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 Managing for Sustainability
Minor in Marketing
Minor in Production and Operations Management
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 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 AACSB International 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 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 325
  530-898-4480
  e-mail: bund@csuchico.edu
  Advising Coordinator: Amy Lance
  Office Coordinator: Jeanne Angle

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
  Director: Oscar Haro

College of Business
Dean: Willie E. Hopkins

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

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

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

Students who declared a Business Administration major prior to fall 2005, whichever catalog or choose the current one. You must follow the complete set of course requirements from whichever catalog you choose. See your advisor for help with this decision.

The program requires a Prerequisite Core. These classes (BADM 101, BADM 103 or MATH 105, 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 or MATH 105 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 page on the Web. There you can read special advising information for first-year and transfer students. You can link to home pages for advisors and faculty members. Begin with the College of Business home page (http://www.colbuscho.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 325
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 advisor 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 135. 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.

Advising 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.

<table>
<thead>
<tr>
<th>Major Core Program: 48 units</th>
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<td>Pre-Business Prerequisite Core: 21 units</td>
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Pre-business students achieve Business Administration status upon completion of each of the following seven courses with a C or better.

6 courses required:

- ACCT 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 101 Understanding Global Business 3.0 FS
- ECON 101 Principles of Micro Analysis 3.0 FS *
- ECON 103 Principles of Macro Analysis 3.0 FS *
- MATH 107 Finite Math for Business 3.0 FS *
- Prerequisites: Completion of ELM requirement.

1 course selected from:

- BADM 103 Statistics of Business & Econ 3.0 FS
- Prerequisites: For Business Administration majors; MATH 107.

For others: Completion of General Education Breadth Area A4 requirement.

- MATH 105 Statistics 3.0 FS *
- Prerequisites: Completion of ELM requirement.
- 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.

Upper-Division Core: 27 units

8 courses required:

- BLAW 302 Managing the Legal Environment 3.0 FS
- Prerequisites: At least junior standing.
- FINA 307 Survey of Finance 3.0 FS *
- Prerequisites: ACCT 201, ECON 103.
- MGMT 300 Communication in Business 3.0 FS WP
- Prerequisites: ENGL 130 or its equivalent) with a grade of C– or higher.
- MGMT 303 Survey of Management 3.0 FS
- MGMT 304 Human Resource Management 3.0 FS
- MINS 301 Corporate Tech Integration 3.0 FS
- MKTG 305 Survey of Marketing 3.0 FS
- MINS 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.

Capstone Course

1 course required:

- BADM 495 Sem in App Strategic Dec Mak 3.0 FS
- Prerequisites: Graduating senior standing. Completion of all courses in upper-division core.

Major Option Course Requirements: 24–27 units

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

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

The Option in Accounting: 27 units

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

- ACCT 320 Cost Accounting 3.0 FS
- Prerequisites: ACCT 202; BADM 103 or MATH 105.
- ACCT 321 Acctng Info Systems/Control 3.0 FS
- Prerequisites: 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 321.

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 FS
- Prerequisites: ACCT 321; either BADM 103 or MATH 105; either ACCT 326 or ACCT 427.
ACCT 425 Advanced Accounting 3.0 FS
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 FS
Prerequisites: ACCT 320.
MINS 350 Business Systems Analysis 3.0 FS
Prerequisites: MINS 325, Concurrent enrollment in or prior completion of ENGL 230 (for BIS majors).

Corporate Financial Management Pattern: 18 units
3 courses required:
ACCT 326 Intermediate Accounting II 3.0 FS
Prerequisites: ACCT 325.
ACCT 421 Auditing 3.0 FS
Prerequisites: ACCT 321; either BADM 103 or MATH 105; 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
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 202, BADM 103 or MATH 105.
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 Estate Planning 3.0 FS
Prerequisites: FINA 307.
FINA 454 Financial Planning: Apps 3.0 Inq
Prerequisites: FINA 351, Concurrent enrollment in or prior completion of FINA 453, FINA 456, and ACCT 437.
FINA 456 Risk and Insurance 3.0 FA
Prerequisites: FINA 307.
FINA 458 Mgmt and Reg of Fin Instituts 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.

Financial Services 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 481 Investment and Policy 3.0 SP
Prerequisites: FINA 307, FINA 351.

The Option in Human Resource Management: 24 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 343 Negotiation Techn for Conflict 3.0 SP
Prerequisites: MGMT 304, MINS 301.
MGMT 422 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.

The Option in Business Administration: 24 units
Note: FINA 498 must be taken for 3 units.
The Option in Management: 24 units
The 24-unit Option in Management may be completed in two or three semesters. Management Core: 6 units
2 courses required:
- BLAW 413 Employment Law 3.0 FS
- MGMT 444 Managing Project Teams 3.0 FS
Prerequisites: MGMT 303 or faculty permission.

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
3 courses required:
- MGMT 450 Assessing New Bus Oppor 3.0 FA
  Prerequisites: MGMT 303, MGMT 305.
- MGMT 451 Creating New Businesses 3.0 FS
  Prerequisites: MGMT 303, MGMT 450, MKTG 305; FINA 307 or faculty permission.
- MGMT 452 Growing New Businesses 3.0 FS
  Prerequisites: MGMT 303, MGMT 450, MKTG 451, MKTG 305.
3 courses selected from:
- ACCT 322 Controls & Asset Mgmt Sm Bus 3.0 SP
- MGMT 389 Internship 1.0–3.0 FS
  Prerequisites: MGMT 303, faculty permission.
- MGMT 389 must be taken for 3 units.
- MGMT 440 Managing Bus-Soc Relationship 3.0 SP
  Prerequisites: BLAW 302, MGMT 303.
- MGMT 441 Managing Personal Success 3.0 FS
  Prerequisites: MGMT 303.
- MGMT 443 Managing Knowledge/Innov/Chg 3.0 FS
  Prerequisites: MGMT 303.
- MGMT 460 Managing for Sustainability 3.0 SP
  Prerequisites: MGMT 303.
- MGMT 498 Special Topics in Management 1.0–3.0 FS
  Prerequisites: Senior standing.
  MGMT 498 must be taken for 3 units.

Operations Management Pattern: 18 units
4 courses required:
- SCMS 440 Purchasing & Supply Chain Mgmt 3.0 FS
  Prerequisites: SCMS 306.
- 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 451 Quality Management 3.0 FS
  Prerequisites: SCMS 306 or faculty permission.
  This course is also offered as MGTG 451.
2 courses selected from:
- BLAW 414 Labor Law/Collective Bargain 3.0 SP
  Prerequisites: At least junior standing or faculty permission.
  MGMT 389 Internship 1.0–3.0 FS
  Prerequisites: MGMT 303, faculty permission.
  MGMT 389 must be taken for 3 units.
- OR (the following course may be substituted for the above)
  SCMS 489 Intern/Cooperative Education 1.0–3.0 FS
  Prerequisites: Senior standing and faculty permission.
  SCMS 489 must be taken for 3 units.
- MGMT 443 Managing Knowledge/Innov/Chg 3.0 FA
  Prerequisites: MGMT 303.
- MGMT 460 Managing for Sustainability 3.0 SP
  Prerequisites: MGMT 303.
- MGMT 467 Management of Small Business 3.0 FS
  Prerequisites: Senior standing and business major.
  OR (the following course may be substituted for the above)
  SCMS 498 Spec Top Product/Op Mgmt 1.0–3.0 FS
  Prerequisites: Senior standing.
  SCMS 498 must be taken for 3 units.

Organizational Management Pattern: 18 units
3 courses required:
- MGMT 350 Managing Emp Effectiveness 3.0 SP
  Prerequisites: MGMT 303.
- MGMT 443 Managing Knowledge/Innov/Chg 3.0 FA
  Prerequisites: MGMT 303.
- MGMT 447 Leadership 3.0 FS
  Prerequisites: MGMT 303.
OR (the following course may be substituted for the above)
- MGMT 448 Managing Knowledge-Based Org 3.0 FA
  Prerequisites: MGMT 303.
3 courses selected from:
- BLAW 414 Labor Law/Collective Bargain 3.0 FS
  Prerequisites: At least junior standing or faculty permission.
- MGMT 343 Negotiation Tech for Conflict 3.0 SP
- MGMT 389 Internship 1.0–3.0 FS
  Prerequisites: MGMT 303, faculty permission.
  MGMT 389 must be taken for 3 units.
- MGMT 437 Organizational Consulting 3.0 SP
  Prerequisites: MGMT 303, MGMT 304.
- MGMT 440 Managing Bus-Soc Relationship 3.0 SP
  Prerequisites: BLAW 302, MGMT 303.
- MGMT 441 Managing Personal Success 3.0 FS
  Prerequisites: MGMT 303.
- MGMT 442 Managing Differences 3.0 FA
  Prerequisites: MGMT 303.
- MGMT 443 Managing Knowledge/Innov/Chg 3.0 FS
  Prerequisites: MGMT 303.
  MGMT 460 Managing for Sustainability 3.0 SP
  Prerequisites: MGMT 303.
- MGMT 498 Special Topics in Management 1.0–3.0 FS
  Prerequisites: Senior standing.
  MGMT 498 must be taken for 3 units.

