-Relationship diagrams and normalization. Study of SQL (Structured Query Language) database management systems capabilities. Study of the relational data model and relational operations. Study of database security mechanisms. Introduction to PL/SQL. Application of concepts and techniques to practical business scenarios. 2.5 hours discussion, 1.0 hour activity.

MINS 019 Data Communications and Networking 3.0 Fa/Spr
An introduction to data communications and local area networks. This course provides a background in standards and protocols used in communications and their functions within a business information system environment. The class combines lectures, writing assignments, group work, and class discussion to develop a fundamental knowledge of data communications and its importance to the business information systems environment. 2.5 hours discussion, 1.0 hour activity.

MINS 110 Corporate Technology Integration 3.0 Fa/Spr
This course introduces students to the concept of information systems as the application of technical resources to support organizational processes. Given this foundation, students build an integrative, process-oriented understanding of information systems and their deployment, management, and use within distributed and global organizations. Projects focus on introductory enterprise systems, fundamentals of database systems, and basic web programming. For this course, students are expected to have demonstrated proficiency in the use of microcomputers and office automation software including word processing, spreadsheets, and desktop databases. A proficiency exam is given during the first week of each semester and students are encouraged to take this exam in advance of the semester they intend to enroll in the class. Students who lack such knowledge may wish to enroll in appropriate undergraduate courses prior to attempting this course. This course is designed for BADM majors. Students who have successfully completed two or more of the following courses are not eligible to take this course: CSCI 014, CSCI 015A, MINS 018, MINS 019. 2.5 hours discussion, 1.0 hour activity.

MINS 114 Business Programming 3.0 Fa/Spr
Prerequisites: CSCI 015A
Introduction to the basic problem-solving skills needed to create and maintain business-oriented software. This course provides an overview of business information systems, their use in business contexts, and object-oriented design of applications. Coverage includes a survey of basic data structures and the standard algorithms used to manipulate and work with them. Students are expected to build and test a number of programs. 2.5 hours discussion, 1.0 hour activity.

MINS 116 Intermediate Business Programming 3.0 Fa/Spr
Prerequisites: MINS 114
This course provides students with an in-depth exposure to business information systems and their applications, object-oriented design in business. Issues, problems, and strategies for developing advanced business applications are included. Emphasis is on projects intended to integrate diverse systems while providing and maintaining business information. Students are expected to design, implement, and test business-based applications in a small team environment. 2.0 hours discussion, 2.0 hours activity.

MINS 118 Database Application Development 3.0 Fa/Spr
Prerequisites: BIS 110, MINS 018

MINS 189 Special Problems 1.0-3.0 Fa/Spr
This course is an independent study of special problems and is offered as 199A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be discussed with their faculty adviser before enrolling in the course. Credit/no credit grading only.

MINS 208 Business Systems Analysis 3.0 Fa/Spr
Prerequisites: MINS 018. Concurrent enrollment in or prior completion of ENGL 130 (for BADM majors).
An in-depth examination of tools, techniques, and processes used to support the systems analysis portion of the projects development life cycle. Emphasis is given to requirements gathering, gap-fit analysis, development of the business case for systems development projects, as well as tools and techniques that plan, identify, model and communicate conceptual systems to both end users and programmers. Both case studies and real projects are used to develop hands-on experience with conducting business analysis studies from object, data, and process perspectives.

MINS 209 Introduction to E-Business 3.0 Fa/Spr
Prerequisites: MINS 208
An introduction to E-Business systems including Intranets, Extranets, and Web-based E-Commerce applications. Topics include a review of Internet technologies and their history; how E-Business systems differ from traditional systems; benefits and threats caused by these systems; and analysis and design issues unique to E-Business systems. Students are required to perform environmental scanning of current trends, threats, and opportunities involving E-Business technological categories, applications, and tools beyond what has been learned in other courses. Professional activity is also required.

MINS 210 Business Systems Design 3.0 Fa/Spr
Prerequisites: MINS 114, MINS 208
Developing and documenting information-processing requirements. Record layout design and determination of primary and alternate file access paths. Data integrity and security considerations. Development of system test requirements and user documentation.

MINS 212 Decision Support Software 3.0 Fa/Spr
Prerequisites: MINS 118
Design and development of decision support systems. Examples from marketing, finance, accounting, human resources management, and production areas of organizations. Analysis of the impact of such developments as artificial intelligence, expert systems, fourth-generation languages, and application generators on the design and development of information systems.

