<table>
<thead>
<tr>
<th>Cost element/description</th>
<th>Qty</th>
<th>Partner</th>
<th>ParAct</th>
<th>Value in USD</th>
<th>Fxd value in US</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries-Base Wages</td>
<td>CTR 2100</td>
<td>1,226.84</td>
<td>1,226.84</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accident Insurance</td>
<td>CTR 1000</td>
<td>11.28</td>
<td>11.28</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accident Insurance</td>
<td>CTR 2100</td>
<td>6.50</td>
<td>6.50</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Empl. Contr. Soc.</td>
<td>CTR 1000</td>
<td>31.91</td>
<td>31.91</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Empl. Contr. Soc.</td>
<td>CTR 2100</td>
<td>18.40</td>
<td>18.40</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Telephone Usage</td>
<td>CTR 1000</td>
<td>212.77</td>
<td>212.77</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Telephone Usage</td>
<td>CTR 2100</td>
<td>646.88</td>
<td>646.88</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dist.</td>
<td></td>
<td>11,138.45</td>
<td>11,138.45</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accident Insurance</td>
<td>ORD 9ANUS1000_P</td>
<td>91.00</td>
<td>91.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Empl. Contr. Soc.</td>
<td>ORD 9ANUS1000_P</td>
<td>195.00</td>
<td>195.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accident Insurance</td>
<td></td>
<td>286.00</td>
<td>286.00</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Program
BS in Business Administration
Options in:
- Accounting
- Finance
- Human Resource Management
- Management
- Marketing
BS in Business Information Systems
Options in:
- Accounting Information Systems
- Management Information Systems
- Supply Chain Management Systems
Minor in Accounting
Minor in Business Administration
Minor in International Business
Minor in the Management of Human Resources
Minor in Management Information Systems
Minor in Managing Diversity in Organizations
Minor in Marketing
Minor in Production and Operations Management
Master of Science in Accountancy
Master of Business Administration

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 technology learning centers, allowing full integration of technology 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
Declaring a Business Administration Major

Students who declared a Business Administration major prior to fall 2005, 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 101, BADM 103/MATH 108, ACCT 201, ACCT 202, ECON 102, ECON 103, and MATH 107) 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 107 and BADM 103/MATH 108 (with a verified grade of C or better in each) before being allowed to move beyond pre-business status. This requires that students complete MATH 107 and BADM 103/MATH 108 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 fortransfer 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
e-mail: bund@csuchico.edu

THE BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION

Total Course Requirements for the Bachelor's Degree: 120 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.

A suggested Major Academic Plan (MAP) has been prepared to help students meet all graduation requirements within four years. Please request a plan from your major adviser or visit 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 taken 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 130 and POLS 155. 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 130 (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, depending upon the selected option or advising pattern, are outlined following the degree core program requirements.

DEGREE CORE REQUIREMENTS: 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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Units</th>
<th>Mode</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 201</td>
<td>Intro to Financial Accounting</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>ACCT 202</td>
<td>Intro to Managerial Accounting</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>Prerequisites: ACCT 201 (or ABUS 261 for ABUS majors only).</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BADM 101</td>
<td>Understanding Global Business</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MATH 107</td>
<td>Finite Math for Business</td>
<td>3.0</td>
<td>FS *</td>
</tr>
<tr>
<td>Prerequisites: Completion of ELM requirement.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1 course selected from:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Units</th>
<th>Mode</th>
</tr>
</thead>
<tbody>
<tr>
<td>BADM 103</td>
<td>Statistics of Business &amp; Econ</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>Prerequisites: For Business Administration majors: MATH 107. For other students: completion of General Education Breadth Area A4 requirement.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MATH 108</td>
<td>Statistics of Business &amp; Econ</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>Prerequisites: For business administration students: MATH 107. For other students: completion of General Education Breadth Area A4 requirement.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Upper-Division Core: 27 units

9 courses required:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Units</th>
<th>Mode</th>
</tr>
</thead>
<tbody>
<tr>
<td>BADM 495</td>
<td>Sem in App Strategic Dec Mak</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>Prerequisites: Graduating senior standing. Completion of all courses in upper-division core.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BLAW 302</td>
<td>Managing the Legal Environment</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>Prerequisites: At least junior standing.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FINA 307</td>
<td>Survey of Finance</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>Prerequisites: ACCT 201, ECON 103.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGMT 300</td>
<td>Communication in Business</td>
<td>3.0</td>
<td>FS WP</td>
</tr>
<tr>
<td>MGMT 303</td>
<td>Managing People/Bus Proc/Chg</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 304</td>
<td>Human Resource Management</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MINS 301</td>
<td>Corporate Tech Integration</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 305</td>
<td>Survey of Marketing</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>SCMS 306</td>
<td>Operations Management</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>Prerequisites: Business Administration or Business Information Systems status required for business majors. Completion of General Education Breadth Area A4 requirements required for all majors.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Major Option Courses 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 320, ACCT 321 and ACCT 325. It is recommended that the core be taken the semester prior to beginning pattern course work.

Accounting Core: 9 units

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Units</th>
<th>Mode</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 320</td>
<td>Cost Accounting</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>Prerequisites: ACCT 202, BADM 103.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT 321</td>
<td>Acctng Info Systems/Control</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>Prerequisites: Concurrent enrollment in or prior completion of ACCT 202 and BUS 301 or MINS 301.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT 325</td>
<td>Intermediate Accounting</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>Prerequisites: ACCT 202 and concurrent enrollment in, or prior completion of, ACCT 321.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Advising Pattern: 18 units
Select one of the following three patterns to complete the Option in Accounting.

PROFESSIONAL ACCOUNTING PATTERN: 18 units
5 courses required:
ACCT 326 Intermediate Accounting II 3.0 FS
Prerequisites: ACCT 325.
ACCT 421 Auditing 3.0 SP
Prerequisites: ACCT 322, BADM 103; either ACCT 326 or ACCT 427.
ACCT 425 Advanced Accounting 3.0 SP
Prerequisites: ACCT 326 or ACCT 427.
ACCT 437 Federal Income Taxes 3.0 FS
Prerequisites: ACCT 201, ACCT 202.
MINS 235 Database Design 3.0 FS

1 course selected from:
ACCT 359 Directed Mentorship 3.0 FS
Prerequisites: ACCT 320, ACCT 325.
ACCT 420 Adv Cost Management Systems 3.0 FA
Prerequisites: ACCT 320.
MINS 350 Business Systems Analysis 3.0 FS
Prerequisites: MINS 235. Concurrent enrollment in or prior completion of ENGL 210 (for BSIS majors).

CORPORATE FINANCIAL MANAGEMENT PATTERN: 18 units
3 courses required:
ACCT 326 Intermediate Accounting II 3.0 FS
Prerequisites: ACCT 325.
ACCT 420 Adv Cost Management Systems 3.0 FA
Prerequisites: ACCT 320.
ACCT 421 Auditing 3.0 SP
Prerequisites: ACCT 321, BADM 103; either ACCT 326 or ACCT 427.

3 courses selected from:
ACCT 437 Federal Income Taxes 3.0 FS
Prerequisites: ACCT 201, ACCT 202.
FINA 351 Investments 3.0 FS
Prerequisites: FINA 307.
FINA 355 Financial Management Theory 3.0 FS
Prerequisites: FINA 307.
FINA 459 International Finance 3.0 FA
Prerequisites: FINA 307.
FINA 460 Financial Institutions/Markets 3.0 FS
Prerequisites: FINA 307.
FINA 480 Financial Mgmt: Applications 3.0 FS
Prerequisites: FINA 355.

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 FINA 351, FINA 355, 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:
FINA 351 Investments 3.0 FS
Prerequisites: FINA 307.
FINA 355 Financial Management Theory 3.0 FS
Prerequisites: FINA 307.
FINA 460 Financial Institutions/Markets 3.0 FS
Prerequisites: FINA 307.
FINA 480 Financial Mgmt: Applications 3.0 FS
Prerequisites: FINA 355.

4 courses selected from:
ACCT 320 Cost Accounting 3.0 FS
Prerequisites: ACCT 201, ACCT 202, BADM 103.
ACCT 325 Intermediate Accounting I 3.0 FS
Prerequisites: ACCT 202 and concurrent enrollment in, or prior completion of, ACCT 321.
ECON 301 Microeconomic Analysis 3.0 FS
Prerequisites: ECON 103.
ECON 302 Macroeconomic Analysis 3.0 FS
Prerequisites: ECON 102.
FINA 453 Investment Analysis and Policy 3.0 FS
Prerequisites: FINA 307.
FINA 454 Financial Planning: Apps 3.0 FS
Prerequisites: FINA 351. Concurrent enrollment in or prior completion of FINA 453, FINA 456, and ACCT 437.

FINANCIAL SERVICES PATTERN
4 courses required:
FINA 456 Risk and Insurance 3.0 FA
Prerequisites: FINA 307.
FINA 458 Mgmt and Reg of Fin Institutions 3.0 SP
Prerequisites: FINA 307 and FINA 460, faculty permission.
FINA 459 International Finance 3.0 FA
Prerequisites: FINA 307.
FINA 481 Investment Analysis and Policy 3.0 SP
Prerequisites: FINA 307, FINA 351.
FINA 498 Special Topics in Finance 1.0-3.0 FS
Prerequisites: Senior standing.
Note: FINA 498 must be taken for 3 units.
REAL 301 Principles of Real Estate 3.0 FS
Prerequisites: ECON 102, ECON 103.
REAL 369 Real Estate Finance 3.0 Inq
Prerequisites: REAL 301.

THE OPTION IN HUMAN RESOURCE MANAGEMENT: 27 units
Students may complete this option in two or three semesters.
5 courses required:
BLAW 413 Employment Law 3.0 FS
Prerequisites: At least junior standing.
MGMT 430 HR Strategy & Info Sys 3.0 FA
Prerequisites: MGMT 304, MINS 301.
MGMT 432 Recruitment and Selection 3.0 FA
Prerequisites: MGMT 304.
MGMT 433 Training and Development 3.0 SP
Prerequisites: MGMT 304.
MGMT 434 Performance Management 3.0 SP
Prerequisites: MGMT 304.

4 courses selected from:
BLAW 414 Labor Law/Collective Bargain 3.0 FS
Prerequisites: At least junior standing or faculty permission.
MGMT 435 Industrial Relations 3.0 Inq
Prerequisites: MGMT 303.
MGMT 437 Organizational Consulting 3.0 SP
Prerequisites: MGMT 303, MGMT 304.
### Business Administration

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 442</td>
<td>Managing Differences</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 443</td>
<td>Managing Innovation and Change</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>MGMT 489</td>
<td>Directed Internship</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 498</td>
<td>Special Topics in Management</td>
<td>1.0-3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 498</td>
<td>Special Topics in Management</td>
<td>1.0-3.0</td>
<td>FS</td>
</tr>
</tbody>
</table>

**THE OPTION IN MANAGEMENT: 27 units**

Students may complete this option in two or three semesters.