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:
- MKTG 389 Intern/Cooperative Education 1.0–3.0 FS
  Prerequisites: Senior standing, faculty permission.
- MKTG 391 Simulation Lab Marketing 1.0 FS
- MKTG 399 Special Problems 1.0–3.0 FS
  Prerequisites: MKTG 305.
- MKTG 490 Strategic Marketing Management 3.0 FS
  Prerequisites: MKTG 371, MKTG 380.
15 units selected from:
- MKTG 389 Intern/Cooperative Education 1.0–3.0 FS
- MKTG 391 Simulation Lab Marketing 1.0 FS
- MKTG 399 Special Problems 1.0–3.0 FS
- MKTG 465 E-Marketing 3.0 FS
  Prerequisites: MKTG 371.
- MKTG 467 Management of Small Business 3.0 FS
  Prerequisites: Senior standing and business major.
- 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 Inq
  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 498 Special Topics in Marketing 1.0–3.0 FS
  Prerequisites: Senior standing.
  Note: No more than 3 units of MKTG 389, MKTG 391, or MKTG 399 may be used to meet major requirements. MKTG 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 advisor 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 advisor for specific information.

Consult the Office of the Coordinator of Undergraduate Programs (GLNN 325) for specific information.

Honors in the Major
Honors in the Major is a program of independent work in your major. It involves six units of honors course work completed over two semesters. 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. Your Honors work will be recognized at your graduation, on your permanent transcript, and on your diploma. It is often accompanied by letters of commendation from your mentor in the department or the department chair.

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 units are independent study (399, 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 for your major 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% of majors in your department.
4. Your GPA in your major should be at least 3.5 or within the top 5% 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 advisor to apply.

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 enrolling within the option or must have at least a 3.5 grade point average in the business major. Each honors student must also complete 6 units of the honors course in his or her option with a grade of B or better. These units must result in a research paper which is publicly presented. See BADM 499H and courses numbered 499H in each option of the course offerings section. Please consult your department for specific information.

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 CSUC, 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 advisor 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 advisor 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 advisors and faculty members. Begin with the College of Business home page (http://www.cob.csuchico.edu)!
Upper-Division Core: 27 units
9 courses required:
BSIS 301 Enterprise Tech Integration 3.0 FS
Prerequisites: CSCI 101, MINS 235, MINS 245.
BSIS 496 Strat Iss for Info Professionals 3.0 FS WP
Prerequisites: ENGL 130 (or the equivalent) with a grade of C or higher. Concurrent enrollment in or prior completion of all other courses in upper-division core.
BLAW 302 Managing the Legal Environment 3.0 FS
Prerequisites: At least junior standing.
ENGL 230 Intro to Technical Writing 3.0 FS
Prerequisites: ENGL 130.
FINA 307 Survey of Finance 3.0 FS
Prerequisites: ACCT 201, ECON 103.
MINS 303 Survey of Management 3.0 FS
Prerequisites: MINS 235; Concurrent enrollment in or prior completion of ENGL 230 (for BSIS majors).
MKTG 305 Survey of Marketing 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.

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

Note: For 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 321 Acctng Info Systems/Control 3.0 FS
Prerequisites: Concurrent enrollment in or prior completion of ACCT 202 and BSIS 301.
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 FS
Prerequisites: ACCT 321; either BADM 103 or MATH 105; either ACCT 326 or ACCT 427.
ACCT 427 SAP Accounting Applications 3.0 FS
Prerequisites: ACCT 325.
ACCT 437 Federal Income Taxes 3.0 FS
Prerequisites: ACCT 201, ACCT 202.
ACCT 521 Advanced Accounting Info Sys 3.0 FS
Prerequisites: ACCT 321.
ACCT 530 Plan/Control/Perf Eval w/ERP 3.0 SP
Prerequisites: ACCT 321, ACCT 325.

Accounting Electives: 6 units
2 courses selected from:
ACCT 320 Cost Accounting 3.0 FS
Prerequisites: ACCT 202; BADM 103 or MATH 105.
ACCT 363 International Accounting 3.0 Inq
ACCT 365 Not-for-Profit Accounting 3.0 Inq
Prerequisites: ACCT 202.
ACCT 420 Adv Cost Management Systems 3.0 FS
Prerequisites: ACCT 320.
ACCT 425 Advanced Accounting 3.0 FS
Prerequisites: ACCT 326 or ACCT 427.
ACCT 498 Special Topics in Accounting 1.0–3.0 FS
Prerequisites: Senior standing.
ACCT 537 Federal Income Taxes 3.0 Inq
Prerequisites: ACCT 437.
ACCT 551 Information Tech Auditing 3.0 SP
Prerequisites: ACCT 421 or instructor permission.
ACCT 556 Accounting Theory 3.0 Inq
Prerequisites: ACCT 325.
BSIS 420 ERP: Systems Config and Use 3.0 FS
Prerequisites: MINS 350, permission of instructor.
CSCI 111 Programming and Algorithms I 3.0 FS
Prerequisites: At least 1 year of high school algebra and strong computer skills or CSCI 101.
MINS 536 Security/Privacy Issues in IT 3.0 FS
Prerequisites: MINS 245.

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 CSCI 101.
MINS 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: BSIS 301, MINS 245.
MINS 423 Interned Business Programming 3.0 FS
Prerequisites: MINS 325.
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: Concurrent enrollment in or prior completion of MINS 345 and instructor permission.
MINS 335 Database Administration 3.0 FS
Prerequisites: MINS 335 and instructor permission.
MINS 536 Security/Privacy Issues in IT 3.0 FS
MINS 498 must be taken for 3 units
MINS 545 Adv Distributed Systems Mgmt 3.0 FS
Prerequisites: MINS 345 and permission of instructor.
MINS 546 E-Com & Client Server Comptng 3.0 Inq
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 371.
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 350.
MKTG 371 Consumer Behavior 3.0 FS
Prerequisites: MKTG 305.
MKTG 380 Marketing Research 3.0 FS
Prerequisites: BADM 103 or MATH 105, MKTG 305.
MKTG 465 E-Marketing 3.0 FS
Prerequisites: MKTG 371.
MKTG 471 Strategic Personal Selling 3.0 FS
Prerequisites: MKTG 371.
MKTG 490 Strategic Marketing Management 3.0 FS
Prerequisites: MKTG 371, MKTG 380.
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 451 Quality Management 3.0 FS
Prerequisites: SCMS 106 or faculty permission.
This course is also offered as MGFT 451.
SCMS 489 Intern/Cooperative Education 1.0–3.0 FS
Prerequisites: Senior standing and faculty permission.
SCMS 489 must be taken for 3 units.
SCMS 498 Spec Top Product/Op Mgmt 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 advisor 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 advisor for specific information.

Consult the Undergraduate Advising Office (Glenn 323) for specifics. Advising Requirement:
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 six units of work completed over two semesters.
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. Your Honors work will be recognized at your graduation, on your transcript, and on your diploma. It is often accompanied by letters of commendation from your mentor in the department or the department chair.

Some common features of Honors in the Major program are:
1. You must complete 6 units of Honors in the Major course work. At least 3 of these units are independent study (399, 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 units of course work over the two semesters of your junior year. Then they complete the 6 units of course work over the two semesters of their senior year.
3. Your cumulative GPA should be at least 3.5 or within the top 5% of majors in your department.
4. Your GPA in your major should be at least 3.5 or within the top 5% 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 consult your major department or major advisor to apply.

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 have met 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:
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).
ACCT 321 Acctng Info Systems/Control 3.0 FS
Prerequisites: Concurrent enrollment in or prior completion of ACCT 202 and BADM 103 or BADM 109.
ACCT 325 Intermediate Accounting I 3.0 FS
Prerequisites: ACCT 202 and concurrent enrollment in, or prior completion of, ACCT 321.
1 course selected from:
BADM 301 Enterprise Tech Integration 3.0 FS
Prerequisites: BADM 103, BADM 109.
ACCT 326 Intermediate Accounting II 3.0 FS
Prerequisites: ACCT 325.
ACCT 427 SAP Accounting Applications 3.0 FS
Prerequisites: ACCT 325.
1 course selected from:
ACCT 320 Cost Accounting 3.0 FS
Prerequisites: ACCT 202; BADM 103 or MATH 105.
ACCT 425 Advanced Accounting 3.0 FS
Prerequisites: ACCT 326 or ACCT 427.
ACCT 437 Federal Income Taxes 3.0 FS
Prerequisites: ACCT 201, ACCT 202.
ACCT 456 Accounting Theory 3.0 Inq
Prerequisites: ACCT 326.
MINS 235 Database Design 3.0 FS

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
Prerequisites: ACCT 201 (or ABUS 261 for ABUS majors only).
BLAW 302 Managing the Legal Environment 3.0 FS
Prerequisites: At least junior standing.
ECON 103 Principles of Micro Analysis 3.0 FS *
FINA 307 Survey of Finance 3.0 FS
Prerequisites: ACCT 201, ECON 103.
MKTG 301 Survey of Marketing 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
Prerequisites: ACCT 201, ECON 103.
FINA 459 International Finance 3.0 FS
Prerequisites: FINA 307.
MGMT 301 Survey of Management 3.0 FS
MGMT 443 International Management 3.0 FA
Prerequisites: BADM 103.
MKTG 305 Survey of Marketing 3.0 FS
MKTG 477 International Marketing 3.0 FS
Prerequisites: MKTG 371.
1 course selected from:
ANTH 301 Cultural Anthropology 3.0 FS
CMST 335 Intercult Comm Theory/Pract 3.0 FS Eth
ECON 375 Developing Countries 3.0 FS
GEOG 301 Global Economic Geography 3.0 SP NW
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 selected from:
- MCGS 155 Intro Multicultural/Gender Std 3.0 FS * Eth
- MGMT 303 Survey of Management 3.0 FS
- MGMT 304 Human Resource Management 3.0 FS

Breadth: 9 units
1 course selected from:
- MGMT 433 Training and Development 3.0 SP
Prerequisites: MGMT 304.
- MGMT 443 Managing Knowledge/Innov/Chg 3.0 FA
Prerequisites: MGMT 303.