MINS 214 Distributed Systems Management 3.0 Fa/Spr
Prerequisites: BIS 110, MINS 019
An in-depth analysis of current managerial issues related to business data communications, networks, and distributed processing. The topics covered in this course directly impact the analysis, design, and implementation of management information systems for both private organizations and government. Mainstream and emerging standards, products, and protocols are examined as well as an in-depth study of the Internet Protocol. 2.5 hours discussion, 1.0 hour activity.

MINS 215 Advanced Distributed Systems Management 3.0 Fa/Spr
Prerequisites: MINS 214 and permission of instructor.
This course focuses on issues of planning, design, configuration, implementation, and management of large scale distributed systems. Recent standards, development, issues, methods related to the Internet will be discussed in detail. Students will configure a set of switches and routers to form virtual local area networks and a large scale data network. Students will investigate different networking technologies such as Fast Ethernet, ATM, and Voice over IP. Students will also configure DHCP, DNS, and SNMP. 2.0 hours discussion, 2.0 hours activity.

MINS 216 Management Issues for MIS Professionals 3.0 Fa/Spr
Prerequisites: MINS 210 or concurrent enrollment in MINS 210
A culminating, integrative course serving to organize the information learned from earlier MINS and business school courses for soon-to-be MINS professionals. Students work together in groups to complete projects and class assignments and to understand key and current information systems topics, including global/international issues. Emphasis on communicating concepts in a meaningful, businesslike manner.
MINS 217 Security and Privacy Issues in Information Technology 3.0 Fall
Prerequisites: MINS 019.
This course covers a broad area of range of information security topics. The course theme is the protection of information resources from disruption, destruction, or disaster as well as unauthorized access. The course covers controls designed to (1) protect information assets, (2) detect the loss of information, and (3) correct information loss situations. Students study the use of authentication and authorization systems, firewalls, encryption systems, redundant disk arrays, and other tools designed to prevent loss of information. Students also study intrusion detection systems, file-fingerprinting tools as well as other methods and controls designed to detect information loss. Finally, students study backup systems and the integration of redundant communications systems are studied to address the protection of user access to information resources. Risk assessments, security policies, and formal controls processes are used to apply the information learned in the course to real world scenarios. 2.0 hours discussion, 2.0 hours activity.

MINS 218 Database Administration 3.0 Fa/Spr
Prerequisites: MINS 118 and instructor permission.
Study of the tasks and responsibilities of the database administrator, including configuring memory and disk space, establishing security, providing for backup and recovery, performance monitoring, and setting up client-server network capabilities. Study of advanced database design principles and techniques. Study of Advanced SQL (Structured Query Language) and database management system capabilities. Application of concepts and techniques to practical database systems administration environments in business. You may take this course more than once for a maximum of 6.0 units.

MINS 219 E-Commerce and Client Server 3.0 Fa/Spr
Prerequisites: MINS 208; prior completion or concurrent enrollment in MINS 214.
The study of the use of the operating system, database and application system software levels in a large ER/ system used to support a global organization with multilocation business information systems. Includes data analysis, prototyping, and trouble shooting. Students learn how to provide basic systems administration support of the operating system level, including configuring memory and disk space, establishing security, validating backup and recovery, performance monitoring, and setting up client-server network capabilities. Study of advanced database design principles and techniques. Study of Advanced SQL (Structured Query Language) and database management system capabilities. Application of concepts and techniques to practical database systems administration environments in business. You may take this course more than once for a maximum of 6.0 units.

MINS 222 Enterprise Resource Planning: Systems Administration 3.0 Fa/Spr
Prerequisites: Concurrent enrollment in or prior completion of MINS 214 and instructor permission.
This course focuses on advanced system support issues related to an Enterprise Resource Planning (ERP) system that is used in global organizations. Students learn how to provide basic systems administration support of the operating system level, database, and application system software levels within a large ERP system. The emphasis is on current process and techniques used to develop on-line and client-server systems. The course is a study of activity in the course, from both server and client design and implementation perspectives. 2.0 hours discussion, 2.0 hours activity.

MINS 298 Special Topics in Management Information Systems 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered as 298A-C for 1.0 to 3.0 units respectively. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See The Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods.

MINS 299H Honors Seminar in Management Information Systems 3.0 Fa/Spr
Prerequisites: Acceptance into the Honors Program, faculty permission.
This seminar is for Honors Program students. This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy and the integrative and international aspects of business operations, especially as they pertain to the fields of management information systems. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must earn at least a B in this course in order to receive honors credit. Students completing Honors in the Major will enroll in this course for two semesters. You may take this course more than once for a maximum of 6.0 units.