#### Management Core: 9 units

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLAW 413</td>
<td>Employment Law</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 443</td>
<td>Managing Innovation and Change</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>MGMT 444</td>
<td>Managing Project Teams</td>
<td>3.0</td>
<td>FS</td>
</tr>
</tbody>
</table>

**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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 450</td>
<td>Assessing New Bus Oppor</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>MGMT 451</td>
<td>Creating New Businesses</td>
<td>3.0</td>
<td>SP</td>
</tr>
<tr>
<td>MGMT 452</td>
<td>Growing New Businesses</td>
<td>3.0</td>
<td>SP</td>
</tr>
<tr>
<td>MKTG 467</td>
<td>Management of Small Business</td>
<td>3.0</td>
<td>FS</td>
</tr>
</tbody>
</table>

2 courses selected from:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 389</td>
<td>Internship</td>
<td>1.0-3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 440</td>
<td>Managerial Strategy</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>MKTG 465</td>
<td>Managing Personal Success</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 467</td>
<td>E-Marketing</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>OR (the following course may be substituted for the above)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG 475</td>
<td>Retailing</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 498</td>
<td>Special Topics in Management</td>
<td>1.0-3.0</td>
<td>FS</td>
</tr>
</tbody>
</table>

**OPERATIONS MANAGEMENT PATTERN: 18 units**

4 courses required:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCMS 440</td>
<td>Purchasing &amp; Supply Chain Mgmt</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>SCMS 441</td>
<td>Quality Management</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>SCMS 442</td>
<td>Prod Plan &amp; Inventory Control</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>SCMS 443</td>
<td>Prod Mgmt &amp; Control Systems</td>
<td>3.0</td>
<td>FS</td>
</tr>
</tbody>
</table>

2 courses selected from:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLAW 414</td>
<td>Labor Law/Collective Bargain</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 439</td>
<td>Internship</td>
<td>1.0-3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 447</td>
<td>Leadership</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 450</td>
<td>Assessing New Bus Oppor</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>MGMT 498</td>
<td>Special Topics in Management</td>
<td>1.0-3.0</td>
<td>FS</td>
</tr>
</tbody>
</table>

**ORGANIZATIONAL MANAGEMENT PATTERN: 18 units**

4 courses required:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 442</td>
<td>Managing Differences</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 445</td>
<td>International Management</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>MGMT 447</td>
<td>Leadership</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 448</td>
<td>Managing Knowledge-Based Org</td>
<td>3.0</td>
<td>FA</td>
</tr>
</tbody>
</table>

2 courses selected from:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>BLAW 414</td>
<td>Labor Law/Collective Bargain</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 345</td>
<td>Negotiation Techn for Conflict</td>
<td>3.0</td>
<td>SP</td>
</tr>
<tr>
<td>MGMT 389</td>
<td>Internship</td>
<td>1.0-3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MGMT 440</td>
<td>Managerial Strategy</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>MKTG 449</td>
<td>Transpersonal Leadership</td>
<td>3.0</td>
<td>Inq</td>
</tr>
</tbody>
</table>

**THE OPTION IN MARKETING: 24 units**

The 24-unit Marketing option is a three-semester sequence of courses beginning with MKTG 371 and MKTG 380. This option credits internship units as part of the program.

3 courses required:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 371</td>
<td>Consumer Behavior</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 380</td>
<td>Marketing Research</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 391</td>
<td>Simulation Lab Marketing</td>
<td>1.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 399</td>
<td>Special Problems</td>
<td>1.0-3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 465</td>
<td>E-Marketing</td>
<td>3.0</td>
<td>FS</td>
</tr>
</tbody>
</table>

15 units selected from:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 389</td>
<td>Intern/Cooperative Education</td>
<td>1.0-3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 413</td>
<td>Labor Law/Collective Bargain</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 447</td>
<td>Managing Project Teams</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>MKTG 458</td>
<td>Management of Small Business</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 470</td>
<td>Sales Force Management</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 471</td>
<td>Distrib Systems &amp; Channel Mgmt</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 472</td>
<td>Advertising/Mktg Comm</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 473</td>
<td>Strategic Personal Selling</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 474</td>
<td>Market Analysis</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 476</td>
<td>Business Marketing</td>
<td>3.0</td>
<td>Inq</td>
</tr>
<tr>
<td>MKTG 477</td>
<td>International Marketing</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 478</td>
<td>Service Marketing</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>MKTG 498</td>
<td>Special Topics in Marketing</td>
<td>1.0-3.0</td>
<td>FS</td>
</tr>
</tbody>
</table>

**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 possibly apply to a supportive second major or minor.
Declaring a Business Information Systems Major

Students who declared a Business Information Systems major prior to fall 2005, 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 BSIS major, you must first complete MATH 107, MATH 108/ BADM 103, and ENGL 130 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 107, MATH 108/BADM 103, and ENGL 130. 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 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 e-mail: bund@csuchico.edu

THE BACHELOR OF SCIENCE IN BUSINESS INFORMATION SYSTEMS

This program was approved and offered for the first time in fall 2003. It is designed as a four-year alternative to 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.

A suggested Major Academic Plan (MAP) has been prepared 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 taken 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 130 and POLS 153. 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 130 (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, depending upon the selected option or advising pattern, are outlined following the major core program requirements.

Pre-Business Information Systems Major

Pre-business information students achieve Business Information Systems status upon completion of MATH 107 and MATH 108 (or BADM 103) and ENGL 130 with a grade of C or better.

DEGREE CORE PROGRAM: 57 units

Lower-Division Core: 30 units

10 courses required:
- ACCT 201 Intro to Financial Accounting 3.0 FS
- ACCT 202 Intro to Managerial Accounting 3.0 FS
- CSCI 101 Intro to Computer Science 3.0 FS
- ECON 102 Principles of Macro Analysis 3.0 FS *
- ECON 103 Principles of Micro Analysis 3.0 FS *
- MATH 107 Finite Math for Business 3.0 FS *
- MATH 108 Statistics of Business & Econ 3.0 FS
- Prerequisites: For business administration students: MATH 107.
- Prerequisites: Concurrent enrollment in or prior completion of ACCT 201 and BADM 103. (or ABUS 261 for ABUS majors only).
- Prerequisites: ACCT 201, ECON 103.
- Prerequisites: ACCT 201, ECON 103.
- Prerequisites: MINS 350, permission of instructor.
- Prerequisites: MINS 235, MINS 245.
- Prerequisites: MINS 301 and instructor permission.
- Prerequisites: Concurrent enrollment in or prior completion of ACCT 202 and BADM 103.

Upper-Division Core: 27 units

9 courses required:
- BSIS 301 Enterprise Tech Integration 3.0 FS
- BSIS 496 Strat Iss for Info Professionals 3.0 FS WP
- BLAW 302 Managing the Legal Environment 3.0 FS
- ENGL 230 Report Writing 3.0 FS
- FINA 305 Survey of Finance 3.0 FS
- MGMT 305 Operations Management 3.0 FS
- MINS 325 Business Programming 3.0 FS
- MINS 350 Business Systems Analysis 3.0 FS
- Prerequisites: For business administration majors: MATH 107.
- Prerequisites: Concurrent enrollment in or prior completion of ENGL 230.
- Prerequisites: For business administration majors: MATH 107 and MATH 108 (or BADM 103).
- Prerequisites: Concurrent enrollment in or prior completion of MINS 245 and MINS 325.
- Prerequisites: MINS 335 and instructor permission.
- Prerequisites: BSIS 301, MINS 235.
- Prerequisites: BSIS 301, MINS 235.
- Prerequisites: BSIS 301, MINS 235.
- Prerequisites: BSIS 301, MINS 335.
- Prerequisites: MINS 325, MINS 350.

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 core course requirements.

Note: For BSIS 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 320, ACCT 321, and ACCT 325.

Accounting Foundation: 21 units

7 courses required:
- ACCT 320 Cost Accounting 3.0 FS
- ACCT 321 Accntg Info Systems/Control 3.0 FS
- Prerequisites: ACCT 320, BADM 103.

Accounting electives: 6 units

6 courses selected from:
- ACCT 325 Intermediate Accounting I 3.0 FS
- Prerequisites: ACCT 202 and concurrent enrollment in, or prior completion of, ACCT 321.
- ACCT 421 Auditing 3.0 SP
- Prerequisites: ACCT 321, BADM 103; either ACCT 326 or ACCT 427.
- ACCT 427 SAP Accounting Applications 3.0 FA
- Prerequisites: ACCT 325.
- ACCT 437 Federal Income Taxes 3.0 FS
- Prerequisites: ACCT 201, ACCT 202.
- ACCT 530 Plan/Control/Perf Eval w/ERP 3.0 SP
- Prerequisites: ACCT 320, ACCT 321, ACCT 325.

THE OPTION IN MANAGEMENT INFORMATION SYSTEMS: 27 units

Advising is mandatory to understand class sequencing and prerequisite requirements.

MINS Foundation: 18 units

6 courses required:
- CSCI 111 Programming and Algorithms I 3.0 FS
- Prerequisites: At least one year of high school algebra and strong computer skills or MINS 101.
- BSIS 325 Business Programming 3.0 FS
- Prerequisites: CSCI 111.
- MINS 335 Database Application Dev 3.0 FS
- Prerequisites: BSIS 301, MINS 235.
- MINS 345 Distributed Systems Management 3.0 FS
- Prerequisites: MINS 301, MINS 245.
- MINS 425 Interned Business Programming 3.0 FS
- Prerequisites: MINS 101.
- MINS 450 Business Systems Design 3.0 FS
- Prerequisites: MINS 325, MINS 350.

MINS Electives: 9 units

3 courses selected from:
- BSIS 420 ERP: Systems Config and Use 3.0 FS
- Prerequisites: MINS 350, permission of instructor.
- BSIS 524 Business Programming with ABAP 3.0 FS
- Prerequisites: CSCI 111, permission of instructor; either BSIS 420 or MINS 522.
- CSCI 144 Introduction to UNIX Operating 3.0 FS
- CSCI 221 Assembly Language Programming 3.0 FS
- CSCI 344 UNIX Power Utilities Shell Prgr 3.0 FA
- MINS 452 Decision Support Software 3.0 FS
- MINS 498 Spec Topics Mgmt Info Systems 1.0-3.0 FS
- Prerequisites: Senior standing.