1 course selected from:
- CMST 334 Gender and Communication 3.0 FS *
Prerequisites: MGMT 304.
- CMST 335 Intercult Comm Theory/Pract 3.0 FS Eth
Prerequisites: MGMT 304.
- MGMT 345 Negotiation Tech for Conflict 3.0 SP
Prerequisites: MGMT 304.

1 course selected from:
- MGMT 442 Managing Differences 3.0 FA
Prerequisites: MGMT 303.
- MGMT 445 International Management 3.0 FA
Prerequisites: MGMT 303.

Capstone: 6 units
2 courses required:
- MCGS 489 Internship in MCGS 1.0–3.0 FS
Prerequisites: At least 3 units of internship.
- MCGS 495 Senior Seminar in MCGS 3.0 SP WP
Prerequisites: ENGL 130 (or its equivalent) with a grade of C– or higher.

The Minor in the Management of Human Resources

This minor is open to non-Business majors as well as 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
Prerequisites: At least junior standing.
- MGMT 303 Survey of Management 3.0 FS
- MGMT 304 Human Resource Management 3.0 FS

1 course selected from:
- HCSV 430 Mgmt of Hlth Services Organiz 3.0 FA
Prerequisites: ACCT 201 and HCSV 330 or permission of instructor.
- SCM 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.
- SOCI 335 Women, Work, and Family 3.0 FS *
- SOCI 363 Sociology of Human Stress 3.0 FS *

3 courses selected from:
- MGMT 300 Communication in Business 3.0 FS WP
Prerequisites: ENGL 130 (or its equivalent) with a grade of C– or higher.
- MGMT 345 Negotiation Tech for Conflict 3.0 SP
Prerequisites: MGMT 303, MGMT 304.
- MGMT 437 Organizational Consulting 3.0 SP
Prerequisites: MGMT 303, MGMT 304.
- MGMT 441 Managing Personal Success 3.0 FS
Prerequisites: MGMT 303.
- MGMT 442 Managing Differences 3.0 FA
Prerequisites: MGMT 303.
- MGMT 444 Managing Project Teams 3.0 FS
Prerequisites: MGMT 303 or faculty permission.

The Minor in 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
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).

The Minor in Managing for Sustainability

This minor is open to non-Business majors as well as students majoring in Business.

Course Requirements for the Minor: 18 units

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

3 courses required:
- MGMT 303 Survey of Management 3.0 FS
- MGMT 460 Managing for Sustainability 3.0 SP
Prerequisites: MGMT 303.
- MGMT 444 Managing Project Teams 3.0 FS
Prerequisites: MGMT 303 or faculty permission.

1 course selected from:
- GEOG 304 Environmental Issues 3.0 FS *
- SOCI 420 Environmental Sociology 3.0 Inq

2 courses selected from:
- AGRI 331 Agricultural Ecology 3.0 FS
Prerequisites: Completion of lower-division core or faculty permission.
- ECON 365 Environmental Economics 3.0 FS
- GEOG 306 Geographies of Disaster 3.0 FS *
- GEOG 362 Environmental Health 3.0 FS
- PHIL 329 Environmental Ethics 3.0 FS *
- POLS 461 Environmental Politics/Admin 3.0 SP
- RECR 310 Natrl Resource/Inform Citizen 3.0 FS *
- RELS 347 Cross-Cultural Environ Ethics 3.0 FS *

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 or MATH 105, 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. This course is also offered as SCMS 471.
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 Inq | Prerequisites: MKTG 371.
MKTG | 475 | Retailing | 3.0 FS | Prerequisites: MKTG 371.
MKTG | 476 | Business Marketing | 3.0 FS | 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 Advisor.

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 Business College 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 | 451 | Quality Management | 3.0 FS | Prerequisites: SCMS 306 or faculty permission.
This course is also offered as MFGT 451.

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.
BADM | 103 | Statistics of Business & Econ | 3.0 FS | Prerequisites: For Business Administration majors: BADM 103. For others: Completion of General Education Breadth Area A4 requirement. OR (the following course may be substituted for the above)
MATH | 105 | Statistics | 3.0 FS * | Prerequisites: Completion of ELM 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 SP | Prerequisites: ECE 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.

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/Cd Prac/PC Software | 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 247.
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).
MINS | 452 | Decision Support Software | 3.0 Inq | Prerequisites: MINS 335.

Elective Courses: 3 units

1 course selected from:

ACCT | 321 | Acctg Info Systems/Control | 3.0 FS | Prerequisites: Concurrent enrollment in or prior completion of ACCT 202 and BSIS 301 or MINS 301.
BSIS | 496 | Strat Iss for Info Professionals | 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.
BSIS | 325 | Business Programming | 3.0 FS | Prerequisites: CSCI 111
MINS | 335 | Database Application Dev | 3.0 FS | Prerequisites: BSIS 301, MINS 235.
MINS | 450 | Business Systems Design | 3.0 FS
MINS | 325, MINS 350. | Prerequisites: MINS 325, MINS 350.
MINS | 452 | Decision Support Software | 3.0 Inq | Prerequisites: MINS 335.

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 and/or CSU Chico Open University course work 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:

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  Statistics of Business & Econ  3.0 FS  
Prerequisites: For Business Administration majors: MATH 107. For others: Completion of General Education Breadth Area A4 requirement.

BLAW 302  Managing the Legal Environment  3.0 FS  
Prerequisites: At least junior standing.

ECON 103  Principles of Micro Analysis  3.0 FS *  
Prerequisites: ACCT 201, ECON 103.

MGMT 300  Communication in Business  3.0 FS WP  
Prerequisites: ENGL 130 (or its equivalent) with a grade of C- or higher.

MGMT 303  Survey of Management  3.0 FS  

MKTG 305  Survey of Marketing  3.0 FS  

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:
ACCT 621  Management Control Systems  3.0 FA  
Prerequisites: ACCT 202.

BADM 610  Decision Support Systems  3.0 FA  
Prerequisites: SCMS 640; or MINS 301 and BADM 103 and SCMS 306.

FINA 655  Seminar in Financial Mgmt  3.0 SP  
Prerequisites: FINA 307.

MGMT 635  Mgmt of People & Organizations  3.0 SP  
Prerequisites: MGMT 305.

SCMS 607  Ops Planning & Execution  3.0 FA  

BADM 693  Strategic Mgmt Admin Policy  3.0 SP  
Prerequisites: Consent of Graduate Coordinator.

BADM 693 is to be taken as part of the last 9 units, or during the last semester of the graduate program. Registration in BADM 693 must be approved by the Graduate Coordinator.

9 units selected from:
Business electives: Courses in other colleges of the University may be substituted if approved by the Graduate Coordinator. Culling 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.

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

ACCT 320  Cost Accounting  3.0 FS  
Prerequisites: ACCT 202; BADM 103 or MATH 105.

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.

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

27 units required:
ACCT 615  Problems Financial Accounting  3.0 Inq  
Prerequisites: ACCT 326.

ACCT 621  Advanced Auditing  3.0 Inq  
Prerequisites: ACCT 421.

ACCT 623  Management Control Systems  3.0 FA  
Prerequisites: ACCT 202.

BADM 610  Decision Support Systems  3.0 FA  
Prerequisites: SCMS 640; or MINS 301 and BADM 103 and SCMS 306.

BSIS 620  Strategic Info System Mgmt  3.0 SP  
Prerequisites: BADM 610.

FINA 655  Seminar in Financial Mgmt  3.0 SP  
Prerequisites: FINA 307.

SCMS 607  Ops Planning & Execution  3.0 FA  

BADM 693  Strategic Mgmt Admin Policy  3.0 SP  
Prerequisites: Consent of Graduate Coordinator.

Advance 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.
BADM 693 is to be taken as part of the last 9 units, or during the last semester of the graduate program. Registration in BADM 693 must be approved by the Graduate Coordinator.

Three units of graduate electives may be substituted for ACCT 627 if the student has successfully completed ACCT 537 or the equivalent.