Graduate Courses

MINS 312 Business Information Systems Development 3.0 Spring
Prerequisites: BADM 311 and BADM 316.
This course is an introduction to systems development and practice on leading edge of technology. Some historical perspective provided, but the emphasis is on current process and techniques used to develop on-line business information systems. Includes rapid analysis, prototyping SAA (Software Applications Architecture) and A/D (Applications Development) cycle concepts and techniques.

MINS 318 Advanced Database Topics 3.0 Fall
Prerequisites: MINS 118.

MINS 319 Seminar in Business Client Server 3.0 Fall
Prerequisites: MINS 208.
A seminar of advanced topics and current trends related to the study of distributed business systems from the perspective of the leading layer client server models. Development and implementation issues, methods, and tools for extending depth with respect to distributed data, application processes, and user services in a variety of global corporate settings. Practical use of client server technology, such as Oracle, is a major activity in the course. You must register directly with a supervising faculty member.

MINS 389 Directed Internship 1.0-3.0 Fa/Spr
Prerequisites: Acceptance into the Honors Program, faculty permission.
This course is an internship offered as 398A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. Study of policy, control, and decision-making in selected organizations, arranged and supervised by a member of the graduate faculty in close working relationship with the management of an organization.

MINS 394 Seminar in Contemporary Business Topics 1.0-3.0 Fa/Spr
This course is a seminar offered as 394A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. Contemporary business topics will allow the student to conduct in-depth research into business problems and opportunities. The course will allow topical matters to be taken up as they develop within the economy.

MINS 398 Independent Study 1.0-4.0 Fa/Spr
This course is a graduate level independent study offered as 398A-D for 1.0 to 4.0 units respectively. You must register directly with a supervising faculty member.

MINS 399 Master’s Study 1.0-3.0 Fa/Spr
This course is a master’s study offered as a Master’s Thesis and identified as 399A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member.

Marketing Course Offerings

MKTG 170 Survey of Marketing 3.0 Fa/Spr
Prerequisites: MKTG 170.
Nature and functions of marketing systems and marketing in the individual firm. Study of the marketing mix, marketing institutions, and the environments in which marketing decisions are made.

MKTG 171 Consumer Behavior 3.0 Fa/Spr
Prerequisites: MKTG 170.
Study of the decision processes of individuals and groups toward consumer products and the implications to marketers. Emphasis on both individual, group, and external determinants of consumer attitudes and behavior.

MKTG 180 Marketing Research 3.0 Fa/Spr
Prerequisites: BADM 003, MKTG 170.
User-oriented analysis of the marketing research process, including problem definition, proposal preparation, research design, data collection, sampling methods, data analysis, interpretation, and presentation of findings. Formerly MKTG 245.

MKTG 189 Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is an internship offered as 189A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/Organizations. This course enables a student to study policy, control, and decision-making in a specialized work environment. See advisor for student's performance requirements, assignments, and methods of evaluation prior to undertaking the internship.
BUSINESS ADMINISTRATION

MKTG 271 Distribution Systems 3.0 Fa/Spr
Study of the marketing of goods and services to business, government, and institutions. The focus is on organizational buying, market analysis and planning, and development of marketing mix.

MKTG 272 Advertising and Marketing Communications 3.0 Fa/Spr
The concept and process of integrating all of the communications by a marketer to create synergy and a unique selling proposition. Examines development and execution of advertising, publicity, sales promotions, direct marketing, sponsorship and personal selling programs that build lifetime customer relationships through a variety of media or contacts.

MKTG 273 Strategic Personal Selling 3.0 Fa/Spr
Prerequisites: MKTG 170, MKTG 171, MKTG 180. Principles and practices of strategic personal selling, including relationship strategy, customer strategy, product strategy, and presentation strategy. The role of personal selling in the marketing mix and the current business environment: 1.0 hour lecture, 1.0 hour discussion, 2.0 hours activity.

MKTG 274 Market Analysis 3.0 Fa/Spr
Prerequisites: MKTG 170, MKTG 171, MKTG 180. Study of marketing strategies, programs, and plans on which sound marketing practices are based; special emphasis on analyzing marketing situations.

MKTG 275 Retailing 3.0 Fa/Spr
Prerequisites: MKTG 170, MKTG 171, MKTG 180. Essentials of retail management; market segmentation and market research for retail operations, buying and pricing functions, inventory control, budgeting, nature of change.