MINS 498 must be taken for 3 units

MINS 522 ERP: Systems Adm 3.0 FS
- Prerequisites: Concurrent enrollment in or prior completion of MINS 345 and instructor permission.
- MINS 535 Database Administration 3.0 FS
- Prerequisites: MINS 335 and instructor permission.
- MINS 536 Security/Privacy Issues in IT 3.0 FA
- Prerequisites: MINS 245.
- MINS 545 Adv Distributed Systems Mgmt 3.0 FS
- Prerequisites: MINS 345 and permission of instructor.
- MINS 546 E-Com & Client Server Computing 3.0 FS
- Prerequisites: MINS 350; prior completion or concurrent enrollment in MINS 345.

Note: Prerequisites for CSCI courses are waived for BSIS option students, but course content is unchanged.
THE OPTION IN SUPPLY CHAIN MANAGEMENT SYSTEMS: 24 units

Supply Chain Management Foundation: 9 units
3 courses required:
BSIS 444 Systems Project Management 3.0 FS
Prerequisites: SCMS 306 and senior standing.
SCMS 440 Purchasing & Supply Chain Mgmt 3.0 FS
Prerequisites: SCMS 306.
SCMS 471 Distrib Systems & Channel Mgmt 3.0 FS
Prerequisites: MKTG 305.
This course is also offered as MKTG 471.

Supply Chain Management Systems Electives: 15 units
5 courses selected from:
BSIS 420 ERP: Systems Config and Use 3.0 FS
Prerequisites: MINS 350, permission of instructor.
MINS 335 Database Application Dev 3.0 FS
Prerequisites: BSIS 301, MINS 235
MINS 450 Business Systems Design 3.0 FS
Prerequisites: MINS 325, MINS 390.
MKTG 371 Consumer Behavior 3.0 FS
Prerequisites: MKTG 305.
MKTG 380 Marketing Research 3.0 FS
Prerequisites: BADM 103, MKTG 305.
MKTG 465 E-Marketing 3.0 FS
Prerequisites: MKTG 371.
MKTG 473 Strategic Personal Selling 3.0 FS
Prerequisites: MKTG 371.
MKTG 490 Strategic Marketing Management 3.0 FS
Prerequisites: MKTG 371, MKTG 380.
SCMS 441 Quality Management 3.0 FS
Prerequisites: SCMS 306 or faculty permission.
SCMS 442 Prod Plan & Inventory Control 3.0 FS
Prerequisites: SCMS 306.
SCMS 443 Prod Mgmt & Control Systems 3.0 FS
Prerequisites: SCMS 306.
SCMS 489 Internship/Cooperative Educ 1.0-3.0 FS
Prerequisites: Senior standing.
SCMS 489 must be taken for 3 units.
SCMS 498 Special Topics in SCMS 1.0-3.0 FS
Prerequisites: Senior standing.
SCMS 498 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 possibly 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 Undergraduate Advising Office (Glenn 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 (499H) 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 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 499H and courses numbered 499H in each option of the course offerings section. Please consult your department 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:
BSIS 301 Enterprise Tech Integration 3.0 FS
Prerequisites: ACCT 202 and concurrent enrollment in or prior completion of ACCT 202 and BSIS 301 or MINS 301.
ACCT 325 Intermediate Accounting I 3.0 FS
Prerequisites: ACCT 202 and concurrent enrollment in or prior completion of ACCT 202.
1 course selected from:
ACCT 201 Intro to Financial Accounting 3.0 FS
ACCT 202 Intro to Managerial Accounting 3.0 FS
Prerequisites: ACCT 201 or (ABUS 261 or ABUS majors only).
ACCT 321 Accntg Info Systems/Control 3.0 FS
Prerequisites: Concurrent enrollment in or prior completion of ACCT 202 and BSIS 301 or MINS 301.
1 course selected from:
ACCT 326 Intermediate Accounting II 3.0 FS
Prerequisites: ACCT 325.
ACCT 427 SAP Accounting Applications 3.0 FA
Prerequisites: ACCT 325.
1 course selected from:
ACCT 320 Cost Accounting 3.0 FS
Prerequisites: ACCT 202, BADM 103.
ACCT 425 Advanced Accounting 3.0 SP
Prerequisites: ACCT 326 or ACCT 427.
ACCT 437 Federal Income Taxes 3.0 FS
Prerequisites: ACCT 201, ACCT 202.
ACCT 556 Accounting Theory 3.0 Inq
Prerequisites: ACCT 326.
MINS 235 Database Design 3.0 FS

Business Administration
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 201 Intro to Financial Accounting 3.0 FS
- ACCT 202 Intro to Managerial Accounting 3.0 FS
- BLAW 302 Managing the Legal Environment 3.0 FS
- FINA 307 Survey of Finance 3.0 FS
- MGMT 303 Managing People/Bus Proc/Chg 3.0 FS
- MKTG 305 Survey of Marketing 3.0 FS
- MINS 301 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 201 Intro to Financial Accounting 3.0 FS
- ACCT 363 International Accounting 3.0 Inq
- ECON 103 Principles of Micro Analysis 3.0 FS
- FINA 307 Survey of Finance 3.0 FS
- MGMT 303 Managing People/Bus Proc/Chg 3.0 FS
- MGMT 445 International Management 3.0 FA
- MKTG 305 Survey of Marketing 3.0 FS
- MKTG 477 International Marketing 3.0 FS

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 155 Intro Multicultural/Gender Std 3.0 FS *Eth
- MGMT 303 Managing People/Bus Proc/Chg 3.0 FS
- MGMT 304 Human Resource Management 3.0 FS

Breadth: 9 units

1 course selected from:

- CMST 334 Gender and Communication 3.0 FS
- CMST 335 Intercult Comm Theory/Pract 3.0 FS *Eth
- MGMT 345 Negotiation Techn for Conflict 3.0 SP

THE MINOR IN THE MANAGEMENT OF HUMAN RESOURCES

This minor is open to non-Business majors as well as to 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 413 Employment Law 3.0 FS
- MGMT 303 Managing People/Bus Proc/Chg 3.0 FS
- MGMT 304 Human Resource Management 3.0 FS

1 course selected from:

- MCGS 489 Internship in MCGS 1.0-3.0 FS

THE MINOR IN THE MANAGEMENT INFORMATION SYSTEMS

This minor is open to non-Business Information Systems (BSIS) 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:

- BSIS 301 Enterprise Tech Integration 3.0 FS
- CSCI 101 Intro to Computer Science 3.0 FS
- CSCI 111 Programming and Algorithms I 3.0 FS
- MINS 235 Database Design 3.0 FS
- MINS 245 Data Comm & Networking 3.0 FS
- MINS 350 Business Systems Analysis 3.0 FS

MINS 498 must be taken for 3 units.
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 305 Survey of Marketing 3.0 FS
- MKTG 371 Consumer Behavior 3.0 FS
Prerequisites: MKTG 305.

3 courses selected from:
- MKTG 380 Marketing Research 3.0 FS
  Prerequisites: BADM 103, MKTG 305.
- MKTG 465 E-Marketing 3.0 FS
  Prerequisites: MKTG 371.
- MKTG 470 Sales Force Management 3.0 FS
  Prerequisites: MKTG 371.
- MKTG 471 Distrib Systems & Channel Mgmt 3.0 FS
  Prerequisites: MKTG 371.
- MKTG 472 Advertising/Mktg Comm 3.0 FS
  Prerequisites: MKTG 371.
- MKTG 473 Strategic Personal Selling 3.0 FS
  Prerequisites: MKTG 371.
- MKTG 474 Market Analysis 3.0 FS
  Prerequisites: MKTG 371.
- MKTG 475 Retailing 3.0 FS
  Prerequisites: MKTG 371.
- MKTG 476 Business Marketing 3.0 Inq
  Prerequisites: MKTG 371.
- MKTG 477 International Marketing 3.0 FS
  Prerequisites: MKTG 371.
- MKTG 478 Service Marketing 3.0 FS
  Prerequisites: MKTG 371.
- MKTG 490 Strategic Marketing Management 3.0 FS
  Prerequisites: MKTG 371, MKTG 380.

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 422, Leisure Services Promotion; GEOG 416, 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.

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 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 201 Intro to Financial Accounting 3.0 FS
- SCMS 306 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.
- SCMS 440 Purchasing & Supply Chain Mgmt 3.0 FS
  Prerequisites: SCMS 306.
- SCMS 441 Quality Management 3.0 FS
  Prerequisites: SCMS 306 or faculty permission.

1 course selected from:
- MFGT 350 Industrial Supervision 3.0 SP
  Prerequisites: Junior standing.
- SCMS 442 Prod Plan & Inventory Control 3.0 FS
  Prerequisites: SCMS 306.
- SCMS 443 Prod Mgmt & Control Systems 3.0 FS
  Prerequisites: SCMS 306.

2 courses selected from:
- ACCT 202 Intro to Managerial Accounting 3.0 FS
  Prerequisites: ACCT 201 (or ABUS 261 for ABUS majors only).
- MATH 105 Statistics 3.0 FS *
  Prerequisites: Completion of ELM requirement.
- OR (the following course may be substituted for the above)
- MATH 108 Statistics of Business & Econ 3.0 FS
  Prerequisites: For business administration students: MATH 107. For other students: completion of General Education Breadth Area A4 requirement.
- MINS 235 Database Design 3.0 FS
- MINS 301 Corporate Tech Integration 3.0 FS
- OR (the following course may be substituted for the above)
- MFGT 386 Manufact Automation Systems 3.0 FA
  Prerequisites: EECE 110, MFGT 360.
- SCMS 442 Prod Plan & Inventory Control 3.0 FS
  Prerequisites: SCMS 306.
- OR (the following course may be substituted for the above)
- SCMS 443 Prod Mgmt & Control Systems 3.0 FS
  Prerequisites: SCMS 306.
(Whichever course was not used to meet the above requirement.)

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:
- BSIS 101 Windows/Wd Proc/Present Softwr 1.0 FS
- BSIS 102 Spreadsheets and Graphics 1.0 FS

Certificate Core Courses: 18 units
6 courses required:
- BSIS 301 Enterprise Tech Integration 3.0 FS
  Prerequisites: CSCI 101, MINS 235, MINS 245.
- CSCI 101 Intro to Computer Science 3.0 FS
- CSCI 111 Programming and Algorithms I 3.0 FS
  Prerequisites: At least one year of high school algebra and strong computer skills or CSCI 101.
- MINS 235 Database Design 3.0 FS
- MINS 245 Data Comm & Networking 3.0 FS
- MINS 350 Business Systems Analysis 3.0 FS
  Prerequisites: MINS 235. Concurrent enrollment in or prior completion of ENGL 230 (for BSIS majors).

Elective Courses: 3 units
1 course selected from:
- ACCT 321 Accctng Info Systems/Control 3.0 FS
  Prerequisites: Concurrent enrollment in or prior completion of ACCT 202 and BSIS 301 or MINS 301.
- BSIS 496 Strt Is for Info Professns 3.0 FS WP
  Prerequisites: ENGL 130 (or the equivalent) with a grade of C or higher, ENGL 230 with a grade of C- or higher. Concurrent enrollment in or prior completion of all other courses in upper-division core.
- MINS 325 Business Programming 3.0 FS
  Prerequisites: CSCI 111.
- MINS 335 Database Application Dev 3.0 FS
  Prerequisites: BSIS 301, MINS 235.
THE MASTER OF SCIENCE IN ACCOUNTANCY

NOTE: Admissions to the MS in Accountancy are suspended as of Fall 2006. Please contact the Office of Accounting and Management Information Systems to learn the current status of the program.

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 Breadth Area A4 requirement.

Prerequisites to Graduate Study in Accountancy
Enrollment in graduate (600-level) courses presupposes completion of prerequisite courses covering the common body of knowledge in business, including:

ACCT 201 Intro to Financial Accounting 3.0 FS
ACCT 202 Intro to Managerial Accounting 3.0 FS
Prerequisites: ACCT 201 or ABUS 261 for ABUS majors only.
BADM 103 Principles of Business & Econ 3.0 FS
Prerequisites: For Business Administration majors: MATH 107.
BLAW 320 Environmental Law 3.0 FS
Prerequisites: At least junior standing.
BLAW 351 Principles of Micro Analysis 3.0 FS
FINA 307 Survey of Finance 3.0 FS
Prerequisites: ACCT 201, ECON 103.
MGMT 305 Survey of Marketing 3.0 FS
MGMT 303 Managing People/Bus Proc/Chg 3.0 FS
Prerequisites: ACCT 321, BADM 103.
SCMS 306 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.

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

Prerequisites for Admission to Classified Status:
1. Completion of an approved program consisting of 30 units of 400/500 level course work. The Office of the Graduate Coordinator can determine which option will best meet your needs and which prerequisites you have already met.

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 320 Cost Accounting 3.0 FS
Prerequisites: ACCT 202, BADM 103.
ACCT 325 Intermediate Accounting I 3.0 FS
Prerequisites: ACCT 202 and concurrent enrollment in, or prior completion of, ACCT 321.
ACCT 326 Intermediate Accounting II 3.0 FS
Prerequisites: ACCT 325.
ACCT 437 Federal Income Taxes 3.0 FS
Prerequisites: ACCT 201, ACCT 202.
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 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 Business

Enrollment in graduate (600-level) MBA courses presupposes completion of prerequisite courses covering the common body of knowledge in business, including:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Units</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 201</td>
<td>Intro to Financial Accounting</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>ACCT 202</td>
<td>Intro to Managerial Accounting</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>ECON 103</td>
<td>Principles of Micro Analysis</td>
<td>3.0</td>
<td></td>
</tr>
<tr>
<td>ECON 307</td>
<td>Survey of Finance</td>
<td>3.0</td>
<td></td>
</tr>
<tr>
<td>MGMT 300</td>
<td>Communication in Business</td>
<td>3.0</td>
<td>WP</td>
</tr>
<tr>
<td>MGMT 303</td>
<td>Managing People/Bus Proc/Chg</td>
<td>3.0</td>
<td></td>
</tr>
<tr>
<td>MKTG 305</td>
<td>Survey of Marketing</td>
<td>3.0</td>
<td></td>
</tr>
<tr>
<td>BLAW 302</td>
<td>Managing the Legal Environment</td>
<td>3.0</td>
<td></td>
</tr>
</tbody>
</table>

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 Advisor to determine which 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 must 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.

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.
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 Studies 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:**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Type</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 623</td>
<td>Management Control Systems</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>BADM 610</td>
<td>Decision Support Systems</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>SCMS 607</td>
<td>Ops Planning &amp; Execution</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>MGMT 635</td>
<td>Mgmt of People &amp; Organizations</td>
<td>3.0</td>
<td>SP</td>
</tr>
<tr>
<td>MKTG 673</td>
<td>Seminar in Strategic Marketing</td>
<td>3.0</td>
<td>SP</td>
</tr>
<tr>
<td>FINA 655</td>
<td>Seminar in Financial Mgmt</td>
<td>3.0</td>
<td>SP</td>
</tr>
<tr>
<td>MINS 335</td>
<td>Mgmt of People &amp; Organizations</td>
<td>3.0</td>
<td>SP</td>
</tr>
<tr>
<td>MKTG 673</td>
<td>Seminar in Strategic Marketing</td>
<td>3.0</td>
<td>SP</td>
</tr>
</tbody>
</table>

**9 units selected from:**

Business electives: Courses in other colleges of the university may be substituted if approved by the Graduate Coordinator. Culminating 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 600-level; 6 units may be at 400/500-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 (697), Directed Internship (689), and Master’s Thesis (699); not more than 6 units of Master’s Thesis (699).

**MBA course work - Accounting Emphasis**

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

**27 units required:**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Type</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 320</td>
<td>Cost Accounting</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>ACCT 325</td>
<td>Intermediate Accounting I</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>ACCT 326</td>
<td>Intermediate Accounting II</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>ACCT 437</td>
<td>Federal Income Taxes</td>
<td>3.0</td>
<td>FS</td>
</tr>
<tr>
<td>ACCT 627</td>
<td>Tax Planning for Management</td>
<td>3.0</td>
<td>Inq</td>
</tr>
<tr>
<td>BADM 610</td>
<td>Decision Support Systems</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>FINA 655</td>
<td>Seminar in Financial Mgmt</td>
<td>3.0</td>
<td>SP</td>
</tr>
<tr>
<td>SCMS 607</td>
<td>Ops Planning &amp; Execution</td>
<td>3.0</td>
<td>FA</td>
</tr>
<tr>
<td>MGMT 635</td>
<td>Mgmt of People &amp; Organizations</td>
<td>3.0</td>
<td>SP</td>
</tr>
<tr>
<td>MKTG 673</td>
<td>Seminar in Strategic Marketing</td>
<td>3.0</td>
<td>SP</td>
</tr>
</tbody>
</table>

**3 units selected from:**

- MINS 335 Database Application Dev
- Prerequisites: BSIS 301, MINS 235.

**Graduate Literacy Requirement:**

Writing proficiency is a graduation requirement. All MBA students will be required to demonstrate their writing competency. Early on in their program of study, students should check with the Graduate Office in the College of Business in order to establish how this requirement will be met. Specific writing proficiency for the MBA may be demonstrated through successful completion of BADM 638.
Graduate Grading Requirements:
All courses in the major (with the exceptions of Independent Study - 597/697, Comprehensive Examination - 696, Master's Project - 699P, and Master's Thesis - 699T) must be taken for a letter grade, except those courses specified by the department as ABC/No Credit (400/500-level courses), AB/No Credit (600-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 597/697, 696, 699P, 699T 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. Students must maintain a minimum 3.0 grade point average in each of the following three categories: all course work taken at CSU, Chico subsequent to admission to the program; all coursework taken at any accredited institution subsequent to admission to the master’s program; all course work taken at CSU, Chico subsequent to admission to the program; and all courses on the approved master’s degree program.

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, Administrator, PhD, Univ Cincinnati.
Harish Bahl, 1990, Professor, PhD, Ohio St U.
Raymond F. Boykin, 1986, Professor, PhD, St Louis U.
Karl A. Brugger, 1978, Professor Emeritus, PhD, Arizona State Univ.
Dalen Chiang, 2001, Professor, PhD, UC Berkeley.
Earl Chrystal, 1985, Professor Emeritus, PhD, USC.
James R. Connolly, 1996, Professor, PhD, U Colorado.
Gail Corbitt, 1991, Chair, Professor, PhD, U Colorado.
Curtis L. DeBerg, 1990, Professor, PhD, OK State U.
Amin A. Elmallah, 1969, Professor Emeritus, PhD, U Illinois.
Lorraine Gardiner, 2002, Professor, PhD, U Georgia.
Stanley Gardiner, 2002, Professor, PhD, U Georgia.
Paul W. Guy, 1979, Professor, PhD, Texas A&M.
David C. Heinz, 1981, Professor Emeritus, PhD, Arizona State Univ.
George D. Johnson, 1969, Professor Emeritus, PhD, Kansas St.
Tim Kizziar, 2001, Assoc Professor, PhD, U Arizona.
Paul Krause, 1980, Professor Emeritus, PhD, U Oklahoma.
Richard 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 Univ.
James R. Mensching, 1991, Professor, PhD, U Chicago.
Valerie C. Milliron, 1990, Professor, PhD, USC.
Brock G. Murdoch, 1985, Professor, PhD, U Irvine.
Samir I. Nossan, 1980, Professor, PhD, U Illinois.
Leroy J. Pryor, 1980, Professor Emeritus, DBA, USC.
James Sager, 2002, Assoc Professor, PhD, U Colorado.
Kend Sandoe, 1998, Professor, PhD, Claremont.

Department of Finance and Marketing
Francis X. Callahan, 1968, Professor Emeritus, PhD, New Sch for Soc Res.
Kenny K. Chan, 1985, Professor, PhD, U Mass.
Kenneth J. Chapman, 2001, Professor, PhD, U Colorado.
Richard N. Davis, 1973, Professor Emeritus, PhD, U Arkansas.
Elmer G. Dickson, 1970, Professor Emeritus, PhD, U Illinos.
Hsieh-Yuen Christine Hsu, 1985, Professor, PhD, Penn St U.
Paul T. Kinney, 1968, Professor Emeritus, PhD, US.
Vern S. Kirkendall, 1958, Professor Emeritus, MS, Kansas St.
Matthew L. Meuten, 2000, Professor Emeritus, 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.
Richard R. Ponarul, 1984, Professor, PhD, U Chicago.
Arno Rethans, 1989, Vice Prov, Planning, Resource Alloc, & Eval, Administrator, PhD, U Oregon.
Dennis E. Schlae, 1974, Professor Emeritus, PhD, Arizona State Univ.
Robert H. Scott, 1987, Professor, PhD, Harvard U.

Nitish C. Singh, 2003, Assoc Professor, PhD, St Louis U.
Daniel R. Toy, 1989, Professor, PhD, Penn St.
George Troughton, 1985, Professor Emeritus, PhD, U Mass.
Stuart VanAuken, 1986, Professor Emeritus, PhD, U No Texas.
Lauren Wright, 1989, Professor, PhD, Penn St U.

Department of Management
Charles D. Cambridge, 1978, Professor, PhD, U MN.
Chester Cotton, 1972, Professor Emeritus, PhD, U Oregon.
Hans J. Daumer, 1969, Professor Emeritus, PhD, Case Wstrn Res Univ.
Susan Gardner, 1977, Professor, JD, UOP.
Glenn M. Gomes, 1985, Professor, PhD, USC.
Winston W. Hill, 1957, Professor Emeritus, PhD, U of WA.
Willie E. Hopkins, 2005, Dean, PhD, U Colorado.
Julie A. Indvik, 1983, Professor, PhD, U WI.
Pamela R. Johnson, 1984, Professor, PhD, U WI.
Mark F. Levine, 1978, Professor, PhD, UCLA.
Kathryn E. Lewis, 1978, Chair, Professor, PhD, Arizona State Univ.
Lynn T. McDonald, 1983, Professor, PhD, Ohio St U.
John F. McKenna, 1977, Professor Emeritus, PhD, UCL.
James M. Morgan, 1983, Professor, JD, UC Davis.
Terry W. Noel, 2004, Assoc Professor, PhD, U Colorado.
James M. Owens, 1979, Professor, JD, Wstrn Law.
Claudia Rawlins, 1983, Professor Emerita, PhD, Arizona State Univ.
Scott Sibary, 1983, Professor, JD, U Berkeley.
Marc Segall, 1986, Professor, PhD, Northwestern U.
Jeff W. Trailor, 2001, Assoc Professor, PhD, U Houston.

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 201 Introduction to Financial Accounting
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 ACCT 015. CAN BUS 2.

ACCT 202 Introduction to Managerial Accounting
The application of appropriate techniques and concepts in processing historical and projected economic data to assist managerial planning, control, and decision-making. Selected topics include cost concepts, product costing, cost behavior, budgeting, standard cost analysis, relevant cost analysis, and contribution margin. Formerly ACCT 016. CAN BUS 4.

ACCT 320 Cost Accounting
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. Formerly ACCT 110.

ACCT 321 Accounting Information Systems and Control
Prerequisites: Concurrent enrollment in or prior completion of ACCT 202 and BSS 301 or MINS 301. 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. Formerly ACCT 111.

ACCT 325 Intermediate Accounting I
Prerequisites: ACCT 202 and concurrent enrollment in, or prior completion of, ACCT 321. Accounting theory and practice applicable to income determination and valuation of assets, liabilities, and owner’s equity. Preparation of external financial reports. Formerly ACCT 115.

ACCT 326 Intermediate Accounting II
Prerequisites: ACCT 325, including special problems of income determination, asset valuation, and financial reporting. Formerly ACCT 116.
**Business Administration**

**ACCT 351** Simulation Laboratory Accounting 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly ACCT 191.

**ACCT 359** Directed Mentorship 3.0 Fa/Spr
Prerequisites: ACCT 320, ACCT 325. 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. Formerly ACCT 119.

**ACCT 363** International Accounting 3.0 Inquire
Accounting concepts, standards, 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. Formerly ACCT 123.

**ACCT 365** Not-for-Profit Accounting 3.0 Inquire
Prerequisites: ACCT 202.

**ACCT 389** Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing, faculty permission.
This course is an internship offered for 1.0-3.0 units. 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. Review for student's performance requirements, assignments, and methods of evaluation prior to undertaking the internship. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly ACCT 189.

**ACCT 399** Special Problems 1.0-3.0 Fa/Spr
Prerequisites: ACCT 320.
This course is an independent study of special problems offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly ACCT 199.

**ACCT 420** Advanced Cost Management Systems 3.0 Fall
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 estimation. A case-study format is used. Formerly ACCT 210.

**ACCT 421** Auditing 3.0 Spring
Prerequisites: ACCT 321, BADM 103; either ACCT 326 or ACCT 427.
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. Formerly ACCT 221.

**ACCT 425** Advanced Accounting 3.0 Spring
Prerequisites: ACCT 326 or ACCT 427.
Topics include consolidated financial statements, comparative accounting standards, international accounting principles and reporting requirements, and governmental and other not-for-profit accounting. Formerly ACCT 215.

**ACCT 427** SAP Accounting Applications 3.0 Fall
Prerequisites: ACCT 325.
Continuation of ACCT 325 and additional financial accounting topics with a focus on their integration into an enterprise resource planning system (i.e., SAP). Formerly ACCT 117.

**ACCT 437** Federal Income Taxes 3.0 Fa/Spr
Prerequisites: ACCT 201, ACCT 202.
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. Formerly ACCT 127.

**ACCT 498** Special Topics in Accounting 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered for 1.0-3.0 units. 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. Formerly ACCT 298.

**ACCT 499H** 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. Formerly ACCT 299H.

**ACCT 530** Planning, Control, and Performance Evaluation Using Enterprise Resource Planning Software
Prerequisites: ACCT 320, ACCT 321, ACCT 325.
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. Formerly ACCT 230.

Prerequisites: ACCT 320.
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. Formerly ACCT 228.

**ACCT 551** Information Technology Auditing 3.0 Spring
Prerequisites: ACCT 421.
Using SAP, this course takes a hands-on approach to attest and assurances 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 components.” 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. Formerly ACCT 223.

**ACCT 556** Accounting Theory 3.0 Inquire
Prerequisites: ACCT 326.
A study of theoretical consideration in asset measurement and income determination. Emphasis is placed on the pronouncements of recognized accounting authorities. Formerly ACCT 266.

**ACCT 615** Problems in Financial Accounting 3.0 Inquire
Prerequisites: ACCT 326.
Advanced course in external reporting problems in controversial areas. Application of accounting theory and the conceptual framework to the solution of emerging problems. Formerly ACCT 315B.

**ACCT 621** Advanced Auditing 3.0 Inquire
Prerequisites: ACCT 421.
An advanced study of audit decision-making and internal control evaluation in EDP environments. Formerly ACCT 321.

**ACCT 623** Management Control Systems 3.0 Fall
Prerequisites: ACCT 202.
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. Formerly ACCT 323.
ACCT 627 Tax Planning for Management 3.0 Inquire
Prerequisites: ACCT 202.
Economic implications of selected management decisions involving application of federal income tax laws. Recognition of tax hazards and tax savings. Formerly ACCT 327B.

ACCT 689 Directed Internship 1.0-3.0 Fa/Spr
This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly ACCT 398.

ACCT 691 Simulation Laboratory in Accounting 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. Formerly ACCT 391.

ACCT 694 Seminar in Contemporary Business Topics 1.0-3.0 Fa/Spr
This course is a seminar offered for 1.0-3.0 units. You must register directly with a supervising faculty member. This course is an upper-division core. Formerly ACCT 394.

ACCT 697 Independent Study 1.0-4.0 Fa/Spr
This course is a graduate-level independent study offered for 1.0-4.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly ACCT 398.

ACCT 699T Master's Thesis 1.0-3.0 Fa/Spr
This course is offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly ACCT 398.

Business Administration Course Offerings

BADM 101 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. The roles of technology and ethics are stressed throughout the course. Activities incorporate basic communication and computer literacy skills as well as library research and information competencies. Formerly BADM 001.

BADM 101H Understanding Global Business - Honors 3.0 Fall
Prerequisites: Admission to the Honors Program
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. The roles of technology and ethics are stressed throughout the course. Activities incorporate basic communication and computer literacy skills as well as library research and information competencies. Formerly BADM 001.

BADM 103 Statistics of Business and Economics 3.0 Fa/Spr
Prerequisites: For Business Administration majors: MATH 107. 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. Formerly BADM 003.

BADM 495 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 in domestic and global settings. Using a strategic management framework, this course integrates core business knowledge across functional and decision-support areas to arrive at economically sound, ethically principled, value-adding solutions. The seminar combines lecture, discussion, case analysis, and simulation as principal methods for learning how to effectively manage the business enterprise in competitive environments. 2.0 hours discussion, 2.0 hours activity. Formerly BADM 295.

BADM 498 Special Topics 1.0-3.0 Fa/Spr
Prerequisites: To be established when course is formulated.
This course is for special topics offered for 1.0-3.0 units. 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. Formerly BADM 298.

BADM 499H 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 an option-specific 499H. 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. Formerly BADM 299H.

BADM 610 Decision Support Systems 3.0 Fall
Prerequisites: SCMS 640; or MINS 101 and BADM 103 and SCMS 306.
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, spreadsheets, and expert systems to business situations. Case studies requiring computer solution, professional report-writing, and conference-style presentations. Formerly BADM 310.

BADM 638 Business Communication Skills for Managers 3.0 Inquire
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. Formerly BADM 338.

BADM 689 Directed Internship 1.0-3.0 Fa/Spr
This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly BADM 389.

BADM 693 Seminar in Strategic Management and Administrative Policy 3.0 Spring
A case-oriented, interdisciplinary capstone seminar. Emphasis is on the analysis of complex business problems via the integration of the subject matter of all previous program courses. Linking the firm’s internal and external environments from the total-enterprise perspective of the general manager, this course undertakes a systematic inquiry into the strategic management and administrative business policy issues pertaining to the organization’s performance and effectiveness. Students will participate in project teams and undertake a comprehensive consulting experience with a client organization as an integral component of the course. Formerly BADM 393.

BADM 697 Independent Study 1.0-4.0 Fa/Spr
This course is a graduate-level independent study offered for 1.0-4.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly BADM 398.

Business Information Systems Course Offerings

BSIS 101 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 001.

BSIS 102 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 002.

BSIS 103 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 003.
BSIS 301 Enterprise Technology Integration 3.0 Fa/Spr
Prerequisites: CSCI 101, MINS 235, MINS 245.
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, client-server database systems management, corporate data networking, and advanced 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 in which they intend to enroll in the class. 2.5 hours discussion, 1.0 hour activity. Formerly BIS 210.

BSIS 420 Enterprise Resource Planning: Systems Configuration and Use 3.0 Fa/Spr
Prerequisites: MINS 350, permission of instructor.
This course focuses on setting up an Enterprise Resource Planning (ERP) system for use in a global organization. Students learn how to configure a large system to support a global organization with multiple companies. Concepts, issues, current trends, and decision making are addressed through a cross-functional view of the enterprise. Pivotal to the integration of concerns is the extent to which various management skills are enhanced as the students work in cross-functional teams in order to configure and use a multi-company ERP system. 2.0 hours discussion, 2.0 hours activity. Formerly BIS 220.

BSIS 444 Systems Project Management 3.0 Fa/Spr
Prerequisites: SCMS 306 and senior standing.
Application of Project Management (PM) concepts and tools to systems projects. Students work in teams and apply PM concepts to projects and actual problems in organizations. 2.0 hours discussion, 2.0 hours activity. You may take this course more than once for a maximum of 6.0 units. Formerly BIS 241.

BSIS 496 Strategic Issues for Information Systems Professionals 3.0 Fa/Spr
Prerequisites: ENGL 130 (or the equivalent) with a grade of C or higher, ENGL 230 with a grade of C- or higher. Concurrent enrollment in or prior completion of all other courses in upper-division core.
A senior seminar with an emphasis on strategy and management of adoption, implementation, and use of information systems in business. An integrative course serving to organize the information learned from earlier information systems and business school courses. The class combines lectures, directed structured and semi-structured readings, case analyses, writing assignments, group work, and class discussion to provide an understanding of key and current information systems topics. Legal, ethical, environmental, and cultural issues related to selection and use of systems are addressed. 2.5 hours discussion, 1.0 hour activity. This is a writing proficiency, WP, course; a grade of C- or better certifies writing proficiency for majors. Formerly BIS 296.

BSIS 524 Business Programming with ABAP 3.0 Fa/Spr
Prerequisites: CSCI 111, permission of instructor; either BSIS 420 or MINS 322.
Introduction to the basic ABAP/4 programming language skills needed to create and maintain ABAP software programs. The student will demonstrate acquisition of skills through class exercises, tests and quizzes, and practical programming assignments using the ABAP/4 programming language. There will be opportunity to produce ABAP/4 code for real world implementation and use. Topics include ABAP/4 syntax, table processing in ABAP/4, ABAP/4 data types, structures, and ABAP/4 Open SQL. 2.0 hours discussion, 2.0 hours activity. Formerly BIS 224.

BSIS 620 Strategic Information System Management 3.0 Spring
Prerequisites: BADM 620.
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 BIS 320.

Business Law Course Offerings

BLAW 190 Understanding the Law 3.0 Spring
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, renters and landlords, contracts, law and Small Business, home ownership, etc. Not open to Business Majors. This is an approved General Education course. Formerly BLAW 090.

BLAW 302 Managing the Legal Environment 3.0 Fa/Spr
Prerequisites: At least junior standing.
Increasingly, managers are faced with legal and ethical challenges in their decision making. This course adopts an integrative strategy which explores the legal and ethical environments of business by focusing on those issues which most affect the major functional areas of business (accounting, marketing, information systems, human resource management, etc.). Students learn 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. Formerly BLAW 100.

BLAW 389 Internship 1.0-3.0 Fa/Spr
Prerequisites: Faculty permission.
The Internship is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly BLAW 189.

BLAW 399 Special Problems 1.0-3.0 Fa/Spr
Prerequisites: BLAW 389 or permission of instructor.
This course is an independent study of special problems and is offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly BLAW 199.

BLAW 411 Commercial Law 3.0 Inquire
Prerequisites: BLAW 302.
A course continuation in the study of BLAW 302; 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 suretyship. Formerly BLAW 211.

BLAW 412 Business and Government Regulation 3.0 Inquire
Prerequisites: At least junior standing.
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. Formerly BLAW 212.

BLAW 413 Employment Law 3.0 Fa/Spr
Prerequisites: At least junior standing.
An in-depth study of federal and California employment laws as they affect the management of human resources, with appropriate consideration of ethical and global dimensions. Emphasis is on the legal rights and responsibilities of employers and employees in the employment relationship, primarily in a private-sector, non-union environment. Formerly BLAW 213.

BLAW 414 Labor Law and Collective Bargaining 3.0 Fa/Spr
Prerequisites: At least junior standing or faculty permission.
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 projects. Formerly BLAW 214.

BLAW 452 Legal Issues in Music 3.0 Fall
Prerequisites: MUSC 309.
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. Formerly BLAW 259. This course is also offered as MUSC 452.
BLAW 498 Special Topics in Business Law 1.0-3.0 Inquire Prerequisites: Senior standing. This course is for special topics offered for 1.0-3.0 units. 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. Students who wish to investigate business problems in specialized areas. Application of research methods. Formerly BLAW 298.

BLAW 697 Independent Study 1.0-3.0 Fa/Spr This course is a graduate-level independent study offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly BLAW 398.

**Finance Course Offerings**

FINA 290 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. Formerly FIN 090.

FINA 307 Survey of Finance 3.0 Fa/Spr Prerequisites: ACCT 201, ECON 103. 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. Formerly FIN 150.

FINA 351 Investments 3.0 Fa/Spr Prerequisites: FINA 307. 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. Formerly FIN 151.


FINA 389 Internship and Cooperative Education 1.0-3.0 Fa/Spr Prerequisites: Senior standing, faculty permission. This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly FIN 189.

FINA 391 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. Formerly FIN 191.

FINA 399 Special Problems 1.0-3.0 Fa/Spr This course is an independent study of special problems and is offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly FIN 199.

FINA 453 Estate Planning 3.0 Fa/Spr Prerequisites: FINA 307. 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 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. Formerly FIN 153.

FINA 454 Financial Planning: Applications 3.0 Fa/Spr Prerequisites: FINA 351. Concurrent enrollment in or prior completion of FINA 453, FINA 456, and ACCT 417. 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. Formerly FIN 254.

FINA 456 Risk and Insurance 3.0 Fall Prerequisites: FINA 307. Nature of risk and risk management; fundamentals of property, liability, and life contracts; types of companies; government regulation. Formerly FIN 156.

FINA 458 Management and Regulation of Financial Institutions 3.0 Spring Prerequisites: FINA 307 and FINA 460, 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 of the course will improve risk management. Formerly FIN 258.

FINA 459 International Finance 3.0 Fall Prerequisites: FINA 307. An examination of the benefits of international trade; international financial institutions; the international monetary system, including exchange rate problems and prospects. Formerly FIN 259.

FINA 460 Financial Institutions and Markets 3.0 Fa/Spr Prerequisites: FINA 307. 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. Formerly FIN 160.

FINA 480 Financial Management: Applications 3.0 Fa/Spr Prerequisites: FINA 355. 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 divided policy. Formerly FIN 255.


FINA 498 Special Topics in Finance 1.0-3.0 Fa/Spr Prerequisites: Senior standing. This course is for special topics offered for 1.0-3.0 units. 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. Formerly FIN 298.

FINA 499H Honors in Finance 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 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. Formerly FIN 299H.

FINA 652 Seminar in Managerial Economics 3.0 Inquire Macroeconomic and microeconomic variables affecting managerial decisions. Formerly FIN 352.


FINA 656 Estate Planning for Business Managers and Owners 3.0 Inquire 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 buyout agreements, gift-giving, business life insurance, redemption, and recapitalization. Formerly FIN 336.
FINA 657 Seminar in Investment Analysis and Portfolio Management 3.0 Fall
Prerequisites: FINA 307.
Survey of recent developments in financial theory and empirical research relating to the determination of the investment value of financial assets, and the construction and maintenance of investment portfolios. Formerly FIN 357.

FINA 689 Directed Internship 1.0-3.0 Fa/Spr
This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly FIN 389.

FINA 691 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. Formerly FIN 391.

FINA 694 Seminar in Contemporary Business Topics 1.0-3.0 Fa/Spr
This course is a seminar offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 3.0 units. Formerly FIN 394.

FINA 695 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 environment. Additionally, such topics as national and international population segments and the ethical attitudes of society, corporations, and individuals will be examined. Former FIN 395.

FINA 697 Independent Study 1.0-4.0 Fa/Spr
This course is a graduate-level independent study offered for 1.0-4.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly FIN 398.

FINA 699T Master’s Thesis 1.0-3.0 Fa/Spr
This course is offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly FIN 398.

International Business Course Offerings
See additional courses listed under subject areas: ACCT, FINA, MGMT, and MKTG.
INTB 389 Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing, faculty permission.
This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly INTB 189.

INTB 391 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. Formerly INTB 191.

INTB 396 International Business 3.0 Fa/Spr
Prerequisites: ECON 102, ECON 103.
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. Formerly INTB 196.

INTB 399 Special Problems 1.0-3.0 Fa/Spr
This course is an independent study of special problems offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly BADM 199.

INTB 498 Special Topics in International Business 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered for 1.0-3.0 units. 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. Formerly INTB 298.

INTB 499H Honors in International Business 3.0 Fa/Spr
Prerequisites: Faculty permission.
This 3-credit 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. Formerly INTB 299H.

INTB 692 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. Formerly INTB 392.

Management Course Offerings
MGMT 109 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. Formerly MGMT 009.

MGMT 300 Communication in Business 3.0 Fa/Spr
Prerequisites: ENGL 130 (or its equivalent) with a grade of C- or higher.
Emphasis is on solving business problems through the strategic design of verbal, print, and electronic messages. Models for effective business documents, presentations, meetings, and interpersonal as well as electronic project interaction are applied to business communication problems. Related technology use, etiquette, cultural differences, and ethical considerations are highlighted. This is a writing proficiency, WP, course; a grade of C- or better certifies writing proficiency for majors. Formerly MGMT 129.

MGMT 303 Managing People, Business Processes, and Change 3.0 Fa/Spr
Using a combination of theory and application, this course focuses on the human side of organizations, including issues of 1) making good decisions, 2) enhancing performance, 3) steering through a turbulent global environment, 4) combining and unifying multiple business functions and 5) enabling change. Students gain an understanding of management and how and why organizations are structured. The themes of quality, technology, ethics, and adaptation are emphasized. Formerly MGMT 180.

MGMT 304 Human Resource Management 3.0 Fa/Spr
This course surveys human resource management practices needed for effective performance by every manager and employee. The focus of the course is on processes used to effectively recruit, select, develop, evaluate, and reward employees in order to attract and retain the best possible workforce in any organization. This course provides students with an understanding of workforce diversity, investigates ethical issues, and explores the international context of HRM. Formerly MGMT 131.

MGMT 345 Negotiation Techniques for Conflict Resolution 3.0 Spring
This course explores creative, integrative approaches to conflict resolution. Includes bargaining games, role-plays, cases, issues in conflict management, interpersonal influence processes, cultural, and ethical implications of bargaining problems and personal negotiating styles. Formerly MGMT 145.

MGMT 349 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. Formerly MGMT 149.
MGMT 350 Organizational Behavior 3.0 Inquire
Prerequisites: MGMT 303.
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. Formerly MGMT 150.

MGMT 351 Organizational Design 3.0 Inquire
Prerequisites: MGMT 303.
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. Formerly MGMT 151.

MGMT 361 Environments of Business 3.0 Inquire
Prerequisites: MGMT 303.
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. Formerly MGMT 161.

MGMT 389 Internship 1.0-3.0 Fa/Spr
Prerequisites: MGMT 303, faculty permission.
This course is an internship offered for 1.0-3.0 units. You must register directly with a supervising faculty member. For students who wish to gain practical work experience with 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly MGMT 189.

MGMT 391 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. Formerly MGMT 191.

MGMT 392 Business Research Skills 1.0 Inquire
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. Formerly MGMT 192.

MGMT 399 Special Problems 1.0-3.0 Fa/Spr
Prerequisites: MGMT 303, faculty permission.
This course is an independent study of special problems offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly MGMT 199.

MGMT 422 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 cultures. Formerly MGMT 232.

MGMT 430 Human Resource Strategy and Information Systems 3.0 Fall
Prerequisites: MGMT 304, MINS 301.
From the perspective of Human Resource Management (HRM) as an organizational strategy, this course covers all of the main functional areas of HRM within the broader context of business strategy, globalization, ethics, and social responsibility. The role of strategic partner includes contributing to the development of organizational strategy and then ensuring alignment of the strategies with human resource policies, practices, and programs within corporate and business unit plans. Additionally, this course places emphasis on how Human Resource Information Systems (HRIS) support strategy implementation and service delivery across the organization. Applied HRIS projects are a significant component of this course. Formerly MGMT 230.

MGMT 432 Recruitment and Selection 3.0 Fall
Prerequisites: MGMT 304.
Intensive examination and application of the processes required to attract and select employees. Students conduct job analyses, develop HR plans, and develop recruitment and selection programs using human resource information systems to support these activities. Course addresses the ethical issues that arise during recruitment and selection as well as the issues germane to attracting and selecting a diverse and/or global workforce. Formerly MGMT 232.

MGMT 433 Training and Development 3.0 Spring
Prerequisites: MGMT 304.
Intensive examination of training, developing, and assisting diverse employees in both domestic and international contexts. Includes designing, implementing, and evaluating training programs; creating and administering Employee Assistance Programs; using human resource information systems in carrying out these activities. Formerly MGMT 233.

MGMT 434 Performance Management 3.0 Spring
Prerequisites: MGMT 304.
Intensive examination of the processes used to appraise and reward human resources. Includes designing, 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. The course addresses the ethical issues inherent in appraising and rewarding employees as well as the challenges of developing appropriate international processes. Formerly MGMT 234.

MGMT 435 Industrial Relations 3.0 Inquire
Prerequisites: MGMT 303.
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 actors in the industrial relations system in the context of rule-making, grievance procedures and organizational justice, arbitration, conflict management, and collective bargaining. Contract negotiation, contract writing, and administration. Formerly MGMT 235.

MGMT 436 International HRM 3.0 Inquire
Prerequisites: MGMT 304.
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. Formerly MGMT 236.

MGMT 437 Organizational Consulting 3.0 Spring
Prerequisites: MGMT 303, MGMT 304.
Integration and application of management and HRM theory and practice for the resolution of organizational problems. Course focuses on internal and external consulting models. Through the use of applied projects, students develop analytical, problem solving, and facilitation skills. Course includes ethical and international considerations. Formerly MGMT 237.

MGMT 440 Managerial Strategy 3.0 Fall
Prerequisites: MGMT 303.
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. Formerly MGMT 261.

MGMT 441 Managing Personal Success 3.0 Fa/Spr
Prerequisites: MGMT 303.
An examination of the knowledge, skills, and values that foster personal and organizational success. This course presents a multidimensional approach to success that emphasizes reflective thinking, including ethical considerations. Formerly MGMT 241.

MGMT 442 Managing Differences 3.0 Fa/Spr
Prerequisites: MGMT 303.
As the work force changes domestically and globally, individual and organizational strategies for working cross-culturally and ethically must be adopted. 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. Formerly MGMT 242.

MGMT 443 Managing Innovation and Change 3.0 Fall
Prerequisites: MGMT 303.
Comprehensive investigation of the innovation process and change management and their importance in organizations. Focus is on building a learning organization, developing organizational structures that facilitate innovation and change, facilitating the innovation process, and managing change in new and established organizations both domestically and internationally. Socio-technical systems are examined with attention to global cultural differences. Various change methodologies and their ethical implications are examined. Formerly MGMT 243.

MGMT 444 Managing Project Teams 3.0 Fa/Spr
Prerequisites: MGMT 303.
Creating team effectiveness and developing project management skills. Includes coverage of the nine project management body of knowledge areas required for professional certification by PMI, the professional code of ethics, and the benefits of diversity on team performance. The course requires use of information technology including spreadsheets, Web-based file storage and sharing, electronic presentations and use of project management software. Formerly MGMT 284.
MGMT 445 International Management 3.0 Fall
Prerequisites: MGMT 303.
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. Formerly MGMT 245.

MGMT 446 International Business Transactions 3.0 Inquire
A comprehensive legal and political analysis of international trade. Focus will be upon conflict of law doctrines, international regulatory systems, international business organizations, and methods of resolving international disputes. Also emphasized will be the regulation of the movement of goods, people, money, and information. Formerly MGMT 246.

MGMT 447 Leadership 3.0 Fa/Spr
Prerequisites: MGMT 303.
Advanced course for students with some background of basic leadership theories and models. The interactional phenomenon of leadership will be examined from academic, practical, and philosophical perspectives, mostly with a focus on leadership within organizations. Issues of ethics, gender, and culture are included. Formerly MGMT 282.

MGMT 448 Managing the Knowledge-Based Organization 3.0 Fall
Prerequisites: MGMT 303.
Within a framework of the knowledge-based organization, skills in individual decision making, stimulating creativity in oneself and others, organizational innovation, and business- and organization-creation are developed. The influence of cultural differences globally as well as the role of technology and ethics are examined throughout the course. Formerly MGMT 283.

MGMT 449 Transpersonal Leadership 3.0 Inquire
Prerequisites: MGMT 303.
This course emphasizes the usefulness of combining behavioral skills with reflective thinking and compassion so that individuals may contribute an ethical leadership perspective to any situation, regardless of their formal role. Course activities include a service learning project, facilitation skills, practices for developing inner resources, and the application of quantum leadership and servant leadership principles. The course will assist students in identifying and expanding their own leadership potential. Formerly MGMT 285.

MGMT 450 Assessing New Business Opportunities 3.0 Fall
Prerequisites: MGMT 303, MKTG 305.
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. Formerly MGMT 250.

MGMT 451 Creating New Businesses 3.0 Spring
Prerequisites: MGMT 303, MKTG 305, FINA 307 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. Formerly MGMT 251.

MGMT 452 Growing New Businesses 3.0 Spring
Prerequisites: MGMT 303, MKTG 305.
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. Formerly MGMT 252.

MGMT 489 Directed Internship 3.0 Fa/Spr
Prerequisites: MGMT 304 and faculty permission.
Students must register directly with a supervising faculty member. Study will include policy, control and decision-making in selected organizations, in close working relationship with the management of an organization. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly MGMT 289.

MGMT 498 Special Topics in Management 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered for 1.0-3.0 units. 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. Formerly MGMT 298.

MGMT 499H Honors in Management 3.0 Inquire
Prerequisites: Faculty approval.
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 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. MGMT 499H is for Business Administration majors with an 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. Formerly MGMT 299H.

MGMT 620 Advanced Contemporary Problems 1.0-3.0 Inquire
This is a special topics course offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 3.0 units. Formerly MGMT 320. This course is also offered as PSYC 620.

MGMT 635 Management of People and Organizations 3.0 Spring
Study of current theory and research in organizational behavior and organizational design, emphasizing managerial applications. In 1.0-ethical, environmental, technological, and international considerations. Formerly MGMT 335.

MGMT 636 Seminar in Human Resource Management 3.0 Inquire
The determination, acquisition, development, use, and maintenance of human resources by organizations. Emphasizes human resource management processes, including employment placement, recruitment and selection, training and development, performance appraisal, compensation, and union-management relations. Formerly MGMT 336.

MGMT 637 Seminar in Organizational Development 3.0 Inquire
Organizational development, planning and implementation of change, theory and practice of process consulting, structural and behavioral analysis, and external and internal constraints affecting performance. Formerly MGMT 337.

MGMT 639 Seminar in Organizational Behavior 3.0 Inquire
Prerequisites: MGMT 615. Laboratory training in intrapersonal, interpersonal, and group behavior; theory and practice of motivation and leadership; management development and training. Formerly MGMT 339.

MGMT 689 Directed Internship 1.0-3.0 Fa/Spr
This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly MGMT 389.

MGMT 690 Seminar in Environment of Business 3.0 Inquire
Integrative analysis of ethical, social, political, and economic forces in the environment of business as they affect business behavior and management decision making. Formerly MGMT 390.

MGMT 694 Seminar in Contemporary Business Topics 3.0 Inquire
Prerequisites: MGMT 615.
This course is a seminar offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Formerly MGMT 394.

MGMT 697 Independent Study 1.0-4.0 Fa/Spr
This course is a graduate-level independent study offered for 1.0-4.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly MGMT 398.

MGMT 699T Master’s Thesis 1.0-3.0 Fa/Spr
This course is offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly MGMT 398.
Management Information Systems Course Offerings

MINS 235  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 Structured Query Language (SQL) database manipulation, and SQL 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. Formerly MINS 018.

MINS 245  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. Formerly MINS 019.

MINS 301  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 101, CSCI 111, MINS 235, MINS 245. 2.5 hours discussion, 1.0 hour activity. Formerly MINS 110.

MINS 325  Business Programming  3.0 Fa/Spr
Prerequisites: CSCI 111.
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. Formerly MINS 114.

MINS 335  Database Application Development  3.0 Fa/Spr
Prerequisites: BSIS 301, MINS 335.

MINS 336  Introduction to E-Business  3.0 Fa/Spr
Prerequisites: MINS 335.
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 in the E-Business environment. Students are encouraged to 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. Formerly MINS 214.

MINS 350  Business Systems Analysis  3.0 Fa/Spr
Prerequisites: MINS 235. Concurrent enrollment in or prior completion of ENGL 230 (for BSIS majors).
An in-depth examination of tools, techniques, and processes used to support the systems analysis portion of the systems 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. Some projects and real projects are used to develop hands-on experience with conducting business analysis studies from object, data, and process perspectives. Formerly MINS 208.

MINS 351  Simulation Laboratory in Management Information Systems  1.0 Fa/Spr
Laboratory experience with management simulation programs. Students interact with a simulated business environment via computer facilities or other laboratory situations. 2.0 hours activity. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly MINS 191.

MINS 389  Internship and Cooperative Education  1.0-3.0 Fa/Spr
Prerequisites: Senior standing, faculty permission.
This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly MINS 189.

MINS 399  Special Problems  1.0-3.0 Fa/Spr
This course is an independent study of special problems offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly MINS 199.

MINS 425  Intermediate Business Programming  3.0 Fa/Spr
Prerequisites: MINS 125.
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. Formerly MINS 126.

MINS 450  Business Systems Design  3.0 Fa/Spr
Prerequisites: MINS 325, MINS 350.
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. Formerly MINS 210.

MINS 452  Decision Support Software  3.0 Fa/Spr
Prerequisites: MINS 335.
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. Formerly MINS 212.

MINS 495  Management Issues for MIS Professionals  3.0 Fa/Spr
Prerequisites: MINS 450 or concurrent enrollment in MINS 450.
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 is on communicating concepts in a meaningful, businesslike manner. Formerly MINS 216.

MINS 498  Special Topics in Management Information Systems  1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered for 1.0-3.0 units. 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. Formerly MINS 298.
MINS 536 Security and Privacy Issues in Information Technology 3.0 Fall
Prerequisites: MINS 245.
This course covers a broad 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 strategies and controls designed to ensure the recovery of lost information. Single-site redundancy as well as other methods and controls designed to detect information loss. Finally, students study backup strategies and controls designed to ensure the recovery of lost information.

MINS 545 Advanced Distributed Systems Management 3.0 Fa/Spr
Prerequisites: MINS 544 and permission of instructor.
This course focuses on issues of planning, design, configuration, operation, 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. Formerly MINS 217.

MINS 546 E-Commerce and Client Server Computing in Business 3.0 Fa/Spr
Prerequisites: MINS 350; permission of instructor.
The study of electronic commerce and distributed business systems from the perspective of layered client server models. Development and implementation trends, issues, methods, and tools are discussed with respect to distributed data, application processes, and user services in a variety of global corporate settings. Practical use of Internet and client server technology, such as Oracle, is a major activity in the course, from both server and client design and implementation perspectives. 2.0 hours discussion, 2.0 hours activity. Formerly MINS 219.

MINS 547 Advanced Database Topics 3.0 Fall
Prerequisites: MINS 335.

MINS 548 E-Commerce and Client Server Computing in Business 3.0 Fa/Spr
Prerequisites: MINS 350; permission of instructor.
The study of electronic commerce and distributed business systems from the perspective of layered client server models. Development and implementation trends, issues, methods, and tools are discussed with respect to distributed data, application processes, and user services in a variety of global corporate settings. Practical use of Internet and client server technology, such as Oracle, is a major activity in the course, from both server and client design and implementation perspectives. 2.0 hours discussion, 2.0 hours activity. Formerly MINS 219.
MKTG 389 Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing, faculty permission. This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15 units. Credit/no credit grading only. Formerly MKTG 189.

MKTG 391 Simulation Laboratory Marketing 1.0 Fa/Spr
Prerequisites: MKTG 371.
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. Formerly MKTG 191.

MKTG 398 Special Topics 1.0-3.0 Fa/Spr
This course is for special topics offered for 1.0-3.0 units. 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. Formerly MKTG 198.

MKTG 399 Special Problems 1.0-3.0 Fa/Spr
This course is an independent study of special problems offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly MKTG 199.

MKTG 465 E-Marketing 3.0 Fa/Spr
Prerequisites: MKTG 371.
Study of the changes in the marketplace created by the increasing utilization of technological tools to perform traditional marketing functions. The course provides insight into strategies and tactics which can be used to implement and manage electronic marketing initiatives. Formerly MKTG 265.

MKTG 467 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. Formerly MKTG 297.

MKTG 470 Sales Force Management 3.0 Fa/Spr
Prerequisites: MKTG 371.
Organization and control of manufacturer and wholesaler sales departments. Emphasis on sales potentials, territory structure, quotas and compensation, sales and cost analysis, sales person selection, motivation, and evaluations. Formerly MKTG 270.

MKTG 471 Distribution Systems and Channel Management 3.0 Fa/Spr
Prerequisites: MKTG 371.
Distribution and its role in the marketing system: economics of distribution; financing competing carriers, rate determination, government regulation, subsidization; carrier organization, operation, and traffic control. Formerly MKTG 271. This course is also offered as SCMS 471.

MKTG 472 Advertising and Marketing Communications 3.0 Fa/Spr
Prerequisites: MKTG 371.
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. Formerly MKTG 272.

MKTG 473 Strategic Personal Selling 3.0 Fa/Spr
Prerequisites: MKTG 371.
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. Formerly MKTG 273.

MKTG 474 Market Analysis 3.0 Fa/Spr
Prerequisites: MKTG 371.
Study of marketing strategies, programs, and plans on which sound marketing practice is based; special emphasis on analyzing marketing situations. Formerly MKTG 274.

MKTG 475 Retailing 3.0 Fa/Spr
Prerequisites: MKTG 371.
Essentials of retail management; market segmentation and market research for retail operations, buying and pricing functions, inventory control, budgeting, nature of change. Formerly MKTG 275.

MKTG 476 Business Marketing 3.0 Inquire
Prerequisites: MKTG 371.
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. Formerly MKTG 276.

MKTG 477 International Marketing 3.0 Fa/Spr
Prerequisites: MKTG 371.
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. Formerly MKTG 277.

MKTG 478 Service Marketing 3.0 Fa/Spr
Prerequisites: MKTG 371.
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. Formerly MKTG 278.

MKTG 490 Strategic Marketing Management 3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered for 1.0-3.0 units. 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. Formerly MKTG 298.

MKTG 499H Honors Seminar in Marketing 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 marketing. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students who 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. Formerly MKTG 299H.

MKTG 673 Seminar in Strategic Marketing 3.0 Spring
Prerequisites: MKTG 305.
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. Formerly MKTG 373.

MKTG 679 Seminar in Market Analysis 3.0 Spring
Prerequisites: MKTG 305.
A case method approach involving the decision-making process related to demand analysis, product strategy, distribution strategy, promotional strategy, and pricing strategy. Formerly MKTG 379.

MKTG 689 Directed Internship 1.0-3.0 Fa/Spr
This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly MKTG 389.

MKTG 691 Simulation Laboratory in Marketing 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. Formerly MKTG 391.

MKTG 694 Seminar in Contemporary Business Topics 1.0-3.0 Fa/Spr
This course is a seminar offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 3.0 units. Formerly MKTG 394.

MKTG 697 Independent Study 1.0-4.0 Fa/Spr
This course is a graduate-level independent study offered for 1.0-4.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly MKTG 398.
Business Administration

MKTG 699T Master's Thesis 1.0-3.0 Fa/Spr
This course is offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly MKTG 398.

Quantitative Business Analysis Course Offerings
QBAN 340 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 concepts 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. Formerly QBAN 142.

QBAN 344 Decision Models for Business 3.0 Fall
Prerequisites: BADM 103.
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. Formerly QBAN 144.

QBAN 440 Multiple Regression and Forecasting 3.0 Spring
Prerequisites: BADM 103.
Multiple regression analysis, time series analysis, and forecasting as applied to managerial decision-making. Formerly QBAN 240.

QBAN 647 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. Formerly QBAN 347.

QBAN 648 Seminar in Operations Research 3.0 Inquire
Prerequisites: SCMS 306, QBAN 340.
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. Formerly QBAN 348.

Real Estate Course Offerings
REAL 301 Principles of Real Estate 3.0 Fa/Spr
Prerequisites: ECON 102, ECON 103.
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. Formerly R E 101.

REAL 367 Real Estate Appraisal I 3.0 Inquire
Prerequisites: REAL 301.
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. Formerly R E 167.

REAL 369 Real Estate Finance 3.0 Inquire
Prerequisites: REAL 301.
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. Formerly R E 169.

REAL 389 Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing, faculty permission.
This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly R E 189.

REAL 391 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. Formerly R E 191.

REAL 399 Special Problems 1.0-3.0 Fa/Spr
This course is an independent study of special problems offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly R E 199.

Supply Chain Management Systems Course Offerings
SCMS 306 Operations Management 3.0 Fa/Spr
Prerequisites: Business Administration or Business Information Systems status required for business majors. Completion of General Education Breadth Area A4 requirements required for all majors.
Quantitative modeling, including linear programming, dual prices, simulation, and queuing. 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. Formerly POMG 143.

SCMS 340 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. Formerly POMG 145.

SCMS 351 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly POMG 191.

SCMS 399 Special Problems 1.0-3.0 Fa/Spr
This course is an independent study of special problems offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. Formerly POMG 199.

SCMS 440 Purchasing and Supply Chain Management 3.0 Fa/Spr
Prerequisites: SCMS 306.
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 SCMS 244.

SCMS 441 Quality Management 3.0 Fa/Spr
Prerequisites: SCMS 306 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. Formerly POMG 246.

SCMS 442 Production Planning and Inventory Control 3.0 Fa/Spr
Prerequisites: SCMS 306.
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 SCMS 247.
SCMS 443 Production Management and Control Systems 3.0 Fa/Spr
Prerequisites: SCMS 306.
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. Formerly POMG 248.

SCMS 471 Distribution Systems and Channel Management 3.0 Fa/Spr
Prerequisites: MKTG 305.
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. Formerly SCMS 271. This course is also offered as MKTG 471.

SCMS 489 Internship and Cooperative Education 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly SCMS 189.

SCMS 498 Special Topics in Supply Chain Management Systems 1.0-3.0 Fa/Spr
Prerequisites: Senior standing.
This course is for special topics offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Formerly SCMS 298.

SCMS 607 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. Formerly POMG 343.

SCMS 640 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. Formerly POMG 342.

SCMS 651 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. Formerly POMG 391.

SCMS 652 Contemporary Business Topics 1.0-3.0 Fa/Spr
This course is a special topic offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 3.0 units. Formerly POMG 394.

SCMS 689 Directed Internship 1.0-3.0 Fa/Spr
This course is an internship offered for 1.0-3.0 units. 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. Formerly POMG 389.

SCMS 697 Independent Study 1.0-4.0 Fa/Spr
This course is a graduate-level independent study offered for 1.0-4.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly POMG 398.

SCMS 699T Master’s Thesis 1.0-3.0 Fa/Spr
This course is a graduate-level independent study offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Formerly MGSC 399.