3 units selected from:

- MGMT 635 Mgmt of People & Organizations 3.0 SP
- MKTG 673 Seminar in Strategic Marketing 3.0 SP
- Prerequisites: MKTG 305.

**MBA course work - Management Information Systems Emphasis**

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

Prerequisites for admission to Classified Status:

The “common body of knowledge” prerequisites for graduate study in business identified above, plus the following class:

- **MINS 335 Database Application Development** 3.0 FS
- Prerequisites: BIS 301, MINS 235.

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

**24 units required:**

- BADM 610 Decision Support Systems 3.0 FA
- Prerequisites: SCMS 640 or MINS 391 and BADM 103 and SCMS 306.
- BADM 693 Strategic Mgmt Admin Policy 3.0 SP
- Prerequisites: Consent of Graduate Coordinator.
- BSIS 620 Strategic Info System Mgmt 3.0 SP
- Prerequisites: BADM 610.
- FINA 655 Seminar in Financial Mgmt 3.0 SP
- Prerequisites: FINA 307.
- MINS 645 Advanced Database Topics 3.0 Inq
- Prerequisites: MINS 335.
- MGMT 635 Mgmt of People & Organizations 3.0 SP
- MKTG 673 Seminar in Strategic Marketing 3.0 SP
- Prerequisites: MKTG 305.
- SCMS 607 Ops Planning & Execution 3.0 FA

6 units selected from:

- Any 400/500/600-level MIS courses.

**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. Prerequisite courses must be completed with a grade equal to or better than a C- or S. Some courses (e.g., 211, 280, 341, 597/697, 698/798, 699P, and 699T) may be repeated for a higher grade only if the prerequisites are satisfied.

Students must maintain a minimum 3.0 grade point average in each of the following three categories: all course work 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.

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**The Faculty**

**Department of Accounting and Management Information Systems**

- **Steven J. Adams**, 1982, Professor, PhD, U Cincinnati.
- **Harish C. Bahl**, 1990, Professor, PhD, Ohio State U.
- **Raymond F. Boykin**, 1986, Professor, PhD, Saint Louis U.
- **Dalen T. Chang**, 2001, Professor, PhD, UC Berkeley.
- **James R. Connolly**, 1996, Professor, PhD, U Colorado.
- **Gail F. Corbitt**, 1991, Chair, Professor, PhD, U Colorado.
- **Curtis L. DeBeck**, 1990, Professor, PhD, Oklahoma State U.
- **Lorraine R. Gardiner**, 2002, Professor, PhD, U Georgia.
- **Stanley C. Gardiner**, 2002, Professor, PhD, U Georgia.
- **Mary F. Geddie**, 2006, Assoc Professor, ABD, U Houston.
- **Paul W. Guy**, 1979, Professor, PhD, Texas A&M U.
- **Tim G. Kizirian**, 2001, Professor, PhD, U Arizona.
- **John D. Lees**, 1981, Assoc Professor, PhD, U Florida.
- **Wallace R. Leese**, 1978, Professor, PhD, Arizona State U.
- **James R. Mensching**, 1991, Professor, PhD, U Chicago.
- **Valerie C. Milliron**, 1990, Professor, PhD, U Colorado.
- **Brock G. Murdoch**, 1985, Professor, PhD, U Irvine.
- **Samir I. Nissan**, 1980, Professor, PhD, U Illinois.
- **Leroy J. Pryor**, 1980, Professor, DBA, USC.
- **James L. Sager**, 2002, Assoc Professor, PhD, U Colorado.
- **Kent M. Sandoe**, 1998, Professor, PhD, Claremont.
- **Emil W. Schamber**, 1982, Professor, PhD, UC Berkeley.
- **Arnoldus J. Rethans**, 1981, Assoc Professor, PhD, U Oregon.
- **R. Haney Scott**, 1987, Professor, PhD, U Texas.
- **Vern S. Kirkendall**, 1968, Professor, PhD, U Oregon.
- **Francis X. Callahan**, 1978, Chair, Professor, PhD, U Oregon.
- **J. microphone**

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**Department of Finance and Marketing**

- **Kenny K. Chan**, 1985, Professor, PhD, U Massachusetts.
- **Hsich-Yuen C. Hsu**, 1985, Professor, PhD, U Virginia State U.
- **Matthew L. Meuter**, 2000, Professor, PhD, U Arizona State U.
- **Shekhar Misra**, 1985, Chair, Professor, PhD, U Oregon.
- **Suleman A. Moosa**, 1980, Professor, PhD, U Pennsylvania.
- **Richard R. Pinar**, 1984, Professor, PhD, Case U.
- **Nitish C. Singh**, 2003, Assoc Professor, PhD, Saint Louis U.
- **Daniel R. Toy**, 1980, Professor, PhD, Pennsylvania State U.
- **Lauren K. Wright**, 1989, Professor, PhD, Pennsylvania State U.
- **Charles D. Cambridge**, 1978, Professor, PhD, U Minnesota.
- **Glenn M. Gomes**, 1985, Professor, PhD, USC.
- **Julie A. Indvik**, 1983, Professor, PhD, U Wisconsin.
- **Pamela R. Johnson**, 1984, Professor, PhD, U Wisconsin.
- **Mark F. Levine**, 1978, Professor, PhD, UCLA.
- **Kathryn E. Lewis**, 1978, Professor, PhD, Arizona State U.
- **Lynn T. McDonald**, 1983, Professor, PhD, Ohio State U.
- **James F. Morgan**, 1983, Professor, JD, UCDavis.
- **Terry W. Noel**, 2004, Assoc Professor, PhD, U Colorado.
- **James M. Owens**, 1979, Professor, JD Western State Univ Coll.
- **Scott Sibary**, 1983, Professor, JD, UCD Berkeley.
- **Marc Siegall**, 1986, Professor, PhD, Northwestern U.
- **Jeff W. Taylor**, 2001, Chair, Professor, PhD, U Houston.
- **Suzanne Zivnuska**, 2009, Assoc Professor, PhD, Florida State U.

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**Emeritus Faculty**

- **Karl A. Brugger**, 1978, Professor Emeritus, PhD, Arizona State U.
- **Francis X. Callahan**, 1968, Professor Emeritus, PhD, New Sch For Soc Res.
- **Earl Chrysler**, 1985, Professor Emeritus, PhD, USC.
- **Chester C. Cotton**, 1972, Professor Emeritus, PhD, U Oregon.
- **Hans Daumier**, 1969, Professor Emeritus, PhD, Case West Res U.
- **Elmer G. Dickson**, 1970, Professor Emeritus, PhD, U Illinois.
- **Suzan Gardner**, 1977, Professor Emerita, JD, UOP.
- **Wesley E. Harder**, 1968, Professor Emeritus, PhD, Arizona State U.
- **David C. Heinze**, 1981, Professor Emeritus, PhD, Arizona State U.
- **Winston W. Hill**, 1957, Professor Emeritus, PhD, U Washington.
- **George D. Johnson**, 1969, Professor Emeritus, PhD, Kansas State U.
- **Paul T. Kinney**, 1968, Professor Emeritus, PhD, USC.
- **Vern S. Kirkendall**, 1958, Professor Emeritus, MS, Kansas State U.
- **Paul Krause**, 1980, Professor Emeritus, PhD, U Oklahoma.
- **Robert Morse Matson**, 1978, Assoc Professor Emeritus, MS, Golden Gate U.
- **John F. McKenna**, 1977, Professor Emeritus, PhD, U Irvine.
- **Michael F. O’Neill**, 1979, Professor Emeritus, PhD, U Oregon.
- **Claudia L. Rawlins**, 1983, Professor Emerita, PhD, Arizona State U.
- **Denis E. Schais**, 1974, Professor Emeritus, PhD, Arizona State U.
- **R. Haney Scott**, 1987, Professor Emeritus, PhD, Harvard U.
- **George H. Troughton**, 1987, Professor Emeritus, PhD, U Massachusetts.
- **Stuart VanAuker**, 1986, Professor Emeritus, PhD, U No Texas.
### 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.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Description</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 320</td>
<td>Cost Accounting</td>
<td>0.3</td>
<td></td>
<td>ACCT 202; BADM 103 or MATH 105.</td>
</tr>
<tr>
<td>ACCT 321</td>
<td>Accounting Information Systems and Control</td>
<td>0.3</td>
<td></td>
<td>Concurrent enrollment in or prior completion of ACCT 202 and BADS 101 or MNS 301.</td>
</tr>
<tr>
<td>ACCT 322</td>
<td>Controls and Asset Management for Small Business</td>
<td>0.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT 325</td>
<td>Intermediate Accounting I</td>
<td>0.3</td>
<td></td>
<td>ACCT 202 and concurrent enrollment in, or prior completion of, ACCT 321.</td>
</tr>
<tr>
<td>ACCT 326</td>
<td>Intermediate Accounting II</td>
<td>0.3</td>
<td></td>
<td>ACCT 325, including special problems of income determination, asset valuation, and financial reporting.</td>
</tr>
<tr>
<td>ACCT 331</td>
<td>Simulation Laboratory Accounting</td>
<td>1.0</td>
<td></td>
<td>Faculty permission.</td>
</tr>
<tr>
<td>ACCT 339</td>
<td>Directed Mentorship</td>
<td>0.3</td>
<td></td>
<td>ACCT 320, ACCT 325.</td>
</tr>
<tr>
<td>ACCT 336</td>
<td>International Accounting</td>
<td>0.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT 340</td>
<td>Not-for-Profit Accounting</td>
<td>0.3</td>
<td></td>
<td>ACCT 202.</td>
</tr>
<tr>
<td>ACCT 389</td>
<td>Internship and Cooperative Education</td>
<td>0.3</td>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>ACCT 399</td>
<td>Special Problems</td>
<td>0.3</td>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>ACCT 420</td>
<td>Advanced Cost Management Systems</td>
<td>0.3</td>
<td>Topics in cost management systems, focusing on the design of cost management systems for manufacturing and service environments. Coverage includes activity-based costing, just-in-time manufacturing, allocations, transfer pricing, performance evaluation, quality measurement and control, and cost estimations. A case-study format is used.</td>
<td></td>
</tr>
<tr>
<td>ACCT 421</td>
<td>Auditing</td>
<td>0.3</td>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>ACCT 425</td>
<td>Advanced Accounting</td>
<td>0.3</td>
<td>Topics include consolidated financial statements, comparative accounting standards, international accounting principles and reporting requirements, and governmental and other not-for-profit accounting.</td>
<td></td>
</tr>
<tr>
<td>ACCT 427</td>
<td>SAP Accounting Applications</td>
<td>0.3</td>
<td>Continuation of ACCT 325 and additional financial accounting topics with a focus on their integration into an enterprise resource planning system (i.e., SAP).</td>
<td></td>
</tr>
<tr>
<td>ACCT 437</td>
<td>Federal Income Taxes</td>
<td>0.3</td>
<td>Prerequisites: ACCT 201, ACCT 202. An introduction to 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.</td>
<td></td>
</tr>
<tr>
<td>ACCT 498</td>
<td>Special Topics in Accounting</td>
<td>0.3</td>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>ACCT 499H</td>
<td>Honors Seminar in Accounting</td>
<td>3.0</td>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>ACCT 521</td>
<td>Advanced Accounting Information Systems</td>
<td>3.0</td>
<td>Extension of the concepts covered in ACCT 321. Detailed analysis of corporate and information technology governance, including the COSO and COBIT standards; requirements analysis, construction and advanced statistical analysis of large scale accounting data warehouses; investigation of accounting fraud and breaches of professional ethics and the methods used to prevent and detect fraudulent activities.</td>
<td></td>
</tr>
</tbody>
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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 551 Information Technology Auditing
Prerequisites: ACCT 421 or instructor permission.
A course in advanced information technology audit topics, including the use of IT audit software. Students will study the assessment of controls in IT systems and the use of IT in auditing.

ACCT 556 Accounting Theory
Prerequisites: ACCT 326.
A course in the theoretical aspects of accounting, including the principles of accounting and the ethical considerations of accounting.

ACCT 616 Advanced Auditing
Prerequisites: ACCT 421.
An advanced course in professional auditing, including the audit process, ethics, and legal issues in auditing.

ACCT 623 Management Control Systems
Prerequisites: ACCT 202.
The study of management control systems, including budgeting, performance measurement, and cost control.

ACCT 627 Tax Planning for Management
Prerequisites: ACCT 202.
A course in tax planning for management, including tax planning for individuals and businesses.

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. You may take this course more than once for a maximum of 15.0 units.

ACCT 691 Simulation Laboratory in Accounting
1.0 Fa/Spr
Prerequisites: Faculty permission.
A course in the use of simulation software for accounting purposes.

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. Contemporary business topics will be covered.

BADM 101 Understanding Global Business
3.0 Fa/Spr
This course introduces students to the concepts of global business and the challenges of doing business in a global context.

BADM 101H Understanding Global Business—Honors
3.0 Fall
Prerequisites: Admission to the Honors Program.
This course provides an in-depth study of global business, with a focus on research and writing.

BADM 495M 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 application of strategic management principles to real-world business problems.

BADM 495T Seminar in Applied Strategic Decision Making
3.0 Fa/Spr
This seminar provides an opportunity for students to apply strategic management principles to real-world business problems.

BADM 498 Special Topics
1.0–3.0 Fa/Spr
Prerequisites: To be established when course is formulated.
This course offers special topics for 1.0–3.0 units, typically offered once a term.

BADM 530 Planning, Control, and Performance Evaluation Using Enterprise Resource Planning Software
Prerequisites: ACCT 321, ACCT 325.
A course in the use of enterprise resource planning software for planning, control, and performance evaluation.

BADM 537 Federal Income Taxes—Corporate, Partnerships, Fiduciary
Prerequisites: ACCT 417.
A course in the taxation of corporate, partnership, and fiduciary income.

BADM 550 Information Technology Auditing
Prerequisites: ACCT 421 or instructor permission.
A course in advanced information technology audit topics, including the use of IT audit software. Students will study the assessment of controls in IT systems and the use of IT in auditing.

BADM 556 Accounting Theory
Prerequisites: ACCT 326.
A course in the theoretical aspects of accounting, including the principles of accounting and the ethical considerations of accounting.

BADM 563 Management Control Systems
Prerequisites: ACCT 202.
The study of management control systems, including budgeting, performance measurement, and cost control.

BADM 567 Tax Planning for Management
Prerequisites: ACCT 202.
A course in tax planning for management, including tax planning for individuals and businesses.

BADM 589 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. You may take this course more than once for a maximum of 15.0 units.

BADM 591 Simulation Laboratory in Accounting
1.0 Fa/Spr
Prerequisites: Faculty permission.
A course in the use of simulation software for accounting purposes.

BADM 594 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 be covered.

BADM 601 Understanding Global Business
3.0 Fa/Spr
This course introduces students to the concepts of global business and the challenges of doing business in a global context.

BADM 601H Understanding Global Business—Honors
3.0 Fall
Prerequisites: Admission to the Honors Program.
This course provides an in-depth study of global business, with a focus on research and writing.

BADM 695M 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 application of strategic management principles to real-world business problems.

BADM 695T Seminar in Applied Strategic Decision Making
3.0 Fa/Spr
This seminar provides an opportunity for students to apply strategic management principles to real-world business problems.

BADM 698 Special Topics
1.0–3.0 Fa/Spr
Prerequisites: To be established when course is formulated.
This course offers special topics for 1.0–3.0 units, typically offered once a term.

BADM 730 Planning, Control, and Performance Evaluation Using Enterprise Resource Planning Software
Prerequisites: ACCT 321, ACCT 325.
A course in the use of enterprise resource planning software for planning, control, and performance evaluation.

BADM 737 Federal Income Taxes—Corporate, Partnerships, Fiduciary
Prerequisites: ACCT 417.
A course in the taxation of corporate, partnership, and fiduciary income.

BADM 750 Information Technology Auditing
Prerequisites: ACCT 421 or instructor permission.
A course in advanced information technology audit topics, including the use of IT audit software. Students will study the assessment of controls in IT systems and the use of IT in auditing.

BADM 756 Accounting Theory
Prerequisites: ACCT 326.
A course in the theoretical aspects of accounting, including the principles of accounting and the ethical considerations of accounting.

BADM 763 Management Control Systems
Prerequisites: ACCT 202.
The study of management control systems, including budgeting, performance measurement, and cost control.

BADM 767 Tax Planning for Management
Prerequisites: ACCT 202.
A course in tax planning for management, including tax planning for individuals and businesses.

BADM 789 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. You may take this course more than once for a maximum of 15.0 units.

BADM 791 Simulation Laboratory in Accounting
1.0 Fa/Spr
Prerequisites: Faculty permission.
A course in the use of simulation software for accounting purposes.

BADM 794 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 be covered.

BADM 801 Understanding Global Business
3.0 Fa/Spr
This course introduces students to the concepts of global business and the challenges of doing business in a global context.

BADM 801H Understanding Global Business—Honors
3.0 Fall
Prerequisites: Admission to the Honors Program.
This course provides an in-depth study of global business, with a focus on research and writing.

BADM 895M 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 application of strategic management principles to real-world business problems.

BADM 895T Seminar in Applied Strategic Decision Making
3.0 Fa/Spr
This seminar provides an opportunity for students to apply strategic management principles to real-world business problems.

BADM 898 Special Topics
1.0–3.0 Fa/Spr
Prerequisites: To be established when course is formulated.
This course offers special topics for 1.0–3.0 units, typically offered once a term.

BADM 930 Planning, Control, and Performance Evaluation Using Enterprise Resource Planning Software
Prerequisites: ACCT 321, ACCT 325.
A course in the use of enterprise resource planning software for planning, control, and performance evaluation.

BADM 937 Federal Income Taxes—Corporate, Partnerships, Fiduciary
Prerequisites: ACCT 417.
A course in the taxation of corporate, partnership, and fiduciary income.

BADM 950 Information Technology Auditing
Prerequisites: ACCT 421 or instructor permission.
A course in advanced information technology audit topics, including the use of IT audit software. Students will study the assessment of controls in IT systems and the use of IT in auditing.

BADM 956 Accounting Theory
Prerequisites: ACCT 326.
A course in the theoretical aspects of accounting, including the principles of accounting and the ethical considerations of accounting.

BADM 963 Management Control Systems
Prerequisites: ACCT 202.
The study of management control systems, including budgeting, performance measurement, and cost control.

BADM 967 Tax Planning for Management
Prerequisites: ACCT 202.
A course in tax planning for management, including tax planning for individuals and businesses.

BADM 989 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. You may take this course more than once for a maximum of 15.0 units.

BADM 991 Simulation Laboratory in Accounting
1.0 Fa/Spr
Prerequisites: Faculty permission.
A course in the use of simulation software for accounting purposes.

BADM 994 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 be covered.
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.

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.

BADM 693 Seminar in Strategic Management and Administrative Policy 3.0 Spring
Prerequisites: Consent of Graduate Coordinator. 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 environment from the top-down and micro-macro perspective of the chief executive officer, this course undertakes a systematic inquiry into the strategic management and administrative business policy issues pertaining to the organization’s performance and effectiveness. Capstone students will participate in project teams and undertake a comprehensive consulting engagement with a client organization as an integral component of the course.

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.

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. 1.0 hours discussion, 1.0 hours activity. Credit/no credit grading only.

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. 1.0 hours discussion, 1.0 hours activity. Credit/no credit grading only.

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. 1.0 hours discussion, 1.0 hours activity. Credit/no credit grading only.

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 future technological drivers of support for organizations. 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 they intend to enroll in the class. 3.0 hours discussion, 1.0 hours activity.

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 sites. Concepts, issues, current trends, and decision making are addressed through a cross-functional view of the enterprise. Project 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.

BSIS 444 Systems Project Management 3.0 Fa/Spr
Prerequisites: SCMS 306 and senior standing. Application of Project Management (PM) concepts and tools to 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.

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. 3.0 hours discussion, 1.0 hours activity. This is a writing proficiency, WP course; a grade of C– or better certifies writing proficiency for majors.

BSIS 524 Business Programming with ABAP 3.0 Inquire
Prerequisites: CSCI 111, permission of instructor; either BSIS 420 or MINS 232. 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 individual programming assignments using the ABAP/4 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.

BSIS 620 Strategic Information System Management 3.0 Spring
Prerequisites: BADM 610. 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.

Business Law Course Offerings

BLAW courses are administered by the Department of Management.

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.

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.

BLAW 389 Internship 1.0–3.0 Fa/Spr
Prerequisites: 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 required and 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.

BLAW 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.
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<tbody>
<tr>
<td>BLAW 411</td>
<td>Commercial Law</td>
<td>3.0</td>
<td>Inquiry</td>
<td>A course continuation in the study of BLAW 302; sales, commercial paper, and 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.</td>
</tr>
<tr>
<td>BLAW 412</td>
<td>Business and Government Regulation</td>
<td>3.0</td>
<td>Inquiry</td>
<td>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.</td>
</tr>
<tr>
<td>BLAW 413</td>
<td>Employment Law</td>
<td>3.0</td>
<td>Fa/Spr</td>
<td>Preprerequisites: 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.</td>
</tr>
<tr>
<td>BLAW 414</td>
<td>Labor Law and Collective Bargaining</td>
<td>3.0</td>
<td>Fa/Spr</td>
<td>Preprerequisites: 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 project.</td>
</tr>
<tr>
<td>BLAW 452</td>
<td>Legal Issues in Music</td>
<td>3.0</td>
<td>Fall</td>
<td>Preprerequisites: 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. This course is also offered as MUSC 452.</td>
</tr>
<tr>
<td>BLAW 498</td>
<td>Special Topics in Business Law</td>
<td>1.0–3.0</td>
<td>Inquire</td>
<td>Preprerequisites: 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 from 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.</td>
</tr>
<tr>
<td>BLAW 697</td>
<td>Independent Study</td>
<td>1.0–3.0</td>
<td>Fa/Spr</td>
<td>Preprerequisites: Faculty permission. 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.</td>
</tr>
</tbody>
</table>

### Finance Course Offerings

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
<th>Prerequisites</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 290</td>
<td>Personal Investment Management</td>
<td>3.0</td>
<td>Inquiry</td>
<td>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.</td>
</tr>
<tr>
<td>FINA 307</td>
<td>Survey of Finance</td>
<td>3.0</td>
<td>Fa/Spr</td>
<td>Prerequisites: ACCT 201, ECON 101. 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.</td>
</tr>
<tr>
<td>FINA 351</td>
<td>Investments</td>
<td>3.0</td>
<td>Fa/Spr</td>
<td>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.</td>
</tr>
<tr>
<td>FINA 389</td>
<td>Internship and Cooperative Education</td>
<td>1.0–3.0</td>
<td>Fa/Spr</td>
<td>Prerequisites: Senior standing, faculty permission. This course is for an internship offered for 1.0–3.0 units. You must register directly with a supervising faculty member. 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.</td>
</tr>
<tr>
<td>FINA 391</td>
<td>Simulation Laboratory Finance</td>
<td>1.0</td>
<td>Fa/Spr</td>
<td>Preprerequisites: 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.</td>
</tr>
<tr>
<td>FINA 399</td>
<td>Special Problems</td>
<td>1.0–3.0</td>
<td>Fa/Spr</td>
<td>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.</td>
</tr>
<tr>
<td>FINA 453</td>
<td>Estate Planning</td>
<td>3.0</td>
<td>Fa/Spr</td>
<td>Preprerequisites: 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 a working knowledge of the institutional constraints including the law of property, wills, and intestate distribution, the probate process, and State and Federal estate, gift, inheritance, and generation-skipping transfer taxes.</td>
</tr>
<tr>
<td>FINA 454</td>
<td>Financial Planning: Applications</td>
<td>3.0</td>
<td>Fa/Spr</td>
<td>Preprerequisites: FINA 351, Conc. Concurrent enrollment in or prior completion of FINA 453, FINA 456, and ACCT 437. Two major topics covered: (a) Survey of the principles of retirement planning and employee benefits. Subjects include non-qualified and qualified plans and profit-sharing plans. (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.</td>
</tr>
<tr>
<td>FINA 458</td>
<td>Management and Regulation of Financial Institutions</td>
<td>3.0</td>
<td>Spring</td>
<td>Preprerequisites: 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 and importance of regulations are also discussed.</td>
</tr>
<tr>
<td>FINA 459</td>
<td>International Finance</td>
<td>3.0</td>
<td>Fall</td>
<td>Preprerequisites: FINA 307. An examination of the benefits of international trade; international financial institutions; the international monetary system, including exchange rate problems and prospects.</td>
</tr>
<tr>
<td>FINA 460</td>
<td>Financial Institutions and Markets</td>
<td>3.0</td>
<td>Fa/Spr</td>
<td>Preprerequisites: 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.</td>
</tr>
<tr>
<td>FINA 480</td>
<td>Financial Management: Applications</td>
<td>3.0</td>
<td>Fa/Spr</td>
<td>Preprerequisites: 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.</td>
</tr>
</tbody>
</table>
FINA 481  Investment Analysis and Policy  3.0 Spring  
Prerequisites: FINA 307, FINA 351.  
Principles of security valuation, the development of portfolio construction, and the relationship between investment principles, investment policies, and investment management.

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.

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. You may take this course more than once for a maximum of 6.0 units.

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

FINA 655  Seminar in Financial Management  3.0 Spring  
Prerequisites: FINA 307.  
Survey of recent developments in financial theory and empirical research relative to the determination of the investment value of financial assets, and the construction and maintenance of investment portfolios.

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.

FINA 657  Seminar in Investment Analysis and Portfolio Management  3.0 Inquire  
Prerequisites: FINA 307.  
Survey of recent developments in financial theory and empirical research relative to the determination of the investment value of financial assets, and the construction and maintenance of investment portfolios.

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.

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.

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 matters 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.

FINA 695  Seminar in Business Conditions Analysis  3.0 Inquire  
Business conditions analysis will cover the general analytical areas of national income and flow of funds accounting, aggregate economic theory, and short and intermediate-run economic analysis. Policy areas will assess the relationship between theory and policy to include the relationships among economic policy and the socio-economic and political environments. Additionally, such topics as national and international population segments and the ethical attitudes of society, corporations, and individuals will be examined.

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.

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.

**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 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.

**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.

**INTB 396  International Business**  3.0 Inquire  
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.

**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 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.

**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.

**INTB 499H  Honors in International Business**  3.0 Fa/Spr  
Prerequisites: Senior standing.  
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the field of international business. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must receive at least a B in this course for Honors credit. Students seeking "Honors in the Major" will enroll in this course for two semesters. You 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 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 must receive at least a B in this course for Honors credit.

**INTB 692  International Business**  3.0 Inquire  
A study of the management policies and operations of United States’ and representative other nations’ international firms and those of the multinational firms to include presentation of the international economics and finance background necessary for such study.

**Management Course Offerings**

**MGMT 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.

**MGMT 300  Communication in Business**  3.0 Fa/Spr  
Prerequisites: ENG 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.
MGMT 303 Survey of Management 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.

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.

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.

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.

MGMT 350 Managing Employee Effectiveness 3.0 Spring
Prerequisites: MGMT 303.
The application of theory and research on human behavior and effectiveness in organizations. The themes of decision making, problem solving, diversity, and ethics are emphasized.

MGMT 351 Organizational Design 3.0 Inquire
Prerequisites: MGMT 303.
An intensive examination of the theory and research on organizational design. Includes consideration of the design factors, and how organizations develop structures to meet various internal (e.g., size, technology) and external (e.g., stakeholders, uncertainty) demands.

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.

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 participating firms/organizations. This course enables a student to study policy, control, and decision-making in a special 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.

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.

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.

MGMT 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.

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 areas in the world.

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 strategic partner, 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 organization's human resource policies, practices, and programs with 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. Apllied HRIS projects are a significant component of this course.

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 conduct 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.

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.

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 training programs; creating and administering Employee Assistance Programs; 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.

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.

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.

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.

MGMT 440 Managing the Business-Society Relationship 3.0 Spring
Prerequisites: BLAW 302, MGMT 303.
A detailed examination of the principal domestic and global factors that influence, and are influenced by, business organizations. The implications for managing the business-society relationship are explored from multiple perspectives, including social, cultural, political, economic, ethical, and ecological contexts.
MGMT 441 Managing Personal Success 3.0 Fa/Spr
Prerequisites: MGMT 303.
An examination of the knowledge, skills, and values that foster personal and managerial success. This course presents a multidimensional approach to success that emphasizes reflective thinking, including ethical considerations.

MGMT 442 Managing Differences 3.0 Fall
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.

MGMT 443 Managing Knowledge, Innovation, and Change 3.0 Fall
Prerequisites: MGMT 303.
Comprehensive investigation of knowledge management, the innovation process, 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.

MGMT 444 Managing Project Teams 3.0 Fa/Spr
Prerequisites: MGMT 301 or faculty permission.
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.

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.

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.

MGMT 447 Leadership 3.0 Fa/Spr
Prerequisites: MGMT 303.
Advanced course for students with some background in basic leadership models. The interactional phenomenon of leadership is examined from philosophical, conceptual, and applied perspectives, mostly with a focus on leadership within organizations. Issues of ethics, gender, and culture are included.

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, strengthening capacity in oneself and others, organizational innovation, influence and negotiation are developed. The influence of cultural differences globally as well as the role of technology and ethics are examined throughout the course.

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.

MGMT 450 Assessing New Business Opportunities 3.0 Fall
Prerequisites: MGMT 301, 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.

MGMT 451 Creating New Businesses 3.0 Fa/Spr
Prerequisites: MGMT 303, MGMT 450, 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.

MGMT 452 Growing New Businesses 3.0 Fa/Spr
Prerequisites: MGMT 303, MGMT 450, 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.

MGMT 460 Managing for Sustainability 3.0 Spring
Prerequisites: MGMT 303.
This course examines the ways in which organizations can be managed to meet the triple bottom line: profit, ethical treatment of workers, and environmental sustainability. Students learn to analyze organizational impacts and develop practices that foster a balanced ecosystem as well as organizational effectiveness.

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 a 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.

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 topics offered for the upcoming terms. Students must register for a maximum of 3.0 units. Credit/no credit grading only.

MGMT 620 Advanced Contemporary Problems in Organizational Psychology 1.0–3.0 Inquire
Prerequisites: Faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the fields of management, human resource management, or strategic management. A final written report and a public presentation of findings are both required of students. 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.

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. Includes ethical, environmental, technological, and international considerations.

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 planning, recruitment and selection, training and development, performance appraisal, compensation, and union-management relations.

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

<table>
<thead>
<tr>
<th>Course Offering</th>
<th>Description</th>
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<tbody>
<tr>
<td><strong>MINS 235</strong> Database Design</td>
<td>Study of fundamental database design principles and techniques, including data modeling with Entity-Relationship diagrams and normalization. Study of SQL (Structured Query Language) database management system 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. 3.0 hours discussion, 1.0 hours activity.</td>
</tr>
<tr>
<td><strong>MINS 245</strong> Data Communications and Networking</td>
<td>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. 3.0 hours discussion, 1.0 hours activity.</td>
</tr>
<tr>
<td><strong>MINS 301</strong> Corporate Technology Integration</td>
<td>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. 3.0 hours discussion, 1.0 hours activity.</td>
</tr>
<tr>
<td><strong>MINS 325</strong> Business Programming</td>
<td>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. 3.0 hours discussion, 1.0 hours activity.</td>
</tr>
<tr>
<td><strong>MINS 335</strong> Database Application Development</td>
<td>Prerequisites: BSN 301, MINS 235. Study of database application development concepts and techniques. Advanced data modeling and SQL for complex business applications. Stored procedures and database triggers. Application of concepts and techniques to practical business information processing environments. Development of fully integrated database application. Study of Web database interface capabilities. 1.0 hours lecture, 2.0 hours discussion.</td>
</tr>
<tr>
<td><strong>MINS 336</strong> Introduction to E-Business</td>
<td>Prerequisites: MINS 350. An introduction to E-Business systems including Intrarnets, Extranets, and Web-based E-Commerce applications. Topics include a review of Internet technologies and their history; how E-Business systems differ from traditional systems; benefits and threats caused by these systems; and analysis and design issues unique to E-Business systems. Students are required to perform environmental scanning of current trends, threats, and opportunities involving E-Business technological categories, applications, and tools beyond what has been learned in other courses. Professional activity is also required.</td>
</tr>
<tr>
<td><strong>MINS 345</strong> Distributed Systems Management</td>
<td>Prerequisites: BSN 301, MINS 245. An in-depth analysis of current managerial issues related to business data communications, networks, and distributed processing. The topics covered in this course directly impact the analysis, design, and implementation of management information systems for both private organizations and government. Mainstream and emerging standards, products, and protocols are examined as well as an in-depth study of the Internet Protocol. 3.0 hours discussion, 1.0 hours activity.</td>
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<tr>
<td><strong>MINS 350</strong> Business Systems Analysis</td>
<td>Prerequisites: MINS 235. Concurrent enrollment in or prior completion of ENCL 230 (for BSN 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. Both case studies and real problems are used to develop the experience with conducting business analysis studies from object, data, and process perspectives.</td>
</tr>
<tr>
<td><strong>MINS 351</strong> Simulation Laboratory</td>
<td>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.</td>
</tr>
<tr>
<td><strong>MINS 389</strong> Internship and Cooperative Education</td>
<td>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. You may take this course more than once for a maximum of 6.0 units.</td>
</tr>
<tr>
<td><strong>MINS 399</strong> Special Problems</td>
<td>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.</td>
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</tbody>
</table>
MINS 425 Intermediate Business Programming 3.0 Fa/Spr
Prerequisites: MINS 325.
This course provides students with an in-depth exposure to business information systems and their applications, object-oriented design in business. Issues, problems, and strategies for developing advanced business applications are included. Emphasis is on projects intended to integrate diverse systems while providing and maintaining business information. Students are expected to design, implement, and test business-based applications in a small team environment. 2.0 hours discussion, 2.0 hours activity.

MINS 450 Business Systems Design 3.0 Fa/Spr
Prerequisites: MINS 325, MINS 450.
Developing information-processing requirements. Record layout design and determination of primary and alternate file access paths. Data integrity and security considerations. Development of system test requirements and user documentation.

MINS 452 Decision Support Software 3.0 Inquire
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.

MINS 495 Management Issues for MIS Professionals 3.0 Inquire
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 on communicating concepts in a meaningful, businesslike manner.

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.

MINS 499H Honors Seminar in Management Information Systems 3.0 Fa/Spr
Prerequisites: Acceptance into the Honors Program, faculty permission.
This 3-unit course consists of a comprehensive research study and preparation for a major research paper dealing with business policy and strategy and the integrative and international aspects of business operations, especially as they pertain to the fields of management information systems. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must earn at least a B in this course in order to receive honors credit. Students completing Honors in the Major will enroll in this course for two semesters. You may take this course more than once for a maximum of 6.0 units.

MINS 522 Enterprise Resource Planning: Systems Administration 3.0 Fa/Spr
Prerequisites: Concurrent enrollment in or prior completion of MINS 345 and instructor permission.
This course focuses on advanced system support issues related to an Enterprise Resource Planning (ERP) system that is used in global organizations. Students learn how to provide basic systems administration support of the operating system, database, and application system software levels within a large ERP system used to support a global organization with multiple companies. Concepts, issues, current trends, decision making, and trouble shooting are addressed through a multi-layered view of the system. 2.0 hours discussion, 2.0 hours activity.

MINS 535 Database Administration 3.0 Fa/Spr
Prerequisites: MINS 335 and instructor permission.
Study of the tasks and responsibilities of the database administrator, including configuring memory and disk space, establishing security, providing for backup/recovery, performance monitoring and tuning, and setting up client-server network capabilities. Study of advanced database design principles and techniques. Study of advanced SQL (Structured Query Language) and database management system capabilities. Application of concepts and techniques to practical database systems administration environments in business. You may take this course more than once for a maximum of 6.0 units.

MINS 536 Security and Privacy Issues in Information Technology 3.0 Fa/Spr
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 the use of backup data centers and redundant communications systems are studied to address the protection of user access to information resources. Risk assessments, security policies, and formal controls processes are used to apply the information learned in the course to real world scenarios. 2.0 hours discussion, 2.0 hours activity.

MINS 545 Advanced Distributed Systems Management 3.0 Fa/Spr
Prerequisites: MINS 345 and permission of instructor.
This course focuses on issues of planning, design, configuration, implementation, and management of large scale distributed systems. It explores the implementation of distributed systems, including configuration at system, network, and service levels. 2.0 hours discussion, 2.0 hours activity.

MINS 546 E-Commerce and Client Server Computing 3.0 Inquire in Business
Prerequisites: MINS 350: prior completion or concurrent enrollment in MINS 345.
The study of electronic commerce and distributed business systems from the perspective of layered client server models. Development and implementation of the leading edge of technology. Some historical perspective provided, but the emphasis is on current process and techniques used to develop and implement distributed business information systems. Emphasis on prototyping standards, development, issues, methods related to the Internet will be discussed in detail. Students will configure a set of switches and routers to form virtual local area networks and a large scale data network. Students will investigate different networking technologies such as Fast Ethernet, ATM, and Voice over IP. Students will also configure DHCP, DNS, and SNMP. 2.0 hours discussion, 2.0 hours activity.

MINS 643 Advanced Database Topics 3.0 Inquire
Prerequisites: MINS 335.

MINS 646 Seminar in Business Client Server 3.0 Inquire
Prerequisites: MINS 350. Comprised of MINS 345.
A seminar of advanced topics and current trends related to the study of distributed business systems from the perspective of layered client server models. Development and implementation issues, methods, and tools are explored in depth with respect to distributing 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.

MINS 650 Business Information Systems Development 3.0 Inquire
Prerequisites: BADM 610.
An in-depth examination of systems development concepts and practice on the leading edge of technology. Some historical perspective provided, but the emphasis is on current process and techniques used to develop business information systems. Includes rapid analysis, prototyping, SAA (Software Applications Architecture) and A/D (Applications Development) cycle concepts and techniques.

MINS 689 Directed Internship 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.
MINS 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 direct-
ly 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.

MINS 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.

MINS 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.

Marketing Course Offerings

MKTG 305 Survey of Marketing 3.0 Fa/Spr
Nature and functions of marketing systems and marketing in the indi-
vidual firm. Study of the marketing mix, marketing institutions, and
the environments in which marketing decisions are made.

MKTG 371 Consumer Behavior 3.0 Fa/Spr
Prerequisites: MKTG 305. Study of the decision processes of individuals and groups toward consumer
products and the implications to marketers. Emphasis on both individual,
group, and external determinants of consumer attitudes and behavior.

MKTG 380 Marketing Research 3.0 Fa/Spr
Prerequisites: BADM 103 or MATH 105, MKTG 305. User-oriented analysis of the marketing research process, including prob-
lem definition, proposal preparation, research design, data collection, sam-
ping methods, data analysis, interpretation, and presentation of findings.

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 re-
quirements, 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.

MKTG 390 Leadership in Marketing 1.0 Fa/Spr
Prerequisites: Faculty permission. This course focuses on the application of leadership skills through the American Marketing Associa-
tion. The focus is on organization, administration, and execution of major projects within the AMA and an analysis of the activities conducted during the semester. Development of leadership skills is emphasized. Students are supervised by the faculty advisor and submit their analysis to Board members of the American Marketing Associa-
tion only with instructor approval. 2.0 hours activity.

MKTG 391 Simulation Laboratory Marketing 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.

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 spe-
cific topic being offered.

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 mem-
ber. 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.

MKTG 465 E-Marketing 3.0 Fa/Spr
Prerequisites: MKTG 371. Study of the changes in the marketplace created by the increasing utiliza-
tion 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.

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 so-
ciety. Problem-solving based upon actual field case work. Theory applied to actual management situations in the minibusi-
ness.

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

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 regula-
tion, subsidization; carrier organization, operation, and traffic control. 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 mar-
keter to create synergy and a unique selling proposition. Examines de-
volution and execution of advertising, publicity, sales promotions, direct marketing, sponsorship and personal selling programs that build lifetime customer relationships through a variety of media or contacts.

MKTG 473 Strategic Personal Selling 3.0 Fa/Spr
Prerequisites: MKTG 371. Principles and practices of strategic personal selling, including relation-
ship strategy, customer strategy, product strategy, and presentation strategy. The role of personal selling in the marketing mix and the current business environment.

MKTG 474 Market Analysis 3.0 Inquire
Prerequisites: MKTG 371. Study of marketing strategies, programs, and plans on which sound market-
ing practice is based; special emphasis on analyzing marketing situations.

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.

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.

MKTG 477 International Marketing 3.0 Fa/Spr
Prerequisites: MKTG 371. A study of all aspects of marketing unique to international business. Exam-
ines the impact of cultures, ethics, history, politics, and social customs on marketing thinking and practices worldwide.

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.

MKTG 480 Advertising Campaign Competition 3.0 Fa/Spr
Prerequisites: MKTG 105, MKTG 472, faculty permission. Students participate in the development of a strategic advertising, market-
ing, and media campaign for a major corporate client. Students form their
own advertising agency to research the product/service and its competi-
tors while formulating a major advertising campaign designed to meet the needs of their client. The goal is to participate and compete in intercolle-
giate advertising campaigns and presentations. Course content is designed
to cover two semesters, starting each fall semester and finishing in the
spring semester. No more than 3 of these units may be counted toward the
Option in Marketing or the Minor in Marketing. You may take this course
more than once for a maximum of 6.0 units.

MKTG 490 Strategic Marketing Management 3.0 Fa/Spr
Prerequisites: MKTG 371, MKTG 391. Capstone course involving the decision-making process to demand analy-
sis and developing product, distribution, promotion, and pricing strategies.
Special Topics in Marketing
Simulation Laboratory in Marketing
Honors Seminar in Marketing

1.0–4.0 Fa/Spr
1.0 Fa/Spr
1.0 Fa/Spr
1.0–3.0 Fa/Spr

Seminar in Research and Decision in Business
Internship and Cooperative Education
Directed Internship
Decision Models for Business
Real Estate Finance

3.0 Fall
3.0 Inquire
3.0 Inquire
3.0 Fa/Spr
1.0–3.0 Fa/Spr
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. For advanced students who wish to investigate business problems in specialized areas. Application of research methods.

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

Prerequisites: MKTG 305, MKTG 371 (prerequisites may be waived for non-Marketing students).

Introduction to Web globalization, internationalization and localization, international e-strategy, managing global Web sites, localization process, localization kit, global content management, cultural user interface design, cross-cultural issues and research. May be taken for graduate credit.

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.

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.

A method approach involving the decision-making process related to demand analysis, product strategy, distribution strategy, promotional strategy, and pricing strategy.

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.

Laboratory experience with management simulation programs. The student interacts with a simulated business environment, often via the timesharing computer system. 3.0 hours laboratory.

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.

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.

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.

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. Concepts in elementary calculus will also be introduced. This course will not meet requirements for the BS in business administration.

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. Concepts in elementary calculus will also be introduced. This course will not meet requirements for the BS in business administration.

**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.

**QBAN 440 Multiple Regression and Forecasting**

3.0 Spring

Multiple regression analysis, time series analysis, and forecasting as applied to managerial decision-making.

**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.

**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 stochastic models as they apply to inventory, scheduling, transportation, and management.

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.

**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 projects in real estate. 2.0 hours discussion, 2.0 hours activity.

**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.

**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 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.

**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.

**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 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.
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 queueing. Production and operations management, including production and process design, facility location and layout, quality assurance, work measurement, forecasting, capacity planning, decision trees, production planning, scheduling, inventory control, material requirements planning, and systems maintenance and improvement. 2.0 hours discussion, 2.0 hours activity.

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.

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.

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 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.

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 a perspective 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.

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.

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. 3.0 hours discussion, 1.0 hours activity.

SCMS 451 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. 3.0 hours discussion, 1.0 hours activity. Formerly SCMS 441. This course is also offered as MFGT 451.

SCMS 471 Distribution Systems and Channel Management 3.0 Fa/Spr
Prerequisites: MKTG 371. 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, operations, and traffic control. This course is also offered as MKTG 471.

SCMS 489 Internship and Cooperative Education 1.0–3.0 Fa/Spr
Prerequisites: Senior standing and faculty permission. 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 advisor will determine each student's performance requirements, assignments, and methods of evaluation prior to undertaking the internship. 9.0 hours supervision. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only.

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.

SCMS 607 Operations and Production Management 3.0 Fall
This course provides an 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.

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.

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.

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.

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.

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.

SCMS 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.