MKTG 276 Business Marketing 3.0 Inquire
Prerequisites: MKTG 170, MKTG 171, MKTG 180. Study of the marketing of goods and services to business, government, and institutions. The focus is on organizational buying, market analysis and planning, and development of marketing mix.

MKTG 277 International Marketing 3.0 Fa/Spr
Prerequisites: MKTG 170, MKTG 171, MKTG 180. A study of all aspects of marketing unique to international business. Examines the impact of cultures, ethics, history, politics, and social customs on marketing thinking and practices worldwide.

MKTG 278 Service Marketing 3.0 Fa/Spr
Prerequisites: MKTG 170, MKTG 171, MKTG 180. Study of the unique characteristics of services and their implications for the development of effective marketing strategies, programs, and plans for service businesses, including professional services, not-for-profit services, and international services.

MKTG 279 Strategic Marketing Management 3.0 Fa/Spr
Prerequisites: MKTG 170, MKTG 171, MKTG 180. Capstone course involving the decision-making process to demand analysis and developing product, distribution, promotion, and pricing strategies.

MKTG 297 Management of Small Business Enterprises 3.0 Fa/Spr
Prerequisites: Senior standing and business major. Decision-making in managing the small business segment of American society. Problem-solving based upon actual field case work. Theory applied to actual management situations in the minibus.

MKTG 298 Special Topics in Marketing 1.0-3.0 Fa/Spr
Prerequisites: Senior standing. This course is for special topics offered as 298A-C for 1.0 to 3.0 units respectively. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See The Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods.

MKTG 299H Honors Seminar in Marketing 3.0 Fa/Spr
Prerequisite: faculty permission. This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the field of marketing. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must receive at least a B in this course for Honors credit. Students seeking "Honors in the Major" will enroll in this course for two semesters. You may take this course more than once for a maximum of 6.0 units.

GRADUATE COURSES
Prerequisite for all MKTG 300-level courses: Classified standing as a graduate student.

MKTG 373 Seminar in Strategic Marketing 3.0 Spring
Prerequisites: MKTG 170. A study of marketing concepts and strategies, such as demand analysis, product/market positioning, distribution, promotion, and pricing strategies. Emphasis on integrating such concepts and strategies into strategic marketing programs.

MKTG 379 Seminar in Market Analysis 3.0 Spring
Prerequisites: MKTG 170. A case method approach involving the decision-making process related to demand analysis, product strategy, distribution strategy, promotional strategy, and pricing strategy.

MKTG 389 Directed Internship 1.0-3.0 Fa/Spr
This course is an internship offered as 389A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. Study of policy, control, and decision-making in selected organizations, arranged and supervised by a member of the graduate faculty in close working relationship with the management of an organization.

MKTG 391 Simulation Laboratory in Marketing 1.0 Fa/Spr
Prerequisite: faculty permission. Laboratory experience with computerized or other simulation environments. The student interacts with a simulated business environment, often via the timesharing computer system. 3.0 hours laboratory.

MKTG 394 Seminar in Contemporary Business Topics 1.0-3.0 Fa/Spr
This course is a seminar offered as 394A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member. Contemporary business topics will allow the student to conduct in-depth research into business problems and opportunities. The course will allow topical matters to be taken up as they develop within the economy.

MKTG 398 Independent Study 1.0-4.0 Fa/Spr
This course is a graduate level independent study offered as 398A-D for 1.0 to 4.0 units respectively. You must register directly with a supervising faculty member.

MKTG 399 Master’s Study 1.0-3.0 Fa/Spr
This course is a master’s study offered as a Master’s Thesis and identified as 399A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member.
Production and Operations Management Course Offerings

**POMG 143 Operations Management** 3.0 Fa/Spr
Prerequisites: Business Administration or Business Information Systems status and quantitative reasoning required for all majors.
Quantitative modeling, including linear programming, dual prices, simulation, and queueing. Production and operations management, including product and process design, facility location and layout, quality assurance, work measurement, forecasting, capacity planning, decision trees, production planning, scheduling, inventory control, material requirements planning, project management with CPM/PERT, and system maintenance and improvement. 2.0 hours discussion, 2.0 hours activity.

**POMG 145 Cost Management for Operations** 3.0 Spring
Application of accounting information to problems faced by operating managers. Topics include estimation of product costs, budgeting, and performance evaluation in traditional, JIT, TOC, and continuous improvement settings.

**POMG 189 Internship and Cooperative Education** 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is an internship offered as 189A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. For students who wish to get practical work experience with participating firms/organizations. This course enables a student to study policy, control, and decision-making in a specialized work environment. See advisor for student’s performance requirements, assignments, and methods of evaluation prior to undertaking the internship.

**POMG 191 Simulation Laboratory Production and Operations Management** 1.0 Fa/Spr
Prerequisites: Faculty permission.
Laboratory experience with management simulation programs. The student interacts with a simulated business environment via computer facilities or other laboratory situations. 2.0 hours activity. Credit/no credit grading only. You may take this course more than once for a maximum of 6.0 units.

**POMG 199 Special Problems** 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is an independent study of special problems and is offered as 199A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be discussed with their faculty advisor before enrolling in the course. Credit/no credit grading only.

**POMG 246 Quality Management** 3.0 Fa/Spr
Prerequisites: POMG 143 or faculty permission.
The study and application of the quality management process in both the manufacturing and service sectors of the economy. Topics include process analysis and improvement, statistical process control, cost of quality, quality measurement, and quality in the global marketplace. 2.5 hours discussion, 1.0 hour activity.

**POMG 248 Production Management and Control Systems** 3.0 Fa/Spr
Prerequisites: POMG 143.
Study of quality control, capacity planning, Just-In-Time (JIT) production systems, and production planning and control. Topics include quality assurance and control, production forecasting, capacity management and control, production system simulation, the application of JIT, and production systems performance analysis. 2.5 hours discussion, 1.0 hour activity.

**POMG 298 Special Topics in Production and Operations Management** 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered as 298A-C for 1.0 to 3.0 units respectively. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See The Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods.

**POMG 299 Honors in Production and Operations Management** 3.0 Fa/Spr
Prerequisites: Faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the field of operations management. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must receive at least a B in this course for Honors credit. Students seeking "Honors in the Major" will enroll in this course for two semesters. You may take this course more than once for a maximum of 6.0 units.

**GRADUATE COURSES**

**POMG 342 Information Systems for Operations** 3.0 Inquire
An introduction to the analysis and design of management information systems with primary application to production/operations management systems. Mathematical models commonly employed in production/operations management will be included.

**POMG 343 Operations Planning and Execution** 3.0 Fall
This course provides overview of the operations management process. The operations management field includes the primary functions of business. These central functions of an organization are responsible for the creation and delivery of goods and services. This course will assist the student in developing both quantitative and qualitative skills to utilize current methodologies, systems, and technology to plan, execute, implement, and analyze performance of the organization and its resources. The topic area of quality management will be a significant segment of this course.

**POMG 389 Directed Internship** 1.0-3.0 Fa/Spr
This course is an internship offered as 389A-C, for 1-3 units respectively. You must register directly with a supervising faculty member. Study of policy, control, and decision-making in selected organizations, arranged and supervised by a member of the graduate faculty in close working relationship with the management of an organization.

**POMG 391 Simulation Laboratory in Production and Operations Management** 1.0 Fa/Spr
Prerequisites: Faculty permission.
Laboratory experience with computerized or other simulation environments. The student interacts with a simulated business environment, often via the timesharing computer system. 3.0 hours laboratory.

**POMG 394 Contemporary Business Topics** 1.0-3.0 Fa/Spr
This course is a special topic offered as 394A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member. Contemporary business topics will allow the student to conduct in-depth research into business problems and opportunities. The course will allow topical matter to be taken up as it develops within the economy.

**POMG 398 Independent Study** 1.0-4.0 Fa/Spr
This course is a graduate level independent study offered as 398A-D for 1.0 to 4.0 units respectively. You must register directly with a supervising faculty member.

**POMG 399 Master’s Study** 1.0-3.0 Fa/Spr
This course is a master’s study offered as a Master’s Thesis and identified as 399A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member.

Quantitative Business Analysis Course Offerings

**QBAN 142 Probability and Statistics for Management** 3.0 Fa/Spr
Prerequisites: Completion of the General Education Math requirement and passage of a departmentally administered intermediate algebra achievement screening test. An introduction to the mathematical foundations of elementary calculus, probability, and statistics as they apply to the business environment. To be included are the laws of probability, estimation, and hypothesis-testing. Selected topics in elementary calculus will also be introduced. This course will not meet requirements for the BS in business administration.

**QBAN 144 Decision Models for Business** 3.0 Fall
Prerequisites: BADM 003.
The development of decision models and systems in a business context where problem definition, applications, and computer solutions are emphasized. Topics include a study of the systems approach, deterministic and probabilistic models.

**QBAN 240 Multiple Regression and Forecasting** 3.0 Spring
Prerequisites: BADM 003.
Multiple regression analysis, time series analysis, and forecasting as applied to managerial decision-making.

Graduate Courses

Prerequisite for all QBAN 300-level courses: Classified standing as a graduate student.

**QBAN 347 Seminar in Research and Decision in Business** 3.0 Inquire
Planning, research, and decision projects and cases, advanced research and decision methodology, experimental design, preparation of project proposals, individual and group work on selected projects and cases, and critiques of project reports.
Business Administration

OBAN 348 Seminar in Operations Research 3.0 Inquire
Prerequisites: POMG 143, OBAN 142.
Theory of operations research with applications to business includes techniques of linear, non-linear, and integer programming, topics in queuing theory, simulation, and Monte Carlo methods as they apply to inventory, scheduling, transportation, and management.

Real Estate Course Offerings

R E 101 Principles of Real Estate 3.0 Inquire
Prerequisites: ECON 002, ECON 003.
A comprehensive study designed to give students a good understanding of marketing forces affecting real estate. Subject matter introduces the student to legal, socioeconomic, and environmental factors related to the real estate industry. The course examines such areas as (1) the economic characteristics of real estate resources and the basic factors influencing the supply and demand for real estate; (2) national, state, and local influences on real estate markets, including demographic trends; (3) land ownership and conveyance, financing and marketing real property; and (4) managerial review of marketing practices.

R E 167 Real Estate Appraisal I 3.0 Inquire
Prerequisites: R E 101.
Principles governing the legal and economic determination of real property uses and values and the function and process of appraisal. Fieldwork and group problems in real estate. 2.0 hours discussion, 2.0 hours activity.

R E 169 Real Estate Finance 3.0 Inquire
Prerequisites: R E 101.
A study of the institutions and methods involved in financing real property and an analysis of the problems, risks, and practices involved in financing and investing in real property.

R E 189 Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing. Faculty permission.
This course is an internship offered as 189A-C for 1.0 to 3.0 units respectively. Students must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/organizations. This course enables a student to study policy, control, and decision-making in a specialized work environment. The faculty adviser will determine each student’s performance requirements, assignments, and methods of evaluation prior to undertaking the internship.

R E 191 Simulation Laboratory Real Estate 1.0 Fa/Spr
Prerequisites: Faculty permission.
Laboratory experience with management simulation programs. The student interacts with a simulated business environment via computer facilities or other laboratory situations. 3.0 hours laboratory. You may take this course more than once for a maximum of 6.0 units.

R E 199 Special Problems 1.0-3.0 Fa/Spr
This course is an independent study of special problems and is offered as 199A-C for 1.0 to 3.0 units respectively. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be discussed with their faculty adviser before enrolling in the course. Credit/no credit grading only.

Supply Chain Management Systems Course Offerings

SCMS 189 Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is an internship offered as 189A-C for 1.0-3.0 units respectively. Students must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/organizations. This course enables a student to study policy, control, and decision-making in a specialized work environment. The faculty adviser will determine each student’s performance requirements, assignments, and methods of evaluation prior to undertaking the internship. Credit/no credit grading only.

SCMS 244 Purchasing and Supply Chain Management 3.0 Fa/Spr
Prerequisites: POMG 143.
An overview of the purchasing and logistic functions of an organization. The primary objective of this course is to provide students with an integrative view of the purchasing and logistic functions and the role they play in the overall operations of the organization. The use and applications of information systems (SAP R/3) in the purchasing and logistic functions will be included in the course. These information systems will provide a foundation for the understanding of the integrative nature of the business organization today. Formerly POMG 244.

SCMS 247 Production Planning and Inventory Control 3.0 Fa/Spr
Prerequisites: POMG 143.
An in-depth study of inventory management and material requirements planning (MRP). Topics include the study of inventory systems and modeling, master production scheduling, and purchasing systems and control. Formerly POMG 247.

SCMS 271 Distribution Systems and Channel Management
3.0 Fa/Spr
Prerequisites: MKTG 170.
The course includes a study of distribution and its role in the marketing system, economic of distribution, financing competing carriers, rate determination, government regulation subsidization, carrier organization, operation, and traffic control. This course is the same as MKTG 271 which may be substituted.

SCMS 298 Special Topics in Supply Chain Management
1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course if for special topics offered as 298A-C for 1.0-3.0 units respectively. Typically the topic is offered on a one-time basis and varies from term to term and from one section to another. See The Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods.