

Program

BS in Business Administration

Options in:

- Accounting**
- Entrepreneurship & Small Business Management**
- 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 Entrepreneurship & Small Business Management

Minor in International Business

Minor in Management

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

Minor in Project Management

Master of Business Administration

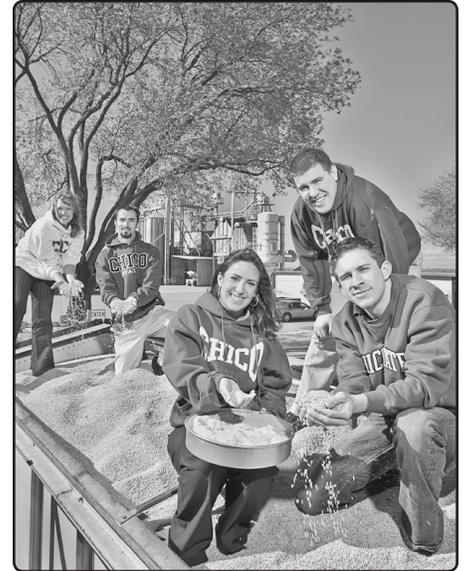
The College of Business at California State University, Chico is included in the 15% of all business schools in the world that meet the rigorous standards for accreditation by the Association to Advance Collegiate Schools of Business International (AACSB International). The college provides students with an extraordinary academic environment that includes instruction from an exemplary faculty; exposure to experienced, ethical, and insightful business practitioners; solid managerial practices; cutting-edge technology; and opportunities to apply current business theory to real-world business problems.

Technology

The College of Business is highly regarded as a technology powerhouse. Leveraging strong partnerships with Fortune 500 technology companies, the college offers students an outstanding academic program and extraordinary opportunities for practical application of their newly acquired skills. Faculty in the college conduct research and develop technology-oriented teaching materials that are used by professors at other universities around the world. Our business students are aggressively recruited for their technical skills and their ability to understand how to work within today's dynamic and interconnected business environment.

Entrepreneurship

Our rapidly expanding entrepreneurship program provides students with high-quality instruction, exposure to experienced entrepreneurs, and the resources they need to fully develop promising entrepreneurial ventures. Supported by a talented faculty, students learn to test and execute new venture ideas ranging from family businesses to social ventures to innovations in existing corporations to e-businesses.



Global Focus

Through the provision of a meaningful and purposeful global education and opportunities for international experiences, the College of Business produces graduates with the technical abilities, interpersonal skills, and broad perspectives that leaders must possess to lead effectively in the global business environment of the twenty-first century.

Values-Based Leadership

All business majors are exposed to a rigorous curriculum that includes exposure to the challenges of ethical leadership. Through lectures, classroom assignments, film viewings, and lunch-time discussions, students learn from accomplished business executives about the rise to power and inevitable fall of those who have succumbed to corporate pressure and greed.

The Major in Business Information Systems

The first university in California to establish a Business Information Systems major, the College of Business developed this degree program to provide students with "next generation" curriculum that prepares them for today's technologically sophisticated global business environment. This major meets the growing job demands for professional consultants, business process analysts, IT infrastructure specialists, SAP functional analysts, and relationship management specialists.

Undergraduate Advising for Business Students

Glenn Hall 321
 BusinessAdvisor@csuchico.edu
 530-898-4480

Graduate Business Programs

Glenn Hall 121
 mba@csuchico.edu
 530-898-4425

Business Administration

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.csuchico.edu/cob/
Chair: James Sager

Department of Finance and Marketing
 Tehama Hall 307

530-898-5666
e-mail: fnmk@csuchico.edu
http://www.csuchico.edu/cob/
Chair: Shekhar Misra

Department of Management
 Tehama Hall 305

530-898-5663
e-mail: mgmt@csuchico.edu
http://www.csuchico.edu/cob/
Chair: Jeff W. Trailer

Declaring a Business Administration Major

Students who declared a Business Administration major prior to fall 2005, whether at a community college or at CSU, Chico, may remain with the previous catalog or choose the current one. You must follow the complete set of course requirements from whichever catalog you choose. See your 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 (with a **verified** grade of C or better in each) before being allowed to move beyond pre-business status. This requires that students complete MATH 107 and BADM 103 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 pages 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.csuchico.edu/cob/>).

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 at <http://em.csuchico.edu/aap/ProgramSearch>.

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.

Diversity Course Requirements: 6 units

See "Diversity Requirement" in the *University Catalog*. Most courses taken to satisfy these requirements may also apply to General Education.

U.S. History, Constitution, and American Ideals: 6 units

See "U.S. History, Constitution, and American Ideals" under "Bachelor's Degree Requirements". This requirement is normally fulfilled by completing HIST 130 and POLS 155 or approved equivalents. 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

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

Major Core Program: 48 units

Pre-Business Prerequisite Core: 21 units

Pre-business students achieve Business Administration status upon completion of each of the following seven courses with a C or better.

6 courses required:

ACCT 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 102	Principles of Macro Analysis	3.0	FS *
ECON 103	Principles of Micro Analysis	3.0	FS *
MATH 107	Finite Math for Business	3.0	FS *
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
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.			

Capstone Course

1 course required:

BADM 495	Applied Strategic Dec Making	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.

7 courses required:

ACCT 320	Cost Accounting	3.0	FS
Prerequisites: ACCT 202; BADM 103 or MATH 105 or MATH 108.			
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.			
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.			

2 courses selected from:

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 498	Special Topics in Accounting	1.0-3.0	FS
Prerequisites: Senior standing.			
ACCT 530	Plan/Control/Perf Eval w/ERP	3.0	FS
Prerequisites: ACCT 321, ACCT 325.			
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 326.			

The Option in Entrepreneurship and Small Business Management: 24 units

Students may complete this option in two or three semesters.

Foundation: 6 units

Note: MGMT 450, MGMT 451 & MGMT 452 must be taken in sequence.

2 courses required:

MGMT 450	Intro to Entrepreneurship	3.0	FS
Prerequisites: Junior standing or faculty permission.			
MGMT 451	Bus Plan Dev & Financing	3.0	FS
Prerequisites: MGMT 450.			

Domain Knowledge: 12 units

The Domain Knowledge requirement is intended to provide greater depth in the domain of business expertise necessary to launch successful ventures.

4 courses required:

ACCT 422	Controls & Asset Mgmt Sm Bus	3.0	FS
Prerequisites: ACCT 202, MGMT 450 or faculty permission, MINS 301.			
BLAW 415	Entrepreneurship Law	3.0	FS
Prerequisites: MGMT 450 (may be taken concurrently)			
MGMT 452	Launch & Manage New Ventures	3.0	FS
Prerequisites: MGMT 451.			
MKTG 468	Entrepreneurial Marketing	3.0	FS
Prerequisites: MKTG 305; MGMT 450 or MKTG 371.			

Setting: 3 units

The Setting requirement is intended to address different settings in which entrepreneurial knowledge, skills and abilities can be applied.

1 course selected from:

MGMT 443	Corp Entrepreneurship & Chng	3.0	FS
Prerequisites: MGMT 303.			
MGMT 453	Social Entrepreneurship	3.0	SP
Prerequisites: MGMT 450.			
MGMT 454	Family Business Ventures	3.0	FA
Prerequisites: MGMT 450			

Electives: 3 units

Note: MGMT 443, MGMT 453 and MGMT 454 may be counted only once in this option.

1 course selected from:

FINA 456	Risk and Insurance	3.0	FA
Prerequisites: FINA 307.			
MGMT 443	Corp Entrepreneurship & Chng	3.0	FS
Prerequisites: MGMT 303.			
MGMT 444	Managing Project Teams	3.0	FS
Prerequisites: MGMT 303 or faculty permission.			
MGMT 453	Social Entrepreneurship	3.0	SP
Prerequisites: MGMT 450.			
MGMT 454	Family Business Ventures	3.0	FA
Prerequisites: MGMT 450			
MGMT 460	Managing for Sustainability	3.0	FS
Prerequisites: MGMT 303.			
MGMT 489A	Intern in Ent & Sm Bus Mgmt	3.0	FS
Prerequisites: MGMT 451, faculty permission			
MGMT 489B	Prac in Ent & Sm Bus Mgmt	3.0	FS
Prerequisites: MGMT 451, faculty permission			

Note: A maximum of 15 units of courses ending in 89 may count for the bachelor's degree.

MGMT 498	Special Topics in Management	1.0-3.0	FS
Prerequisites: Senior standing.			
Note: MGMT 498 must be taken for 3 units.			
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 473	Strategic Personal Selling	3.0	FS
Prerequisites: MKTG 371.			

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 or MATH 108.			
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.			
Note: FINA 498 must be taken for 3 units.			
REAL 301	Principles of Real Estate	3.0	FS
Prerequisites: ECON 102, ECON 103.			
REAL 369	Real Estate Finance	3.0	Inq
Prerequisites: REAL 301.			

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 Analysis and Policy	3.0	SP
Prerequisites: FINA 307, FINA 351.			

4 courses selected from:

ACCT 320	Cost Accounting	3.0	FS
Prerequisites: ACCT 202; BADM 103 or MATH 105 or MATH 108.			
ACCT 325	Intermediate Accounting I	3.0	FS
Prerequisites: ACCT 202 and concurrent enrollment in, or prior completion of, ACCT 321.			
ACCT 437	Federal Income Taxes	3.0	FS
Prerequisites: ACCT 201, ACCT 202.			
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.			

Business Administration

FINA 458	Mgmt and Reg of Fin Institutns	3.0	SP
Prerequisites: FINA 307 and FINA 460, faculty permission.			
FINA 459	International Finance	3.0	FA
Prerequisites: FINA 307.			
FINA 480	Financial Mgmt: Applications	3.0	FS
Prerequisites: FINA 355.			
FINA 498	Special Topics in Finance	1.0-3.0	FS
Prerequisites: Senior standing.			
Note: FINA 498 must be taken for 3 units.			
REAL 301	Principles of Real Estate	3.0	FS
Prerequisites: ECON 102, ECON 103.			
REAL 369	Real Estate Finance	3.0	Inq
Prerequisites: REAL 301.			

The Option in Human Resource Management: 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 430	HR Strategy & Info Systems	3.0	FA
Prerequisites: MGMT 304, MINS 301.			
MGMT 432	Recruitment and Selection	3.0	FA
Prerequisites: MGMT 304.			
MGMT 433	Training and Development	3.0	SP
Prerequisites: MGMT 304.			
MGMT 434	Performance Management	3.0	SP
Prerequisites: MGMT 304.			

3 courses selected from:

BLAW 414	Labor Law/Collective Bargain	3.0	FS
Prerequisites: At least junior standing or faculty permission.			
MGMT 345	Negotiation Techn for Conflict	3.0	FA
MGMT 389A	Intern in Human Resource Mgmt	3.0	FS
Prerequisites: MGMT 304, faculty permission			
MGMT 389B	Prac in Human Resource Mgmt	3.0	SP
Prerequisites: MGMT 430, MGMT 432, faculty permission.			
MGMT 437	Organizational Consulting	3.0	FA
Prerequisites: MGMT 303, MGMT 304.			
MGMT 442	Managing Differences	3.0	FS
Prerequisites: MGMT 303.			
MGMT 443	Corp Entrepreneurship & Chng	3.0	FS
Prerequisites: MGMT 303.			
MGMT 444	Managing Project Teams	3.0	FS
Prerequisites: MGMT 303 or faculty permission.			
MGMT 445	International Management	3.0	FA
Prerequisites: MGMT 303.			
MGMT 470	Business Dynamics	3.0	FS
Prerequisites: Junior standing, completion of BADM lower division core, or faculty permission.			
MGMT 498	Special Topics in Management	1.0-3.0	FS
Prerequisites: Senior standing.			
Note: MGMT 498 must be taken for 3 units.			

The Option in Management: 24 units

Students may complete this option in two or three semesters.

Management Core: 6 units

2 courses required:

BLAW 413	Employment Law	3.0	FS
Prerequisites: At least junior standing.			
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.

Management Pattern: 18 units

3 courses required:

MGMT 442	Managing Differences	3.0	FS
Prerequisites: MGMT 303.			
MGMT 443	Corp Entrepreneurship & Chng	3.0	FS
Prerequisites: MGMT 303.			
MGMT 447	Leadership	3.0	FA
Prerequisites: MGMT 303.			
OR (the following course may be substituted for the above)			
MGMT 448	Management Skills	3.0	SP
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 345	Negotiation Techn for Conflict	3.0	FA
MGMT 389C	Internship in Management	3.0	FS
Prerequisites: MGMT 303, faculty permission			

MGMT 437	Organizational Consulting	3.0	FA
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	SP
Prerequisites: MGMT 303.			
MGMT 445	International Management	3.0	FA
Prerequisites: MGMT 303.			
MGMT 447	Leadership	3.0	FA
Prerequisites: MGMT 303.			
MGMT 448	Management Skills	3.0	SP
Prerequisites: MGMT 303.			
MGMT 450	Intro to Entrepreneurship	3.0	FS
Prerequisites: Junior standing or faculty permission.			
MGMT 460	Managing for Sustainability	3.0	FS
Prerequisites: MGMT 303.			
MGMT 498	Special Topics in Management	1.0-3.0	FS
Prerequisites: Senior standing.			

Note: MGMT 498 must be taken for 3 units.

Note: MGMT 447 and MGMT 448 may be counted only once in this pattern.

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	SP
Prerequisites: SCMS 306 or faculty permission.			
This course is also offered as MFGT 451.			

2 courses selected from:

BLAW 414	Labor Law/Collective Bargain	3.0	FS
Prerequisites: At least junior standing or faculty permission.			
MGMT 389C	Internship in Management	3.0	FS
Prerequisites: MGMT 303, faculty permission			
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.			
Note: SCMS 489 must be taken for 3 units.			
MGMT 437	Organizational Consulting	3.0	FA
Prerequisites: MGMT 303, MGMT 304.			
MGMT 443	Corp Entrepreneurship & Chng	3.0	FS
Prerequisites: MGMT 303.			
MGMT 445	International Management	3.0	FA
Prerequisites: MGMT 303.			
MGMT 470	Business Dynamics	3.0	FS
Prerequisites: Junior standing, completion of BADM lower division core, or faculty permission.			
MGMT 498	Special Topics in Management	1.0-3.0	FS
Prerequisites: Senior standing.			

Note: MGMT 498 must be taken for 3 units.

SCMS 471	Distrib Systems & Channel Mgmt	3.0	FS
Prerequisites: MKTG 371.			
This course is also offered as MKTG 471.			
SCMS 498	Spec Top Product/Op Mgmt	1.0-3.0	FS
Prerequisites: Senior standing.			

Note: SCMS 498 must be taken for 3 units.

Project Management Pattern: 18 units

5 courses required:

BSIS 444	Systems Project Management	3.0	FS
Prerequisites: BSIS 301 or MINS 301.			
MGMT 389F	Practicum in Project Mgmt	3.0	SP
Prerequisites: MGMT 444, faculty permission			
Note: A maximum of 15 units of courses ending in 89 may count for the bachelor's degree.			
MGMT 443	Corp Entrepreneurship & Chng	3.0	FS
Prerequisites: MGMT 303.			
MGMT 447	Leadership	3.0	FA
Prerequisites: MGMT 303.			
MGMT 471	Managing Mult/Complex Projects	3.0	SP
Prerequisites: MGMT 444 or faculty permission.			

1 course selected from:

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.			
FINA 456	Risk and Insurance	3.0	FA
Prerequisites: FINA 307.			

MGMT 345	Negotiation Techn for Conflict	3.0	FA
MGMT 389E	Internship in Project Mgmt	3.0	FS
Prerequisites: MGMT 444, faculty permission			
Note: A maximum of 15 units of courses ending in 89 may count for the bachelor's degree.			
MGMT 437	Organizational Consulting	3.0	FA
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	SP
Prerequisites: MGMT 303.			
MGMT 445	International Management	3.0	FA
Prerequisites: MGMT 303.			
MGMT 460	Managing for Sustainability	3.0	FS
Prerequisites: MGMT 303.			
MGMT 470	Business Dynamics	3.0	FS
Prerequisites: Junior standing, completion of BADM lower division core, or faculty permission.			
MGMT 498	Special Topics in Management	1.0-3.0	FS
Prerequisites: Senior standing.			
MKTG 566	Web MKTG & Localization Issues	3.0	Inq
Prerequisites: MKTG 305, MKTG 371 (prerequisites may be waived for non-Marketing students).			
SCMS 440	Purchasing & Supply Chain Mgmt	3.0	FS
Prerequisites: SCMS 306.			
SCMS 451	Quality Management	3.0	SP
Prerequisites: SCMS 306 or faculty permission. This course is also offered as MFGT 451.			

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 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 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
Prerequisites: Senior standing, faculty permission.			
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 468	Entrepreneurial Marketing	3.0	FS
Prerequisites: MKTG 305; MGMT 450 or 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	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 480	Advertis Campaign Competition	3.0	FS
Prerequisites: MKTG 305, MKTG 472, faculty permission.			
MKTG 483	Advanced Sales	3.0	SP
Prerequisites: MKTG 305, MKTG 371, MKTG 473			
MKTG 498	Special Topics in Marketing	1.0-3.0	FS
Prerequisites: Senior standing.			
MKTG 566	Web MKTG & Localization Issues	3.0	Inq
Prerequisites: MKTG 305, MKTG 371 (prerequisites may be waived for non-Marketing students).			

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 specifics.

Students interested in careers related to Professional Sales should contact the Undergraduate Business Advising Office.

Honors in the Major

Honors in the Major is a program of independent work in your major. It requires 6 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 academic competition. Such experience is valuable for graduate school and professional life. Your honors work will be recognized at your graduation, on your permanent transcripts, and on your diploma. It is often accompanied by letters of commendation from your mentor in the department or the department chair.

Some common features of Honors in the Major program are

1. You must take 6 units of Honors in the Major course work. All 6 units are honors classes (marked by a suffix of H), and at least 3 of these units are independent study (399H, 499H, 599H) 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 enrolled within the option or must have at least a 3.5 grade point average in the business major. Each honors student must also complete 6 units of the honors course in his or her option with a grade of B or better. These units must result in a research paper which is publicly presented. See BADM 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 CSU, Chico, may remain with the previous catalog or choose the current one. You must follow the complete set of course requirements from whichever catalog you choose. See your 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.csuchico.edu/cob/>).

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

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

The Bachelor of Science in Business Information Systems

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

Total Course Requirements for the Bachelor's Degree: 128 units

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

A suggested Major Academic Plan (MAP) has been prepared to help students meet all graduation requirements within four years. Please request a plan from your major advisor or view it and other current advising information at <http://em.csuchico.edu/aap/ProgramSearch>.

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.

Diversity Course Requirements: 6 units

See "Diversity Requirement" in the University Catalog. Most courses taken to satisfy these requirements may also apply to General Education.

U.S. History, Constitution, and American Ideals: 6 units

See "U.S. History, Constitution, and American Ideals" under "Bachelor's Degree Requirements". This requirement is normally fulfilled by completing HIST 130 and POLS 155 or approved equivalents. Courses used to satisfy this requirement do not apply to General Education.

Literacy Requirement:

See "Mathematics and Writing Requirements" in the University Catalog. Writing proficiency in the major is a graduation requirement and may be demonstrated through satisfactory completion of a course in your major which has been designated as the Writing Proficiency (WP) course for the semester in which you take the course. Students who earn below a C- are required to repeat the course and earn a C- or better to receive WP credit. See the Class Schedule for the designated WP courses for each semester. You must pass ENGL 130 (or its equivalent) with a C- or better before you may register for a WP course.

Course Requirements for the Major: 81-87 units

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

Pre-Business Information Systems Major

Pre-business information students achieve Business Information Systems status upon completion of MATH 107 and BADM 103 or MATH 105 and ENGL 130 with a grade of C or better.

Major Core Program: 57 units

Lower-Division Core: 33 units

1 course selected from:

BSIS 105	Intro to Computers in Business	3.0	FS
CSCI 101	Intro to Computer Science	3.0	FS

10 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).			
ECON 102	Principles of Macro Analysis	3.0	FS *
ECON 103	Principles of Micro Analysis	3.0	FS *
ENGL 230	Intro to Technical Writing	3.0	FS
Prerequisites: ENGL 130.			
MATH 105	Statistics	3.0	FS *
Prerequisites: Completion of ELM requirement.			
MATH 107	Finite Math for Business	3.0	FS *
Prerequisites: Completion of ELM requirement.			
MINS 235	Database Design	3.0	FS
MINS 245	Data Comm & Networking	3.0	FS
PHIL 102	Logic and Critical Thinking	3.0	FS *

Upper-Division Core: 24 units

8 courses required:

BSIS 301	Enterprise Tech Integration	3.0	FS
Prerequisites: BSIS 105 or CSCI 101.			
BSIS 496	Strat Iss for Info Professnls	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.			
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 303	Survey of Management	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).			
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: 24-28 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: 27-28 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 or MINS 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	FS
Prerequisites: ACCT 321, ACCT 325.			

Accounting Electives: 6-7 units

2 courses selected from:

ACCT 320	Cost Accounting	3.0	FS
Prerequisites: ACCT 202; BADM 103 or MATH 105 or MATH 108.			
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 320j.			
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 326.			
BSIS 420	ERP: Systems Config and Use	3.0	FS
Prerequisites: BSIS 444 or MINS 301 or MINS 350 and MGMT 430 or MKTG 471 or SCMS 306.			
BSIS 444	Systems Project Management	3.0	FS
Prerequisites: BSIS 301 or MINS 301.			
CSCI 111	Programming and Algorithms I	4.0	FS
Prerequisites: At least one 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: 27-30 units

Advising is mandatory to understand class sequencing and prerequisite requirements.

MINS Foundation: 18 units

6 courses required:

BSIS 444	Systems Project Management	3.0	FS
Prerequisites: BSIS 301 or MINS 301.			
MINS 325	Business Programming	3.0	FS
Prerequisites: BSIS 301 or MINS 301.			
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 425	Intermed Business Programming	3.0	FS
Prerequisites: CSCI 111 or MINS 325 and BSIS 301 or MINS 301.			
MINS 450	Business Systems Design	3.0	FS
Prerequisites: BSIS 444, MINS 325, MINS 350.			

MINS Electives: 9-12 units

3 courses selected from:

BSIS 420	ERP: Systems Config and Use	3.0	FS
Prerequisites: BSIS 444 or MINS 301 or MINS 350 and MGMT 430 or MKTG 471 or SCMS 306.			
BSIS 524	Business Programming with ABAP	3.0	Inq
Prerequisites: CSCI 111 or MINS 325.			
CSCI 111	Programming and Algorithms I	4.0	FS
Prerequisites: At least one year of high school algebra and strong computer skills or CSCI 101.			
CSCI 144	Introduction to UNIX/Linux	3.0	FA
CSCI 211	Programming and Algorithms II	4.0	FS
Prerequisites: CSCI 111 with a grade of C- or higher or EECE 135.			
CSCI 311	Algorithms and Data Structures	4.0	FS
Prerequisites: CSCI 211 with a grade of C- or higher; MATH 217 recommended.			
CSCI 344	Shell Programming	3.0	SP
Prerequisites: Grade of C- or higher in either CSCI 144 or CSCI 211.			
MINS 498	Spec Topics Mgmt Info Systems	1.0-3.0	FS
Prerequisites: Senior standing.			
MINS 498 must be taken for 3 units			
MINS 522	ERP: Systems Adm	3.0	FS
Prerequisites: Concurrent enrollment in or prior completion of MINS 345 and instructor permission.			
MINS 535	Database Administration	3.0	FS
Prerequisites: MINS 335 and instructor permission.			
MINS 536	Security/Privacy Issues in IT	3.0	FS
Prerequisites: MINS 245.			
MINS 545	Adv Distributed Systems Mgmt	3.0	FS
Prerequisites: MINS 345 and permission of instructor.			
MINS 546	E-Com & Client Server 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: 18 units

1 courses selected from:

BSIS 444	Systems Project Management	3.0	FS
Prerequisites: BSIS 301 or MINS 301.			

MGMT 444	Managing Project Teams	3.0	FS
Prerequisites: MGMT 303 or faculty permission.			

5 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	SP
Prerequisites: SCMS 306 or faculty permission.			
This course is also offered as MFGT 451.			
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: 6 units

2 courses selected from:

BSIS 420	ERP: Systems Config and Use	3.0	FS
Prerequisites: BSIS 444 or MINS 301 or MINS 350 and MGMT 430 or MKTG 471 or SCMS 306.			
MGMT 443	Corp Entrepreneurship & Chng	3.0	FS
Prerequisites: MGMT 303.			
MINS 335	Database Application Dev	3.0	FS
Prerequisites: BSIS 301, MINS 235.			
SCMS 489	Intern/Cooperative Education	1.0-3.0	FS
Prerequisites: Senior standing and faculty permission.			
Note: SCMS 489 must be taken for 3 units.			
SCMS 498	Spec Top Product/Op Mgmt	1.0-3.0	FS
Prerequisites: Senior standing.			
Note: 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.

Honors in the Major

Honors in the Major is a program of independent work in your major. It requires 6 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 academic competition. Such experience is valuable for graduate school and professional life. Your honors work will be recognized at your graduation, on your permanent transcripts, and on your diploma. It is often accompanied by letters of commendation from your mentor in the department or the department chair.

Some common features of Honors in the Major program are

1. You must take 6 units of Honors in the Major course work. All 6 units are honors classes (marked by a suffix of H), and at least 3 of these units are independent study (399H, 499H, 599H) 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.

Business Administration

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

The Minor in Accounting

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

Course Requirements for the Minor: 21 units

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

4 courses required:

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 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.			

1 course selected from:

BSIS 301	Enterprise Tech Integration	3.0	FS
Prerequisites: BSIS 105 or CSCI 101.			
MINS 301	Corporate Tech Integration	3.0	FS

1 course selected from:

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 or MATH 108.			
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 556	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.			
MGMT 303	Survey of Management	3.0	FS
MKTG 305	Survey of Marketing	3.0	FS
MINS 301	Corporate Tech Integration	3.0	FS

The Minor in Entrepreneurship and Small Business Management

This minor is open to all majors, including those in Business Administration and Business Information Systems options other than Entrepreneurship and Small Business Management.

Course Requirements for the Minor: 21-23 units

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

Foundation: 9 units

Note: MGMT 450, MGMT 451, AND MGMT 452 must be taken in sequence.

3 courses required:

MGMT 450	Intro to Entrepreneurship	3.0	FS
Prerequisites: Junior standing or faculty permission.			
MGMT 451	Bus Plan Dev & Financing	3.0	FS
Prerequisites: MGMT 450.			
MGMT 452	Launch & Manage New Ventures	3.0	FS
Prerequisites: MGMT 451.			

Business Electives: 6 units

2 courses selected from:

BLAW 415	Entrepreneurship Law	3.0	FS
Prerequisites: MGMT 450 (may be taken concurrently)			
MGMT 443	Corp Entrepreneurship & Chng	3.0	FS
Prerequisites: MGMT 303.			
MGMT 444	Managing Project Teams	3.0	FS
Prerequisites: MGMT 303 or faculty permission.			
MGMT 453	Social Entrepreneurship	3.0	SP
Prerequisites: MGMT 450.			
MGMT 454	Family Business Ventures	3.0	FA
Prerequisites: MGMT 450			
MGMT 470	Business Dynamics	3.0	FS
Prerequisites: Junior standing, completion of BADM lower division core, or faculty permission.			
MGMT 489A	Intern in Ent & Sm Bus Mgmt	3.0	FS
Prerequisites: MGMT 451, faculty permission			
MGMT 489B	Prac in Ent & Sm Bus Mgmt	3.0	FS
Prerequisites: MGMT 451, faculty permission			
MGMT 498	Special Topics in Management	1.0-3.0	FS
Prerequisites: Senior standing.			
Note: MGMT 498 must be taken for 3 units.			
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 468	Entrepreneurial Marketing	3.0	FS
Prerequisites: MKTG 305; MGMT 450 or MKTG 371.			
MKTG 473	Strategic Personal Selling	3.0	FS
Prerequisites: MKTG 371.			

Domain Knowledge: 6-8 units

The Domain Knowledge requirement is intended to convey the concept that students' expertise in the domain of their majors is the likely basis for their new-venture ideas. The requirement permits students in any major to apply 6-8 units from their major to the completion of this minor.

Students in all majors select 2 courses as follows:

Any two required upper-division courses in the student's major.

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	FA
Prerequisites: FINA 307.			
MGMT 303	Survey of Management	3.0	FS
MGMT 445	International Management	3.0	FA
Prerequisites: MGMT 303.			
MKTG 305	Survey of Marketing	3.0	FS
MKTG 477	International Marketing	3.0	FS
Prerequisites: MKTG 371.			

1 course selected from:

ANTH 303	Cultural Anthropology	3.0	FS
CMST 335	Intercult Comm Theory/Pract	3.0	FS USD
ECON 375	Developing Countries	3.0	FS
Prerequisites: ECON 103.			

GEOG 301	Global Economic Geography	3.0	SP	GC
MGMT 422	Conduct International Business	3.0		Inq
MGMT 436	International HRM	3.0		Inq
Prerequisites: MGMT 304.				
MGMT 446	Intl Business Transactions	3.0		Inq
POLS 341	International Relations	3.0		FS *

The Minor in Management

This minor is open to all majors, including those in Business Administration 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.				
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.

SOCI 335	Women, Work, and Family	3.0		SP *
SOCI 363	Sociology of Human Stress	3.0		FS *

3 courses selected from:

BLAW 414	Labor Law/Collective Bargain	3.0		FS
Prerequisites: At least junior standing or faculty permission.				
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 Techn for Conflict	3.0		FA
MGMT 437	Organizational Consulting	3.0		FA
Prerequisites: MGMT 303, MGMT 304.				
MGMT 441	Managing Personal Success	3.0		SP
Prerequisites: MGMT 303.				
MGMT 442	Managing Differences	3.0		FS
Prerequisites: MGMT 303.				
MGMT 443	Corp Entrepreneurship & Chng	3.0		FS
Prerequisites: MGMT 303.				
MGMT 444	Managing Project Teams	3.0		FS
Prerequisites: MGMT 303 or faculty permission.				
MGMT 445	International Management	3.0		FA
Prerequisites: MGMT 303.				
MGMT 447	Leadership	3.0		FA
Prerequisites: MGMT 303.				
MGMT 448	Management Skills	3.0		SP
Prerequisites: MGMT 303.				
MGMT 450	Intro to Entrepreneurship	3.0		FS
Prerequisites: Junior standing or faculty permission.				
MGMT 460	Managing for Sustainability	3.0		FS
Prerequisites: MGMT 303.				
MGMT 470	Business Dynamics	3.0		FS
Prerequisites: Junior standing, completion of BADM lower division core, or faculty permission.				
MGMT 498	Special Topics in Management	1.0-3.0		FS
Prerequisites: Senior standing.				

Note: MGMT 498 must be taken for 3 units.

Note: Any department's internship or externship may be substituted for 3 units in this section.

Note: A maximum of 15 units of courses ending in 89 may count for the bachelor's degree.

The Minor in Management Information Systems

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

Course Requirements for the Minor: 18-19 units

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

1 course selected from:

BSIS 105	Intro to Computers in Business	3.0		FS
CSCI 101	Intro to Computer Science	3.0		FS

1 course selected from:

CSCI 111	Programming and Algorithms I	4.0		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: BSIS 301 or MINS 301.				

4 courses required:

BSIS 301	Enterprise Tech Integration	3.0		FS
Prerequisites: BSIS 105 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 Diversity in Organizations

Course Requirements for the Minor: 24 units

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

Foundation: 9 units

3 courses required:

MCGS 155	Intro Multicultural/Gender Std	3.0		FS * USD
MGMT 303	Survey of Management	3.0		FS
MGMT 304	Human Resource Management	3.0		FS

Breadth: 9 units

1 course selected from:

BLAW 413	Employment Law	3.0		FS
Prerequisites: At least junior standing.				

MGMT 433	Training and Development	3.0		SP
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Prerequisites: MGMT 304.

MGMT 443	Corp Entrepreneurship & Chng	3.0		FS
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Prerequisites: MGMT 303.

1 course selected from:

CMST 334	Gender and Communication	3.0		FS *
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CMST 335	Intercult Comm Theory/Pract	3.0		FS USD
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MGMT 345	Negotiation Techn for Conflict	3.0		FA
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1 course selected from:

MGMT 442	Managing Differences	3.0		FS
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Prerequisites: MGMT 303.

MGMT 445	International Management	3.0		FA
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Prerequisites: MGMT 303.

Capstone: 6 units

2 courses required:

MCGS 489	Internship in MCGS	1.0-3.0		FS
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Students must take at least 3 units of internship.

MCGS 495	Senior Seminar in MCGS	3.0		SP WP
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Prerequisites: ENGL 130 (or its equivalent) with a grade of C- or higher.

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
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MGMT 460	Managing for Sustainability	3.0		FS
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Prerequisites: MGMT 303.

MGMT 444	Managing Project Teams	3.0		FS
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Prerequisites: MGMT 303 or faculty permission.

1 course selected from:

GEOG 304	Environmental Issues	3.0		FS *
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SOCI 420	Environmental Sociology	3.0		Inq
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2 courses selected from:

AGRI 331	Agricultural Ecology	3.0		FS
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Prerequisites: PSSC 101 or PSSC 250.

ECON 365	Environmental Economics	3.0		FS
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GEOG 306	Geographies of Disaster	3.0		FS *
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GEOS 130	Intro to Environmental Science	3.0		FS *
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HCSV 362	Environmental Health	3.0		FS
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PHIL 329	Environmental Ethics	3.0		FS *
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POLS 461	Environmental Politics/Admin	3.0		FA
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RECR 310	Natrl Resource/Inform Citizen	3.0		FS *
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Prerequisites: Junior standing.

Business Administration

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 468 Entrepreneurial Marketing 3.0 FS
 Prerequisites: MKTG 305; MGMT 450 or 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 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 480 Advertis Campaign Competition 3.0 FS
 Prerequisites: MKTG 305, MKTG 472, faculty permission.
 MKTG 483 Advanced Sales 3.0 SP
 Prerequisites: MKTG 305, MKTG 371, MKTG 473
 MKTG 490 Strategic Marketing Management 3.0 FS
 Prerequisites: MKTG 371, MKTG 380.
 MKTG 566 Web MKTG & Localization Issues 3.0 Inq
 Prerequisites: MKTG 305, MKTG 371 (prerequisites may be waived for non-Market-
 ing students).

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 College of Business Undergraduate Advising Office.

The Minor in Production and Operations Management

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

Course Requirements for the Minor: 21 units

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

4 courses required:

ACCT 201 Intro to Financial Accounting 3.0 FS
 SCMS 306 Operations Management 3.0 FS
 Prerequisites: Business Administration or Business Information Systems status required for business majors. Completion of General Education Breadth Area A4 requirements required for all majors.
 SCMS 440 Purchasing & Supply Chain Mgmt 3.0 FS
 Prerequisites: SCMS 306.
 SCMS 451 Quality Management 3.0 SP
 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: MATH 107. 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: EECE 110, MFGT 360.
 SCMS 442 Prod Plan & Inventory Control 3.0 FS
 Prerequisites: SCMS 306.

OR (the following course may be substituted for the above)

SCMS 443 Prod Mgmt & Control Systems 3.0 FS
 Prerequisites: SCMS 306.

(Whichever course was not used to meet the above requirement.)

The Minor in Project Management

This minor is open to all majors, including those in Business Administration other than the Project Management Pattern.

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:

MGMT 303 Survey of Management 3.0 FS
 MGMT 304 Human Resource Management 3.0 FS
 MGMT 444 Managing Project Teams 3.0 FS
 Prerequisites: MGMT 303 or faculty permission.
 MGMT 471 Managing Mult/Complex Projects 3.0 SP
 Prerequisites: MGMT 444 or faculty permission.

3 courses selected from:

BSIS 444 Systems Project Management 3.0 FS
 Prerequisites: BSIS 301 or MINS 301.
 MGMT 389E Internship in Project Mgmt 3.0 FS
 Prerequisites: MGMT 444, faculty permission
 MGMT 389F Practicum in Project Mgmt 3.0 SP
 Prerequisites: MGMT 444, faculty permission

Note: A maximum of 15 units of courses ending in 89 may count for the bachelor's degree.

MGMT 441 Managing Personal Success 3.0 SP
 Prerequisites: MGMT 303.
 MGMT 443 Corp Entrepreneurship & Chng 3.0 FS
 Prerequisites: MGMT 303.
 MGMT 447 Leadership 3.0 FA
 Prerequisites: MGMT 303.

MGMT 470 Business Dynamics 3.0 FS
 Prerequisites: Junior standing, completion of BADM lower division core, or faculty permission.

MINS 235 Database Design 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).

MKTG 566 Web MKTG & Localization Issues 3.0 Inq
 Prerequisites: MKTG 305, MKTG 371 (prerequisites may be waived for non-Market-
 ing students).

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 451	Quality Management	3.0	SP
Prerequisites: SCMS 306 or faculty permission. This course is also offered as MFGT 451.			

The Certificate in Information Technology

Course Requirements for the Certificate: 23-24 units

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

Applicants must qualify for admission to the program, and the program is not open to students majoring or minoring in Management Information Systems. Please consult with the chair of the Department of Accounting and Management Information Systems for admissions criteria.

A grade point average of 2.5 must be earned for courses required for the certificate, with at least a "C" earned in each course.

Foundation Courses: 2 units

2 courses required:

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

Certificate Core Courses: 18 units

1 course selected from:

BSIS 105	Intro to Computers in Business	3.0	FS
CSCI 101	Intro to Computer Science	3.0	FS

1 course selected from:

CSCI 111	Programming and Algorithms I	4.0	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: BSIS 301 or MINS 301.			

4 courses required:

BSIS 301	Enterprise Tech Integration	3.0	FS
Prerequisites: BSIS 105 or CSCI 101.			
MINS 235	Database Design	3.0	FS
MINS 245	Data Comm & Networking	3.0	FS
MINS 350	Business Systems Analysis	3.0	FS
Prerequisites: MINS 235. Concurrent enrollment in or prior completion of ENGL 230 (for BSIS majors).			

Elective Courses: 3 units

1 course selected from:

ACCT 321	Acctng 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 Professnls	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 444	Systems Project Management	3.0	FS
Prerequisites: BSIS 301 or MINS 301.			
MINS 335	Database Application Dev	3.0	FS
Prerequisites: BSIS 301, MINS 235.			
MINS 425	Intermed Business Programming	3.0	FS
Prerequisites: CSCI 111 or MINS 325 and BSIS 301 or MINS 301.			
MINS 450	Business Systems Design	3.0	FS
Prerequisites: BSIS 444, MINS 325, MINS 350.			

The Certificate in Enterprise Information Systems

The College of Business offers a post-baccalaureate certificate in Enterprise Information Systems.

Prerequisites:

1. Completed application for admission submitted to the Office of Graduate Programs, including Statement of Purpose and current resume.
2. Documentation of meeting graduate admission requirements, including a bachelor's degree. Exceptions to the bachelor's requirement may be granted for this program only to those who have significant professional experience (as determined by the College of Business graduate advisor).
3. Admission to the post-baccalaureate program by the College of Business.

Course Requirements for the Certificate: 12 units

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

At least 9 units must be at the 600 level. A maximum of 3 units of transfer credit may be allowed.

4 courses required:

BSIS 444	Systems Project Management	3.0	FS
Prerequisites: BSIS 301 or MINS 301.			
BSIS 602	Intro to Enterprise Systems	3.0	Inq
BSIS 620	Strategic Info System Mgmt	3.0	SP
Prerequisites: BADM 610 or SCMS 607, Classified MBA student.			
BSIS 625	Current Issues Enterprise Sys	3.0	Inq

Additional Requirement:

A grade-point average of 3.0 must be earned for courses required for the post-baccalaureate certificate program with at least a "B-" earned in each course. A maximum of 9 units required for the certificate may be applied to the MBA.

The Certificate in Professional Sales

Course Requirements for the Certificate: 21 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. For all students (e.g. existing Chico State students, transfer students, exchange students), a cumulative grade point average of 2.75 is required for admission to the certificate program. Candidates for the certificate must be accepted by the University, but it is not necessary to complete the requirements for a bachelor's degree in order to receive the Professional Sales Certificate. Please consult with the chair of the department of Finance and Marketing or the Undergraduate Business Advising Office for additional admissions criteria.

A grade point average of 2.5 must be earned for courses required for the certificate, with at least a "C" in each course.

Foundation Courses: 3 units

1 course required:

ACCT 201	Introduction to Financial Accounting	3.0	FS
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Certificate Core Courses: 15 units

5 course required:

MKTG 305	Survey of Marketing	3.0	FS
MKTG 371	Consumer Behavior	3.0	FS
Prerequisites: MKTG 305.			
MKTG 470	Sales Force Management	3.0	FS
Prerequisites: MKTG 371.			
MKTG 473	Strategic Personal Selling	3.0	FS
Prerequisites: MKTG 371.			
MKTG 483	Advanced Topics in Professional Sales	3.0	SP
Prerequisites: MKTG 305, MKTG 371, MKTG 473.			

Elective Courses: 3 units

1 course selected from:

FINA 456	Risk and Insurance	3.0	FA
Prerequisites: FINA 307.			
MGMT 345	Negotiation Techniques for Conflict	3.0	FA
MGMT 441	Managing Personal Success	3.0	SP
Prerequisites: MGMT 303.			
MGMT 444	Managing Project Teams	3.0	FS
Prerequisites: MGMT 303, or faculty permission.			
MGMT 447	Leadership	3.0	FA
Prerequisites: MGMT 303.			
MINS 235	Database Design	3.0	FS
MKTG 489	Internship in Marketing	1.0-3.0	FS

Upper division courses which are related to professional sales and which are offered by other academic departments (e.g. CMST 354, Persuasion; PSYC 395, Social Psychology; REAL 301, Principles of Real Estate; RECR 471, Customer Service/Sales Recreation Operations) may also be taken but require prior approval by the chair of the Department of Finance and Marketing or the Director of the Professional Sales program.

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

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Business Administration

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 *
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
MKTG	305	Survey of Marketing	3.0	FS

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

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

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

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

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

Prerequisites for Admission to Conditionally Classified Status:

1. Satisfactory grade point average as specified in "Admission to Master's Degree Programs" in the University Catalog.

2. Approval by the department and the Office of Graduate Studies.

The goal of the Graduate Admission Committee is to select candidates who will become effective managers in private and public organizations. Accordingly, applicants are evaluated on intellectual ability, demonstrated managerial ability and potential, and personal characteristics conducive to academic and professional success, such as maturity, motivation, interpersonal skills, leadership, and breadth of experience.

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

A. The motivation to pursue graduate study in business and the potential to achieve a management position as evidenced in a written statement of purpose;

B. Collegiate-level scholastic achievements (the entire undergraduate record, with particular emphasis on junior and senior years, and graduate record, if any, is examined for content and course grades.);

C. Aptitude for business graduate education, as indicated by scores on the GMAT or GRE;

D. The personal characteristics of the candidate which are conducive to academic and professional success, such as maturity, motivation, interpersonal skills, leadership, and breadth of experience, as reported in the Letters of Recommendation.

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

Prerequisites for Admission to Classified Status:

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

Advancement to Candidacy:

In addition to any requirements listed above:

1. Classified graduate standing and completion at the University of at least 9 units of the proposed graduate program.

2. Development of an approved program in consultation with the Graduate Coordinator.

Requirements for the Master of Business Administration:

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

1. Completion of an approved program consisting of 30 units of course work as indicated below.

2. Completion and final approval of a thesis, a professional paper, or simulation mini-thesis as specified by the student's Graduate Advisory Committee.

3. Approval by the College of Business Graduate Committee and the Graduate Coordinators Committee on behalf of the faculty of the University.

MBA course work

21 units required:

ACCT	623	Management Control Systems	3.0	FA
Prerequisites: ACCT 202.				
BADM	610	Decision Support Systems	3.0	FA
Prerequisites: Classified MBA student.				
FINA	655	Seminar in Financial Mgmt	3.0	SP
Prerequisites: Classified MBA student.				
MGMT	635	Seminar in Management	3.0	SP
Prerequisites: Classified MBA student				
MKTG	673	Seminar in Strategic Marketing	3.0	FA
Prerequisites: Classified MBA student.				
SCMS	607	Ops Planning & Execution	3.0	FA
Prerequisites: Classified MBA student.				
BADM	693	Strategic Mgmt Admin Policy	3.0	SP
Prerequisites: Classified MBA student.				

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. Culminating experience may count for one to 6 units, depending on option selected (thesis, professional paper, or mini-thesis).

(a) At least 24 units must be 600-level; 6 units may be at 400/500-level upon approval by the Graduate Coordinator.

(b) Not more than 9 semester units of transfer and/or extension credit (correspondence courses and U.C. extension course work are not acceptable).

(c) Not more than 9 units of Independent Study (697), Directed Internship (689), and Master's Thesis (699); not more than 6 units of Master's Thesis (699).

MBA course work - Accounting Emphasis

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

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 or MATH 108.				
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.				
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.

24 units required:

ACCT 421 Auditing 3.0 FS
Prerequisites: ACCT 321; either BADM 103 or MATH 105; either ACCT 326 or ACCT 427.

OR (the following course may be substituted for the above)

ACCT 551 Information Tech Auditing 3.0 SP
Prerequisites: ACCT 421 or instructor permission.

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

BADM 610 Decision Support Systems 3.0 FA
Prerequisites: Classified MBA student.

BADM 638 Bus Communication for Mgrs 3.0 Inq

BADM 693 Strategic Mgmt Admin Policy 3.0 SP
Prerequisites: Classified MBA student.

BSIS 620 Strategic Info System Mgmt 3.0 SP
Prerequisites: BADM 610 or SCMS 607, Classified MBA student.

FINA 655 Seminar in Financial Mgmt 3.0 SP
Prerequisites: Classified MBA student.

SCMS 607 Ops Planning & Execution 3.0 FA
Prerequisites: Classified MBA student.

3 units selected from:

MGMT 635 Seminar in Management 3.0 SP
Prerequisites: Classified MBA student

MKTG 673 Seminar in Strategic Marketing 3.0 FA
Prerequisites: Classified MBA student.

3 units selected from:

ACCT 530 Plan/Control/Perf Eval w/ERP 3.0 FS
Prerequisites: ACCT 321, ACCT 325.

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 326.

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.

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 235 Database Design 3.0 FS

MINS 335 Database Application Dev 3.0 FS
Prerequisites: BSIS 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: Classified MBA student.

BADM 693 Strategic Mgmt Admin Policy 3.0 SP
Prerequisites: Classified MBA student.

BSIS 620 Strategic Info System Mgmt 3.0 SP
Prerequisites: BADM 610 or SCMS 607, Classified MBA student.

FINA 655 Seminar in Financial Mgmt 3.0 SP
Prerequisites: Classified MBA student.

MINS 645 Advanced Database Topics 3.0 Inq
Prerequisites: MINS 335.

MGMT 635 Seminar in Management 3.0 SP
Prerequisites: Classified MBA student

MKTG 673 Seminar in Strategic Marketing 3.0 FA
Prerequisites: Classified MBA student.

SCMS 607 Ops Planning & Execution 3.0 FA
Prerequisites: Classified MBA student.

6 units selected from:

Any 400/500/600-level MIS courses.

Graduate Requirement in Writing Proficiency:

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 - 697, Comprehensive Examination - 696, Master's Project - 699P, and Master's Thesis - 699T) must be taken for a letter grade, except those courses specified by the department as ABC/No Credit (400/500-level courses), AB/No Credit (600-level courses), or Credit/No Credit grading only. A maximum of 10 units combined of ABC/No Credit, AB/No Credit, and Credit/No Credit grades may be used on the approved program (including 697, 696, 699P, 699T and courses outside the major). While grading standards are determined by individual programs and instructors, it is also the policy of the University that unsatisfactory grades may be given when work fails to reflect achievement of the high standards, including high writing standards, expected of students pursuing graduate study.

Students must maintain a minimum 3.0 grade point average in each of the following three categories: all course work taken at any accredited institution subsequent to admission to the master's program; all course work taken at CSU, Chico subsequent to admission to the program; and all courses on the approved master's degree program.

Graduate Advising Requirement:

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

The Faculty

Department of Accounting and Management Information Systems

Steven J. Adams, 1982, Professor, PhD, U Cincinnati.

Harish C. Bahl, 1990, Professor, PhD, Ohio State U.

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

Dalen T. Chiang, 2001, Professor, PhD, UC Berkeley.

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

Curtis L. DeBerg, 1990, Professor, PhD, Oklahoma State U.

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

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

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, USC.

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

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

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

Kent M. Sandoe, 1998, Professor, PhD, Claremont.

Department of Finance and Marketing

Kenny K. Chan, 1985, Professor, PhD, U Massachusetts.

Kenneth J. Chapman, 2001, Professor, PhD, U Colorado.

Casey Donoho, 2008, Assoc Professor, PhD, U Oregon.

Hsieh-Yuen C. Hsu, 1985, Professor, PhD, Pennsylvania State U.

Matthew L. Meuter, 2000, Professor, PhD, Arizona State U.

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

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

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

Arnoldus J. Rethans, 1999, Vice Prov. Planning, Resource Alloc, & Eval, Professor, PhD, U Oregon.

Stephen Treanor, 2008, Assoc Professor, PhD, Oklahoma State U.

Daniel R. Toy, 1989, Professor, PhD, Pennsylvania State U.

Lauren K. Wright, 1989, Professor, PhD, Pennsylvania State U.

Department of Management

Charles D. Cambridge, 1978, Professor, PhD, U Minnesota.

Glenn M. Gomes, 1985, Professor Emeritus, 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, UC Davis.

Terry W. Noel, 2004, Assoc Professor, PhD, U Colorado.

James M. Owens, 1979, Professor Emeritus, JD, Western State Univ Coll.

Scott Sibary, 1983, Professor, JD, UC Berkeley.

Marc Siegall, 1986, Professor, PhD, Northwestern U.

Jeff W. Trailer, 2001, Chair, Professor, PhD, U Houston.

Suzanne Zivnuska, 2006, Assoc Professor, PhD, Florida State U.

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 Chryslor, 1985, Professor Emeritus, PhD, USC.
Gail F. Corbitt, 1991, Chair, Professor Emerita, PhD, U Colorado.
Chester C. Cotton, 1972, Professor Emeritus, PhD, U Oregon.
Hans Daumer, 1969, Professor Emeritus, PhD, Case West Res U.
Richard N. Davis, 1973, Professor Emeritus, PhD, U Arkansas.
Elmer G. Dickson, 1970, Professor Emeritus, PhD, U Illinois.
Susan Gardner, 1977, Professor Emerita, JD, UOP.
Wesley E. Harder, 1968, Professor, 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.
Richard B. Lea, 1989, Professor Emeritus, PhD, U Minnesota.
Bill Linder, 1970, Professor Emeritus, DBA, U Oregon.
Robert Morse Matson, 1978, Assoc Professor Emeritus, MS, Golden Gate U.
John F. McKenna, 1977, Professor Emeritus, PhD, UC Irvine.
Robert A. Olsen, 1975, Professor Emeritus, PhD, U Oregon.
Michael F. O'Neill, 1979, Professor Emeritus, PhD, U Oregon.
Claudia L. Rawlins, 1983, Professor Emerita, PhD, Arizona State U.
Dennis E. Schlais, 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 VanAuken, 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.

ACCT 201 Introduction to Financial Accounting 3.0 Fa/Spr

A study of financial reports, their construction and use. Procedures are introduced to the extent necessary to illustrate basic concepts. Designed to meet the needs of prospective accounting majors, students of business administration, and students seeking a general education. (000077)

ACCT 202 Introduction to Managerial Accounting 3.0 Fa/Spr

Prerequisites: ACCT 201 (or ABUS 261 for ABUS majors only). The application of appropriate techniques and concepts in processing historical and projected economic data to assist managerial planning, controlling, and decision-making. Selected topics include cost concepts, product costing, cost behavior, budgeting, standard cost analysis, relevant cost analysis, and contribution margin. (000078)

ACCT 320 Cost Accounting 3.0 Fa/Spr

Prerequisites: ACCT 202; BADM 103 or MATH 105 or MATH 108. Cost concepts, determination, control, and analysis. The emphasis is on communicating cost data for decision-making. Topics include cost behavior and estimation, direct costing, capital budgeting, inventory control, and the new manufacturing environment. (000080)

ACCT 321 Accounting Information Systems and Control 3.0 Fa/Spr

Prerequisites: Concurrent enrollment in or prior completion of ACCT 202 and BSIS 301 or MINS 301. Analysis and evaluation of existing manual and computer-based accounting systems. Application of systems analysis and design techniques to case studies and actual organizational systems. Design of input edits and audit trail outputs as integral system components. (000081)

ACCT 325 Intermediate Accounting I 3.0 Fa/Spr

Prerequisites: ACCT 202 and concurrent enrollment in, or prior completion of, ACCT 321. Accounting theory and practice applicable to income determination and valuation of assets, liabilities, and owner’s equity. Preparation of external financial reports. (000082)

ACCT 326 Intermediate Accounting II 3.0 Fa/Spr

Prerequisites: ACCT 325. Continuation of ACCT 325, including special problems of income determination, asset valuation, and financial reporting. (000083)

ACCT 351 Simulation Laboratory Accounting 1.0 Fa/Spr

Prerequisites: Faculty permission. Laboratory experience with management simulation programs. The student interacts with a simulated business environment via computer facilities or other laboratory situations. 2.0 hours activity. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. (000091)

ACCT 359 Directed Mentorship 3.0 Fa/Spr

Prerequisites: ACCT 320, ACCT 325. This course assists introductory financial and managerial accounting students to master the material. It reinforces basic accounting knowledge and improves communication skills while providing a valuable service to other students. 1.0 hours discussion, 4.0 hours activity. (000085)

ACCT 363 International Accounting 3.0 Inquire

Accounting concepts, standards, and procedures for the international business environment. Accounting information systems under different legal, cultural, social, political, and economic conditions. International and national accounting pronouncements affecting international business will be emphasized. (000086)

ACCT 365 Not-for-Profit Accounting 3.0 Inquire

Prerequisites: ACCT 202. Concepts, principles, and problems of fund accounting for government and non-profit organizations. The design of accounting systems for hospitals, educational institutions, and community organizations. Emphasis is on the role of accounting in making decisions in government and non-profit organizations. (000088)

ACCT 389 Internship and Cooperative Education 1.0–3.0 Fa/Spr

Prerequisites: Senior standing, faculty permission. This course is an internship offered for 1.0-3.0 units. You must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/organizations. This course enables a student to study policy, control, and decision-making in a specialized work environment. 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. (000090)

ACCT 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. (000093)

ACCT 420 Advanced Cost Management Systems 3.0 Fa/Spr

Prerequisites: ACCT 320. 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. (000094)

ACCT 421 Auditing 3.0 Fa/Spr

Prerequisites: ACCT 321; either BADM 103 or MATH 105; either ACCT 326 or ACCT 427. A study of the purpose, standards, evidence, professional ethics, and legal liability attendant to the expression of an opinion as to the fairness of financial statement presentation. (000098)

ACCT 422 Controls and Asset Management for Small Business 3.0 Fa/Spr

Prerequisites: ACCT 202, MGMT 450 or faculty permission, MINS 301. Examination of internal controls and asset management issues for small businesses. Students use technology and accounting software to emphasize practical applications. (020328)

ACCT 425 Advanced Accounting 3.0 Fa/Spr

Prerequisites: ACCT 326 or ACCT 427. Topics include consolidated financial statements, comparative accounting standards, international accounting principles and reporting requirements, and governmental and other not-for-profit accounting. (000096)

ACCT 427 SAP Accounting Applications 3.0 Fa/Spr

Prerequisites: ACCT 325. Continuation of ACCT 325 and additional financial accounting topics with a focus on their integration into an enterprise resource planning system (i.e., SAP). (000084)

Highlighted text indicates a change from the original publication.

ACCT 427L Intermediate Accounting Lab Using SAP 1.0 Fa/Spr

Prerequisites: ACCT 325; completion of or concurrent enrollment in ACCT 326 or ACCT 427.
Students gain an understanding of how Enterprise Software systems (like SAP) support financial accounting applications and practices. 3.0 hours laboratory. (020471)

ACCT 437 Federal Income Taxes 3.0 Fa/Spr

Prerequisites: ACCT 201, ACCT 202.
An introduction to the study of corporate partnership, individual, and fiduciary taxation in a multi-jurisdiction environment. Emphasis is on the recognition of major tax issues inherent in business and financial transactions using integrated case studies, and developing tax research and communication skills. (000089)

ACCT 498 Special Topics in Accounting 1.0–3.0 Fa/Spr

Prerequisites: Senior standing.
This course is for special topics offered for 1.0-3.0 units. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See the Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods. (000109)

ACCT 499H Honors Seminar in Accounting 3.0 Fa/Spr

Prerequisites: Faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the fields of accounting, auditing, or systems. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must receive at least a B in this course for Honors credit. You may take this course more than once for a maximum of 6.0 units. (000111)

ACCT 521 Advanced Accounting Information Systems 3.0 Fa/Spr

Prerequisites: ACCT 321.
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. (020338)

ACCT 530 Planning, Control, and Performance Evaluation Using Enterprise Resource Planning Software 3.0 Fa/Spr

Prerequisites: ACCT 321, ACCT 325.
This course provides students with an in-depth view of the enterprisewide planning, control, and performance capabilities of SAP R/3. A comprehensive case study is created by student teams representing the value chain areas of procurement, production, and sales. The case study develops a comprehensive plan for sales, production, procurement, cost center activities, standard product costs, and product prices. Students then record actual results for a period and perform a comprehensive analysis of actual vs. planned results. You may take this course more than once for a maximum of 6.0 units. (000104)

ACCT 537 Federal Income Taxes - Corporate, Partnerships, Fiduciary 3.0 Inquire

Prerequisites: ACCT 437.
A study of federal laws, regulations, etc., pertaining to estate and gift taxation and income taxation of partnerships, corporations, and fiduciaries. Practice in tax return preparation and problem-solving is provided. (000102)

ACCT 551 Information Technology Auditing 3.0 Spring

Prerequisites: ACCT 421 or instructor permission.
Using SAP, this course takes a hands-on approach to attest and assurance services of IT auditors. The course emphasizes the assessment of internal and computer controls in order to identify key risks within accounting cycles. Students gain knowledge of appropriate data processing methods as well as segregation of incompatible IT functions in the system. Within several accounting cycles, students test general, application, and security controls to identify key audit concerns and focus audit effort on "most important assertions." The assessment of application controls involves a review of input, processing, and output controls. Students assess factors that contribute to IT fraud, identify seeded fraud schemes, and respond to seeded fraud-related detected misstatements. Finally, students consider methods of information system maintenance and configuration for stronger controls. (000099)

ACCT 556 Accounting Theory 3.0 Inquire

Prerequisites: ACCT 326.
A study of theoretical consideration in asset measurement and income determination. Emphasis is placed on the pronouncements of recognized accounting authorities. (000100)

ACCT 615 Problems in Financial Accounting 3.0 Inquire

Prerequisites: ACCT 326.
Advanced course in external reporting problems in controversial areas. Application of accounting theory and the conceptual framework to the solution of emerging problems. (000114)

ACCT 621 Advanced Auditing 3.0 Inquire

Prerequisites: ACCT 421.
An advanced study of audit decision-making and internal control evaluation in EDP environments. (000119)

ACCT 623 Management Control Systems 3.0 Fall

Prerequisites: ACCT 202.
The study of organizational uses of accounting information to implement strategies and control operations. Readings and cases emphasize the role and uses of accounting information in the new manufacturing environment, in total quality management, and in international operations. (000120)

ACCT 627 Tax Planning for Management 3.0 Inquire

Prerequisites: ACCT 202.
Economic implications of selected management decisions involving application of federal income tax laws. Recognition of tax hazards and tax savings. (000121)

ACCT 689 Directed Internship 1.0–3.0 Fa/Spr

This course is an internship offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Study of policy, control, and decision-making in selected organizations, arranged and supervised by a member of the graduate faculty in close working relationship with the management of an organization. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. (000123)

ACCT 691 Simulation Laboratory in Accounting 1.0 Fa/Spr

Prerequisites: Faculty permission.
Laboratory experience with computerized or other simulation environments. The student interacts with a simulated business environment, often via the timesharing computer system. 3.0 hours laboratory. (000124)

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 which 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. (000125)

ACCT 697 Independent Study 1.0–4.0 Fa/Spr

This course is a graduate-level independent study offered for 1.0-4.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. (000129)

ACCT 699T Master's Thesis 1.0–3.0 Fa/Spr

This course is offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. (000130)

Business Administration Course Offerings

BADM 101 Understanding Global Business 3.0 Fa/Spr

Using a combination of lecture, discussion, and activity-based participation, this course provides students with an introduction to business with attention to the global context of the 21st Century. This course guides students at an introductory level from idea generation, entrepreneurial behavior and human resource issues, through financing, marketing, producing, and distributing products and services. The roles of technology and ethics are stressed throughout the course. Activities incorporate basic communication and computer literacy skills as well as library research and information competencies. (001040)

BADM 101H Understanding Global Business - Honors 3.0 Fall

Prerequisites: Admission to the University Honors Program.
Using a combination of lecture, discussion, and activity-based participation, this course provides students with an introduction to business with attention to the global context of the 21st Century. This course guides students at an introductory level from idea generation, entrepreneurial behavior and human resource issues, through financing, marketing, producing, and distributing products and services. The roles of technology and ethics are stressed throughout the course. Activities incorporate basic communication and computer literacy skills as well as library research and information competencies. (020004)

Business Administration

BADM 103 Statistics of Business and Economics 3.0 Fa/Spr

Prerequisites: For Business Administration majors: MATH 107. For others: Completion of General Education Breadth Area A4 requirement. Descriptive statistics, sampling theory, statistical inference and tests of hypotheses, analysis of variance, chi-square tests, simple regression and correlation, and multiple regression and correlation. (015718)

BADM 115 Introduction to Business Values I 1.0 Fa/Spr

The course presents some of the basic ethics issues, definitions, and frameworks within the functional areas of business. Students learn to understand the role of stakeholder in ethical decisions; to articulate and defend choices in making ethical judgments in business; to examine the consequences of unethical and ethical business decisions; and to understand the role of ethics codes in professions such as accounting. You may take this course more than once for a maximum of 3.0 units. Credit/no credit grading only. (020422)

BADM 345 Practical Student Leadership Within a Diverse Educational Community 3.0 Fa/Spr

The practice of leadership in a diverse educational community allows students to increase their leadership skills and become more effective leaders. Topics range from personal leadership to the changing nature of leadership. The necessity and importance of relevant communication with people of differing backgrounds is also practiced. To emphasize the importance of community engagement and the role it plays in community leadership, students work collectively on a charitable event. Students learn from lectures, common readings, discussions, guest speakers, workshops, and out-of-classroom activities. (020474)

BADM 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. Credit/no credit grading only. (020769)

BADM 495 Applied Strategic Decision Making 3.0 Fa/Spr

Prerequisites: Graduating senior standing. Completion of all courses in upper-division core.

An interdisciplinary capstone seminar emphasizing the analysis of complex business problems in domestic and global settings. Using a strategic management framework, this course integrates core business knowledge across all functional and decision-support areas to arrive at economically sound, ethically principled, value-adding solutions. The seminar combines lecture, discussion, case analysis, and simulation as principal methods for learning how to effectively manage the business enterprise in competitive environments. (001074)

BADM 495M Senior Seminar in Applied Strategic Decision Making 3.0 Spring

Prerequisites: Graduating senior standing. Completion of all courses in upper-division core.

This course is the same as BADM 495 (see description above) except that it is offered in Guadalajara, Mexico. 2.0 hours activity, 2.0 hours discussion. Special fee required; see the Class Schedule. (020343)

BADM 498 Special Topics 1.0–3.0 Fa/Spr

Prerequisites: To be established when course is formulated.

This course is for special topics offered for 1.0-3.0 units. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See the Class Schedule for the specific topic being offered. (001077)

BADM 499H Honors Seminar in Business 3.0 Fall

Prerequisites: Admission to Business Honors in the Major program.

This course is a common first Honors course for students in all options, to be followed by an option-specific 499H. This is primarily a research methods course where students will learn the methodologies necessary for them to succeed in their Honors projects. Issues range from selecting a topic to the nature of data and specific research methods. The course also helps students integrate knowledge that they have gained from their business studies. (001080)

BADM 598 Special Topics 1.0–3.0 Fa/Spr

This course is for special topics offered for 1.0-3.0 units. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See the Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods. (020770)

BADM 610 Decision Support Systems 3.0 Fall

Prerequisites: Classified MBA student.

An examination of software products available to assist managers during decision-making. Application of several programs in the areas of statistical analysis, management science, database management systems, spreadsheets, and expert systems to business situations. Case studies requiring computer solution, professional report-writing, and conference-style presentations. (001081)

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. (005748)

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. (001082)

BADM 693 Seminar in Strategic Management and Administrative Policy 3.0 Spring

Prerequisites: Classified MBA student.

A case-oriented, interdisciplinary capstone seminar. Emphasis is on the analysis of complex business problems via the integration of the subject matter of all previous program courses. Linking the firm's internal and external environments from the total-enterprise perspective of the general manager, this course undertakes a systematic inquiry into the strategic management and administrative business policy issues pertaining to the organization's performance and effectiveness. Capstone students will participate in project teams and undertake a comprehensive consulting experience with a client organization as an integral component of the course. (001092)

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. (001100)

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. Credit/no credit grading only. (005811)

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. Credit/no credit grading only. (005812)

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. Credit/no credit grading only. (005813)

BSIS 105 Introduction to Computers in Business 3.0 Fa/Spr

This course provides students with an introduction to what a business is and how one operates. The focus is on the global context of business. The course ensures that all freshmen possess introductory basic business survival skills such as computer literacy, information research competence, written, oral and electronic presentation skills, and team building skills. (020421)

Highlighted text indicates a change from the original publication.

BSIS 301 Enterprise Technology Integration 3.0 Fa/Spr

Prerequisites: BSIS 105 or CSCI 101.

This course introduces students to the concept of information systems as the application of technical resources to support organizational processes. Given this foundation, students build an integrative, process-oriented understanding of information systems and their deployment, management, and use within distributed and global organizations. Projects focus on introductory enterprise systems, client-server database systems management, corporate data networking, and advanced Web programming. For this course students are expected to have demonstrated proficiency in the use of microcomputers and office automation software, including word processing, spreadsheets, and desktop databases. A proficiency exam is given during the first week of each semester, and students are encouraged to take this exam in advance of the semester they intend to enroll in the class. (001331)

BSIS 420 Enterprise Resource Planning: Systems Configuration and Use 3.0 Fa/Spr

Prerequisites: BSIS 444 or MINS 301 or MINS 350 and MGMT 430 or MKTG 471 or SCMS 306.

This course focuses on setting up an Enterprise Resource Planning (ERP) system for use in a global organization. Students learn how to configure a large system to support a global organization with multiple companies. Concepts, issues, current trends, and decision making are addressed through a cross-functional view of the enterprise. Project management skills are enhanced as the students work in cross-functional teams in order to configure and use a multi-company ERP system. (001332)

BSIS 444 Systems Project Management 3.0 Fa/Spr

Prerequisites: BSIS 301 or MINS 301.

Application of Project Management (PM) concepts and tools to systems projects. Students work in teams and apply PM concepts to projects and actual problems in organizations. You may take this course more than once for a maximum of 6.0 units. (001334)

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. This is a writing proficiency, WP, course; a grade of C- or better certifies writing proficiency for majors. (001335)

BSIS 524 Business Programming with ABAP 3.0 Inquire

Prerequisites: CSCI 111 or MINS 325.

Introduction to the basic ABAP/4 programming language skills needed to create and maintain ABAP software programs. The student will demonstrate acquisition of skills through class exercises, tests and quizzes, and practical programming assignments using the ABAP/4 programming language. There will be opportunity to produce ABAP/4 code for real world implementation and use. Topics include ABAP/4 syntax, table processing in ABAP/4, ABAP/4 data types, structures, and ABP/4 Open SQL. 2.0 hours activity, 2.0 hours discussion. (001333)

BSIS 602 Introduction to Enterprise Systems 3.0 Inquire

This course introduces students to the concept of enterprise information systems and databases as the application of technical resources to support organizational processes. Projects focus on introductory enterprise systems, client-server database systems management, and corporate data networking. 1.0 hours activity, 2.5.0 hours lecture. (020784)

BSIS 620 Strategic Information System Management 3.0 Spring

Prerequisites: BADM 610 or SCMS 607, Classified MBA student.

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. (000117)

BSIS 625 Current Issues in Enterprise Systems 3.0 Inquire

An examination and use of software products available to assist managers during decision-making. Application of several programs in the area of business intelligence including data warehousing, business analytics and strategic enterprise management. Course includes case studies requiring computer solution, professional report-writing, and development of conference-style presentations. 1.0 hours activity, 2.5.0 hours lecture. (020785)

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. (001339)

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. (001342)

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 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. (001348)

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. (001350)

BLAW 411 Commercial Law 3.0 Inquire

Prerequisites: BLAW 302.

A course continuation in the study of BLAW 302; sales, commercial paper, real and personal property law; bailments; wills, trusts, and estates; secured transactions in real and personal property; accountant legal liability; bankruptcy; insurance law; and suretyship. (001344)

BLAW 412 Business and Government Regulation 3.0 Inquire

Prerequisites: At least junior standing.

A survey of the interrelationship of federal and state governments and private business. The historical and constitutional development of the government regulation of business; current trends. Emphasis throughout is upon specific agencies, their mandates, and administrative regulations. (001351)

BLAW 413 Employment Law 3.0 Fa/Spr

Prerequisites: At least junior standing.

An in-depth study of federal and California employment laws as they affect the management of human resources, with appropriate consideration of ethical and global dimensions. Emphasis is on the legal rights and responsibilities of employers and employees in the employment relationship, primarily in a private-sector, non-union environment. (001352)

BLAW 414 Labor Law and Collective Bargaining 3.0 Fa/Spr

Prerequisites: At least junior standing or faculty permission.

Intensive examination of unions in an organizational setting. Includes organizational and concerted activities, collective bargaining and employee/ employer rights and responsibilities. Includes applied collective bargaining project. (001343)

Highlighted text indicates a change from the original publication.

Business Administration

BLAW 415 Entrepreneurship Law 3.0 Fa/Spr

Prerequisites: MGMT 450 (may be taken concurrently)
This course presents an in-depth study of California, federal, and international laws as they affect the management of entrepreneurial and small business enterprises. Emphasis is placed on social policy dimensions as much as practical aspects of the dynamic and ever-changing relationship between government and entrepreneurial ventures. (020569)

BLAW 452 Legal Issues in Music 3.0 Fall

Prerequisites: MUSC 309.
Students will explore the intricate questions surrounding intellectual property statutes, the musician, and businesses designed to market and sell music as a product. The course covers copyright law, royalties, contracts, publishing and Web technology, territory of vital importance to students seeking employment in the music industry. This course is also offered as MUSC 452. (001353)

BLAW 498 Special Topics in Business Law 1.0–3.0 Inquire

Prerequisites: Senior standing.
This course is for special topics offered for 1.0-3.0 units. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See the Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods. (001357)

BLAW 697 Independent Study 1.0–3.0 Fa/Spr

This course is a graduate-level independent study offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. (001362)

Finance Course Offerings

FINA 290 Personal Investment Management 3.0 Inquire

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. (003727)

FINA 307 Survey of Finance 3.0 Fa/Spr

Prerequisites: ACCT 201, ECON 103.
An introduction to financial management, providing a background in the areas of financial institutions, the time value of money, analysis of financial statements, working capital management, financial structure of the firm, capital budgeting, and related tools of financial analysis. (003729)

FINA 351 Investments 3.0 Fa/Spr

Prerequisites: FINA 307.
Investments from the point of view of the individual investor, security and non-security investment, analytical techniques; industry studies, and management of the personal portfolio. (003730)

FINA 355 Financial Management: Intermediate Theory 3.0 Fa/Spr

Prerequisites: FINA 307.
An integrated approach to financial management, including study of intermediate-level financial theory and its application to financial decision-making. (003732)

FINA 389 Internship and Cooperative Education 1.0–3.0 Fa/Spr

Prerequisites: Senior standing, faculty permission.
This course is an internship offered for 1.0-3.0 units. You must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/organizations. This course enables a student to study policy, control, and decision-making in a specialized work environment. See advisor for student's performance requirements, assignments, and methods of evaluation prior to undertaking the internship. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. (003740)

FINA 391 Simulation Laboratory Finance 1.0 Fa/Spr

Prerequisites: Faculty permission.
Laboratory experience with management simulation programs. The student interacts with a simulated business environment via computer facilities or other laboratory situations. 3.0 hours laboratory. You may take this course more than once for a maximum of 6.0 units. (001051)

FINA 399 Special Problems 1.0–3.0 Fa/Spr

This course is an independent study of special problems and is offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be discussed with their faculty advisor before enrolling in the course. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. (003742)

FINA 453 Estate Planning 3.0 Fa/Spr

Prerequisites: FINA 307.
To give students a basic understanding of the major methods and techniques of preserving and transmitting an individual's wealth, including gift-giving, the use of various trusts, the use of life insurance, and the proper preparation of a will. Students will be expected to be aware of the causes and consequences of an inefficient transfer of wealth and therefore must acquire 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. (001047)

FINA 454 Financial Planning: Applications 3.0 Inquire

Prerequisites: FINA 351. 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 pension and profit-sharing plans, as well as other arrangements. (b) A capstone examination of case studies in financial planning, designed to draw out the principles covered in the prerequisite courses in the preparation of a financial plan. Cases embrace numerous fact situations, with circumstances varying by client age, occupation, income, marital status, family composition, and personal goals. (003731)

FINA 456 Risk and Insurance 3.0 Fall

Prerequisites: FINA 307.
Nature of risk and risk management; fundamentals of property, liability, and life contracts; types of companies; government regulation. (003734)

FINA 458 Management and Regulation of Financial Institutions 3.0 Spring

Prerequisites: FINA 307 and FINA 460, faculty permission.
The objective of this course is to give students an understanding of the principles of asset, liability, and capital management as they apply to the management of depository and contractual financial intermediaries. The objective nature and importance of regulations are also discussed. (003736)

FINA 459 International Finance 3.0 Fall

Prerequisites: FINA 307.
An examination of the benefits of international trade; international financial institutions; the international monetary system, including exchange rate problems and prospects. (003737)

FINA 460 Financial Institutions and Markets 3.0 Fa/Spr

Prerequisites: FINA 307.
The financial process, financial institutions, and the role of financial markets in allocating funds, absorbing risk, and providing liquidity; the relationship among markets, competition, and efficiency; and financial intermediation in a changing financial system. (003739)

FINA 480 Financial Management: Applications 3.0 Fa/Spr

Prerequisites: FINA 355.
Case studies and other experiential techniques are used to develop insight and provide experience in the application of financial theory to such areas as working capital management, capital budgeting, capital structure determination, and dividend policy. (003733)

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. (003735)

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. (003746)

FINA 499 Special Problems 1.0–3.0 Fa/Spr

Prerequisites: Faculty Permission
This course is an independent study of special problems offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. (003747)

FINA 499H Honors in Finance 3.0 Fa/Spr

Prerequisites: Faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the field of finance. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must receive at least a B in this course for Honors credit. Students seeking "Honors in the Major" will enroll in this course for two semesters. You may take this course more than once for a maximum of 6.0 units. (003748)

FINA 652 Seminar in Managerial Economics 3.0 Inquire

Macroeconomic and microeconomic variables affecting managerial decisions. (003750)

FINA 655 Seminar in Financial Management 3.0 Spring

Prerequisites: Classified MBA student.
Survey of academic literature in managerial finance, with particular emphasis on recent developments in theory and application. (003751)

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. (003753)

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. (003754)

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. (003756)

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. (001085)

FINA 694 Seminar in Contemporary Business Topics 1.0–3.0 Fa/Spr

This course is a seminar offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Contemporary business topics will allow the student to conduct in-depth research into business problems and opportunities. The course will allow topical matter to be taken up as it develops within the economy. You may take this course more than once for a maximum of 3.0 units. (003757)

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. (001097)

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. (003760)

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. (003761)

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. (004925)

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. (001057)

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. (001059)

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. (001062)

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. (004928)

INTB 499 Special Problems 1.0–3.0 Fa/Spr

Prerequisites: Faculty Permission
This course is an independent study of special problems offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. (004929)

INTB 499H Honors in International Business 3.0 Fa/Spr

Prerequisites: Faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the field of international business. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must receive at least a B in this course for Honors credit. Students seeking "Honors in the Major" will enroll in this course for two semesters. You may take this course more than once for a maximum of 6.0 units. (004930)

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. (001090)

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. (001043)

MGMT 300 Communication in Business 3.0 Fa/Spr

Prerequisites: ENGL 130 (or its equivalent) with a grade of C- or higher. Emphasis is on solving business problems through the strategic design of verbal, print, and electronic messages. Models for effective business documents, presentations, meetings, and interpersonal as well as electronic project interaction are applied to business communication problems. Related technology use, etiquette, cultural differences, and ethical considerations are highlighted. This is a writing proficiency, WP, course; a grade of C- or better certifies writing proficiency for majors. (005687)

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. (005704)

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, reward, and ensure the safety of 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. (005690)

MGMT 345 Negotiation Techniques for Conflict Resolution 3.0 Fall

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. (005703)

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. (005688)

MGMT 350 Managing Employee Effectiveness 3.0 Inquire

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. (005697)

MGMT 351 Organizational Design 3.0 Inquire

Prerequisites: MGMT 303. An intensive examination of the theory and research on organizational design, with an emphasis on applications of those theories. Focus is on how organizations develop structures to meet various internal (e.g., size, technology) and external (e.g., stakeholders, uncertainty) demands. (005691)

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. (001049)

MGMT 389A Internship in Human Resource Management 3.0 Fa/Spr

Prerequisites: MGMT 304, faculty permission. Students must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating organizations, this course enables students to apply human resource management coursework in an organizational setting. See internship advisor for eligibility requirements, performance requirements, assignments, and methods of evaluation prior to undertaking the internship. For programs offered by the Department of Management, this course may be applied only once for 3 units. Credit/no credit grading only. (020576)

MGMT 389B Practicum in Human Resource Management 3.0 Spring

Prerequisites: MGMT 430, MGMT 432, faculty permission. Students must register directly with a supervising faculty member. For students who wish to gain experiential learning in HRM, this course enables students to prepare for the Professional in Human Resources Certification Examination as well as participate in an experiential learning project. See practicum advisor for eligibility requirements, performance requirements, assignments, and methods of evaluation prior to undertaking the practicum. The Human Resource Certification Institute will charge an additional fee to register for the certification examination. For programs offered by the Department of Management, this course may be applied only once for 3 units. Credit/no credit grading only. (020577)

MGMT 389C Internship in Management 3.0 Fa/Spr

Prerequisites: MGMT 303, faculty permission. Students must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating organizations, this course enables students to apply management coursework in an organizational setting. See internship advisor for eligibility requirements, performance requirements, assignments, and methods of evaluation prior to undertaking the internship. For programs offered by the Department of Management, this course may be applied only once for 3 units. Credit/no credit grading only. (020578)

MGMT 389E Internship in Project Management 3.0 Fa/Spr

Prerequisites: MGMT 444, faculty permission. Students must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating organizations, this course enables students to apply project management coursework in an organizational setting. See internship advisor for eligibility requirements, performance requirements, assignments, and methods of evaluation prior to undertaking the internship. For programs offered by the Department of Management, this course may be applied only once for 3 units. Credit/no credit grading only. (020579)

MGMT 389F Practicum in Project Management 3.0 Spring

Prerequisites: MGMT 444, faculty permission. Students must register directly with a supervising faculty member. For students who wish to gain experiential learning in Project Management, this course enables students to prepare for the Professional Certification Examination, Certified Associate in Project Management (CAPM), as well as participate in an experiential learning project. See practicum advisor for eligibility requirements, performance requirements, assignments, and methods of evaluation prior to undertaking the practicum. The Project Management Institute will charge an additional fee to register for the professional certification examination. For programs offered by the Department of Management, this course may be applied only once for 3 units. Credit/no credit grading only. (020580)

MGMT 389G Internship in Sustainable Management 3.0 Fa/Spr

Prerequisites: MGMT 460 and faculty permission. Students must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating organizations, this course enables students to apply sustainability management coursework in an organizational setting. See internship advisor for eligibility requirements, performance requirements, assignments, and methods of evaluation prior to undertaking the internship. Students may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. (020859)

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. (001052)

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. (001058)

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. (005709)

Highlighted text indicates a change from the original publication.

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. (005711)

MGMT 430 Human Resource Strategy and Information Systems 3.0 Fall

Prerequisites: MGMT 304, MINS 301.
Investigation of Human Resource Management's (HRM's) role 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, including mergers and acquisitions, and 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. Applied HRIS projects are a significant component of this course. (015958)

MGMT 432 Recruitment and Selection 3.0 Fall

Prerequisites: MGMT 304.
Intensive examination and application of the processes required to attract and select employees. Students conduct job analyses, develop HR plans, and develop recruitment and selection programs using human resource information systems to support these activities. Course addresses the ethical issues that arise during recruitment and selection as well as the issues germane to attracting and selecting a diverse and/or global workforce. (005694)

MGMT 433 Training and Development 3.0 Spring

Prerequisites: MGMT 304.
Intensive examination of training and developing diverse employees in both domestic and international contexts. Includes designing, implementing, and evaluating training programs; creating and administering employee relations programs; and using human resource information systems in carrying out these activities. (005692)

MGMT 434 Performance Management 3.0 Spring

Prerequisites: MGMT 304.
Intensive examination of the processes used to appraise and reward human resources. Includes designing, implementing, and evaluating programs to assess employee job performance, developing compensation and benefit packages to reward performance, and using human resource information systems to carry out these activities. The course addresses the ethical issues inherent in appraising and rewarding employees as well as the challenges of developing appropriate international processes. (005695)

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. (005702)

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. (005713)

MGMT 437 Organizational Consulting 3.0 Fall

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. (005714)

MGMT 440 Managing the Business-Society Relationship 3.0 Spring

Prerequisites: BLAW 302, MGMT 303.
An investigation 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. (005712)

MGMT 441 Managing Personal Success 3.0 Spring

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. (005693)

MGMT 442 Managing Differences 3.0 Fa/Spr

Prerequisites: MGMT 303.
As the work force changes domestically and globally, individual and organizational strategies for working cross-culturally and ethically must be adopted. The purpose of this course is to increase understanding of relevant human differences in organizations and to develop behavioral skills for working with these differences. (005720)

MGMT 443 Corporate Entrepreneurship and Change 3.0 Fa/Spr

Prerequisites: MGMT 303.
Comprehensive investigation of knowledge management, the innovation process, and change management within the context of corporate entrepreneurship. 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. (005696)

MGMT 444 Managing Project Teams 3.0 Fa/Spr

Prerequisites: MGMT 303 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. (005731)

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. (005707)

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. (005721)

MGMT 447 Leadership 3.0 Fall

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. (005729)

MGMT 448 Management Skills 3.0 Spring

Prerequisites: MGMT 303.
This course helps students build skills in making decisions, stimulating personal creativity, influencing others within organizations, and negotiating for conflict resolution. Performing these skills in an ethical manner within a culturally diverse environment is a theme throughout the course. (005730)

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. (005732)

MGMT 450 Introduction to Entrepreneurship 3.0 Fa/Spr

Prerequisites: Junior standing or faculty permission.
Focuses on the critical role of recognizing and creating opportunities as well as critical tools for analyzing a new business idea. Provides an overview of entrepreneurship including success factors and the entrepreneurial process. (005722)

MGMT 451 Business Plan Development and Financing 3.0 Fa/Spr

Prerequisites: MGMT 450.
Focuses on evaluation of the feasibility of a business idea and development of a business plan. Special attention is given to sources of funding for the new business idea. (005723)

MGMT 452 Launching and Managing the New Venture 3.0 Fa/Spr

Prerequisites: MGMT 451.
Designed to provide principles and practices for actually opening a business, managing it, and growing it 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. (005724)

MGMT 453 Social Entrepreneurship 3.0 Spring

Prerequisites: MGMT 450.
This course emphasizes the adaptation of entrepreneurial concepts and practices for creating and developing successful social enterprises. Students explore what distinguishes social innovations and how to apply business start-up knowledge, skills, and abilities in order to accomplish them. (020559)

MGMT 454 Family Business Ventures 3.0 Fall

Prerequisites: MGMT 450
This course examines the roles families play in the entrepreneurial process. Students explore the mindset and methods for family enterprises, the advantages and challenges facing family ventures, and issues that arise as family businesses become multi-generational. (020581)

MGMT 460 Managing for Sustainability  3.0 Fa/Spr

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. (020231)

MGMT 470 Business Dynamics 3.0 Fa/Spr

Prerequisites: Junior standing, completion of BADM lower division core, or faculty permission.
This course offers students training in the use of System Dynamics for managing people in business settings. Students develop computer simulation models that allow them to test alternative management policies. (020495)

MGMT 471 Managing Multiple and Complex Projects 3.0 Spring

Prerequisites: MGMT 444 or faculty permission.
Offers students training in managing a portfolio of projects. Special attention is given to the role of business strategy in designing effective control systems and to tools for dealing with common, complex project syndromes. (020599)

MGMT 489A Internship in Entrepreneurship and Small Business Management 3.0 Fa/Spr

Prerequisites: MGMT 451, faculty permission
Students must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating organizations, this course enables students to apply entrepreneurship coursework in an existing start-up or small business. See internship advisor for eligibility requirements, performance requirements, assignments, and methods of evaluation prior to undertaking the internship. For programs offered by the Department of Management, this course may be applied only once for 3 units. Credit/no credit grading only. (020582)

MGMT 489B Practicum in Entrepreneurship and Small Business Management 3.0 Fa/Spr

Prerequisites: MGMT 451, faculty permission
Students must register directly with a supervising faculty member. The purpose of the course is to offer students the opportunity to learn experientially about the practices, challenges, and decision-making processes faced in launching and/or managing a new venture. See practicum advisor for eligibility requirements, performance requirements, assignments, and methods of evaluation prior to undertaking the practicum. For programs offered by the Department of Management, this course may be applied only once for 3 units. Credit/no credit grading only. (020583)

MGMT 498 Special Topics in Management 1.0-3.0 Fa/Spr

Prerequisites: Senior standing.
This course is for special topics offered for 1.0-3.0 units. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See the Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods. (005737)

MGMT 499H Honors in Management 3.0 Inquire

Prerequisites: Faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the fields of management, human resource management, or strategic management. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students must receive at least a B in this course for Honors credit. Students seeking "Honors in the Major" will enroll in this course for two semesters. MGMT 499H is for Business Administration majors with an Option in Management or Human Resource Management who are seeking Honors in the Major. You may take this course more than once for a maximum of 6.0 units. (005739)

MGMT 598 Special Topics in Management 1.0-3.0 Fa/Spr

This course is for special topics offered for 1.0-3.0 units. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See the Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods. (020394)

MGMT 620 Advanced Contemporary Problems in Organizational Psychology 1.0-3.0 Inquire

This is a special topics course offered for 1.0-3.0 units. Students must register directly with a supervising faculty member. The seminar focuses on issues and problems of contemporary organizational psychology. Specific content varies from semester to semester. Occasionally a lab component may be required. You may take this course more than once for a maximum of 3.0 units. This course is also offered as PSYC 620. (005740)

MGMT 635 Seminar in Management 3.0 Spring

Prerequisites: Classified MBA student
Study of current theory and research in organizational behavior and organizational design, emphasizing managerial applications. Includes ethical, environmental, technological, and international considerations. (005743)

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. (005745)

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. (005746)

MGMT 639 Seminar in Organizational Behavior 3.0 Inquire

Prerequisites: MGMT 635.
Laboratory training in intrapersonal, interpersonal, and group behavior; theory and practice of motivation and leadership; management development and training. (005749)

MGMT 689 Directed Internship 1.0-3.0 Fa/Spr

This course is an internship offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Study of policy, control, and decision-making in selected organizations, arranged and supervised by a member of the graduate faculty in close working relationship with the management of an organization. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. (005751)

MGMT 690 Seminar in Environment of Business 3.0 Inquire

Integrative analysis of ethical, social, political, and economic forces in the environment of business as they affect business behavior and management decision-making. (001083)

MGMT 694 Seminar in Contemporary Business Topics 1.0-3.0 Fa/Spr

This course is a seminar offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Contemporary business topics will allow the student to conduct in-depth research into business problems and opportunities. The course will allow topical matter to be taken up as it develops within the economy. You may take this course more than once for a maximum of 3.0 units. (005752)

MGMT 697 Independent Study 1.0-4.0 Fa/Spr

This course is a graduate-level independent study offered for 1.0-4.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. (005756)

MGMT 699T Master's Thesis 1.0–3.0 Fa/Spr

This course is offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. (005761)

Management Information Systems Course Offerings

MINS 235 Database Design 3.0 Fa/Spr

Study of fundamental database design principles and techniques, including data modeling with Entity-Relationship diagrams and normalization. Study of SQL (Structured Query Language) database management systems capabilities. Study of the relational data model and relational operations. Study of database security mechanisms. Introduction to PL/SQL. Application of concepts and techniques to practical business scenarios. (005814)

MINS 245 Data Communications and Networking 3.0 Fa/Spr

An introduction to data communications and local area networks. This course provides a background in standards and protocols used in communications and their functions within a business information system environment. The class combines lectures, writing assignments, group work, and class discussion to develop a fundamental knowledge of data communications and its importance to the business information systems environment. (005815)

MINS 301 Corporate Technology Integration 3.0 Fa/Spr

This course introduces students to the concept of information systems as the application of technical resources to support organizational processes. Given this foundation, students build an integrative, process-oriented understanding of information systems and their deployment, management, and use within distributed and global organizations. Projects focus on introductory enterprise systems, fundamentals of database systems, and basic Web programming. For this course, students are expected to have demonstrated proficiency in the use of microcomputers and office automation software including word processing, spreadsheets, and desktop databases. A proficiency exam is given during the first week of each semester and students are encouraged to take this exam in advance of the semester they intend to enroll in the class. Students who lack such knowledge may wish to enroll in appropriate undergraduate courses prior to attempting this course. This course is designed for BADM majors. Students who have successfully completed two or more of the following courses are not eligible to take this course: BSIS 105 or CSCI 101, CSCI 111 or MINS 325, MINS 235, MINS 245. (005770)

MINS 325 Business Programming 3.0 Fa/Spr

Prerequisites: BSIS 301 or MINS 301.

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 using an integrated development environment. 1.0 hours activity, 3.0 hours discussion. (005819)

MINS 335 Database Application Development 3.0 Fa/Spr

Prerequisites: BSIS 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 a fully integrated database application. Study of Web database interface capabilities. (005821)

MINS 336 Introduction to E-Business 3.0 Inquire

Prerequisites: MINS 350.

An introduction to E-Business systems including Intranets, Extranets, and Web-based E-Commerce applications. Topics include a review of Internet technologies and their history; how E-Business systems differ from traditional systems; benefits and threats caused by these systems; and analysis and design issues unique to E-Business systems. Students are required to perform environmental scanning of current trends, threats, and opportunities involving E-Business technological categories, applications, and tools beyond what has been learned in other courses. Professional activity is also required. (005826)

MINS 345 Distributed Systems Management 3.0 Fa/Spr

Prerequisites: BSIS 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. (005829)

MINS 350 Business Systems Analysis 3.0 Fa/Spr

Prerequisites: MINS 235. Concurrent enrollment in or prior completion of ENGL 230 (for BSIS majors).

An in-depth examination of tools, techniques, and processes used to support the systems analysis portion of the systems development life cycle. Emphasis is given to requirements gathering, gap-fit analysis, development of the business case for systems development projects, as well as tools and techniques that plan, identify, model and communicate conceptual systems to both end users and programmers. Both case studies and real projects are used to develop hands-on experience with conducting business analysis studies from object, data, and process perspectives. (005818)

MINS 351 Simulation Laboratory in Management Information Systems 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. 2.0 hours activity. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. (005823)

MINS 389 Internship and Cooperative Education 1.0–3.0 Fa/Spr

Prerequisites: Senior standing, faculty permission.

This course is an internship offered for 1.0-3.0 units. You must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/organizations. This course enables a student to study policy, control, and decision-making in a specialized work environment. See advisor for student's performance requirements, assignments, and methods of evaluation prior to undertaking the internship. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. (005822)

MINS 399 Special Problems 1.0–3.0 Fa/Spr

This course is an independent study of special problems offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be discussed with their faculty advisor before enrolling in the course. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. (005825)

MINS 425 Intermediate Business Programming 3.0 Fa/Spr

Prerequisites: CSCI 111 or MINS 325 and BSIS 301 or MINS 301.

This course provides students with an in-depth exposure to business information systems and their applications. The course exposes students to issues, problems, and strategies for developing advanced business applications using object-oriented methodology. Emphasis is placed on projects that integrate diverse systems in order to manage business information. Students are expected to design, implement, and test non-trivial business applications in a small team environment. (005820)

MINS 426 Business Intelligence and Data Warehousing: Design and Development 3.0 Spring

Prerequisites: MINS 235, MINS 350; ACCT 521 or BSIS 496 (enrollment may be concurrent).

The course explores the fundamentals of Business Intelligence and Data Warehouse systems from the perspective of the developer. Students demonstrate a working knowledge of OLAP and data warehouse design, development, and performance. (020506)

MINS 450 Business Systems Design 3.0 Fa/Spr

Prerequisites: BSIS 444, MINS 325, MINS 350.

Developing and documenting information-processing requirements. Record layout design and determination of primary and alternate file access paths. Data integrity and security considerations. Development of system test requirements and user documentation. (005827)

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. (005828)

Highlighted text indicates a change from the original publication.

Business Administration

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. (005831)

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. (005839)

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 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. (005841)

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. 4.0 hours activity, 1.0 hours discussion. (005835)

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 and 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 system administration environments in business. You may take this course more than once for a maximum of 6.0 units. (005833)

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. (005832)

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. Recent standards, development, issues, methods related to the Internet will be discussed in detail. Students will configure a set of switches and routers to form virtual local area networks and a large scale data network. Students will investigate different networking technologies such as Fast Ethernet, ATM, and Voice over IP. Students will also configure DHCP, DNS, and SNMP. (005830)

MINS 546 E-Commerce and Client Server Computing in Business 3.0 Inquire

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 trends, issues, methods, and tools are discussed 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. (005834)

MINS 551 Auditing of Information Technology 3.0 Fa/Spr

Prerequisites: MINS 350.
Using SAP, this course takes a hands-on approach to attest and assurance services of IT auditors. The course emphasizes the assessment of internal and computer controls in order to identify key risks within accounting cycles. Students gain knowledge of appropriate data processing methods as well as segregation of incompatible IT functions in the system. Within several accounting cycles, students test general, application, and security controls to identify key audit concerns and focus audit effort on "most important assertions." The assessment of application controls involves a review of input, processing, and output controls. Students assess factors that contribute to IT fraud, identify seeded fraud schemes, and respond to seeded fraud related detected misstatements. Finally, students consider methods of information system maintenance and configuration for stronger controls. (020497)

MINS 626 Business Intelligence and Data Warehousing: Design and Development 3.0 Spring

Prerequisites: MINS 235, BADM 610
Advanced instruction of Business Intelligence and Data Warehouse Systems from the perspective of the developer. Students demonstrate a working knowledge of OLAP and data warehouse design, development, and performance. (020585)

MINS 645 Advanced Database Topics 3.0 Inquire

Prerequisites: MINS 335.
Logical database design using data modeling and normalization techniques. Development of complex, user-oriented business applications. Responsibilities of the database administrator. Study of multi-user environment issues, concurrency control, distributed databases, database security. Study of advanced database technology and performance issues. (005843)

MINS 646 Seminar in Business Client Server 3.0 Inquire

Prerequisites: MINS 350.
Corequisites: 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 client server technology, such as Oracle, is a major activity in the course from both server and client design and implementation perspectives. (005844)

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 on-line business information systems. Includes rapid analysis, prototyping, SAA (Software Applications Architecture) and A/D (Applications Development) cycle concepts and techniques. (005842)

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. (005845)

Highlighted text indicates a change from the original publication.

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 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. (005846)

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. (005850)

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. (005855)

Marketing Course Offerings

MKTG 305 Survey of Marketing 3.0 Fa/Spr

Nature and functions of marketing systems and marketing in the individual firm. Study of the marketing mix, marketing institutions, and the environments in which marketing decisions are made. (005872)

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. (005873)

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 problem definition, proposal preparation, research design, data collection, sampling methods, data analysis, interpretation, and presentation of findings. (005876)

MKTG 389 Internship and Cooperative Education 1.0–3.0 Fa/Spr

Prerequisites: Senior standing, faculty permission.
This course is an internship offered for 1.0-3.0 units. You must register directly with a supervising faculty member. For students who wish to gain practical work experience with participating firms/organizations. This course enables a student to study policy, control, and decision-making in a specialized work environment. See advisor for student's performance requirements, assignments, and methods of evaluation prior to undertaking the internship. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. (005881)

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 Association. 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 Association only with instructor approval. 2.0 hours activity. (020253)

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. (001053)

MKTG 398 Special Topics 1.0–3.0 Fa/Spr

This course is for special topics offered for 1.0-3.0 units. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See the Class Schedule for the specific topic being offered. (005882)

MKTG 399 Special Problems 1.0–3.0 Fa/Spr

This course is an independent study of special problems offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Students registering for this course should prepare a project proposal to be discussed with their faculty 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. (005883)

MKTG 465 E-Marketing 3.0 Fa/Spr

Prerequisites: MKTG 371.
Study of the changes in the marketplace created by the increasing utilization of technological tools to perform traditional marketing functions. The course provides insight into strategies and tactics which can be used to implement and manage electronic marketing initiatives. (005884)

MKTG 467 Management of Small Business Enterprises 3.0 Fa/Spr

Prerequisites: Senior standing and business major.
Decision-making in managing the small business segment of American society. Problem-solving based upon actual field case work. Theory applied to actual management situations in the minibusiness. (001076)

MKTG 468 Entrepreneurial Marketing 3.0 Fa/Spr

Prerequisites: MKTG 305; MGMT 450 or MKTG 371.
Application of an entrepreneurial and small business mindset to defining and analyzing marketing issues for a new venture. This includes product, price, promotions, merchandising, customer experience, distribution and branding strategies, personal selling; and non-traditional approaches to marketing. (020598)

MKTG 470 Sales Force Management 3.0 Fa/Spr

Prerequisites: MKTG 371.
Organization and control of manufacturer and wholesaler sales departments. Emphasis on sales potentials, territory structure, quotas and compensation, sales and cost analysis, sales person selection, motivation, and evaluations. (005877)

MKTG 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, economics of distribution, financing competing carriers, rate determination, government regulation subsidization, carrier organization, operation, and traffic control. This course is also offered as SCMS 471. (005878)

MKTG 472 Advertising and Marketing Communications 3.0 Fa/Spr

Prerequisites: MKTG 371.
The concept and process of integrating all of the communications by a marketer to create synergy and a unique selling proposition. Examines development and execution of advertising, publicity, sales promotions, direct marketing, sponsorship and personal selling programs that build lifetime customer relationships through a variety of media or contacts. (005880)

MKTG 473 Strategic Personal Selling 3.0 Fa/Spr

Prerequisites: MKTG 371.
Principles and practices of strategic personal selling, including relationship strategy, customer strategy, product strategy, and presentation strategy. The role of personal selling in the marketing mix and the current business environment. (005886)

MKTG 474 Market Analysis 3.0 Inquire

Prerequisites: MKTG 371.
Study of marketing strategies, programs, and plans on which sound marketing practice is based; special emphasis on analyzing marketing situations. (005875)

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. (005874)

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. (005885)

MKTG 477 International Marketing 3.0 Fa/Spr

Prerequisites: MKTG 371.
A study of all aspects of marketing unique to international business. Examines the impact of cultures, ethics, history, politics, and social customs on marketing thinking and practices worldwide. (005879)

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. (005889)

Business Administration

MKTG 480 Advertising Campaign Competition 3.0 Fa/Spr

Prerequisites: MKTG 305, MKTG 472, faculty permission. Students participate in the development of a strategic advertising, marketing, and media campaign for a major corporate client. Students form their own advertising agency to research the product/service and its competition while formulating a major advertising campaign designed to meet the needs of their client. The goal is to participate and compete in intercollegiate 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. (020254)

MKTG 483 Advanced Topics in Professional Sales 3.0 Spring

Prerequisites: MKTG 305, MKTG 371, MKTG 473
Emerging techniques and issues in sales negotiation, persuasion, and customer relationship management. Financial, ethical and sales leadership issues are also examined. (020786)

MKTG 489 Internship in Marketing 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. (020783)

MKTG 490 Strategic Marketing Management 3.0 Fa/Spr

Prerequisites: MKTG 371, MKTG 380.
Capstone course involving the decision-making process to demand analysis and developing product, distribution, promotion, and pricing strategies. (005887)

MKTG 498 Special Topics in Marketing 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. (005893)

MKTG 499 Special Problems 1.0–3.0 Fa/Spr

Prerequisites: Faculty Permission
This course is an independent study of special problems offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. Credit/no credit grading only. (005894)

MKTG 499H Honors Seminar in Marketing 3.0 Fa/Spr

Prerequisites: Faculty permission.
This 3-unit course consists of a comprehensive research study and paper dealing with business policy and strategy, and the integrative and international aspects of business operations, especially as they pertain to the field of marketing. A final written report and a public presentation of findings are both requirements of this course. Business Honors Program students 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. (005895)

MKTG 566 Web Marketing and Localization Issues 3.0 Inquire

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. (020255)

MKTG 673 Seminar in Strategic Marketing 3.0 Fall

Prerequisites: Classified MBA student.
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. (015959)

MKTG 679 Seminar in Market Analysis 3.0 Inquire

Prerequisites: MKTG 305.
A case method approach involving the decision-making process related to demand analysis, product strategy, distribution strategy, promotional strategy, and pricing strategy. (005897)

MKTG 689 Directed Internship 1.0–3.0 Fa/Spr

This course is an internship offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Study of policy, control, and decision-making in selected organizations, arranged and supervised by a member of the graduate faculty in close working relationship with the management of an organization. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. (005900)

MKTG 691 Simulation Laboratory in Marketing 1.0 Fa/Spr

Prerequisites: Faculty permission.
Laboratory experience with computerized or other simulation environments. The student interacts with a simulated business environment, often via the timesharing computer system. 3.0 hours laboratory. (001087)

MKTG 694 Seminar in Contemporary Business Topics 1.0–3.0 Fa/Spr

This course is a seminar offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Contemporary business topics will allow the student to conduct in-depth research into business problems and opportunities. The course will allow topical matters to be taken up as they develop within the economy. You may take this course more than once for a maximum of 3.0 units. (005901)

MKTG 697 Independent Study 1.0–4.0 Fa/Spr

This course is a graduate-level independent study offered for 1.0-4.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. (005905)

MKTG 699T Master's Thesis 1.0–3.0 Fa/Spr

This course is offered for 1.0-3.0 units. You must register directly with a supervising faculty member. You may take this course more than once for a maximum of 6.0 units. (005910)

Quantitative Business Analysis Course Offerings

QBAN 340 Probability and Statistics for Management 3.0 Fa/Spr

Prerequisites: Completion of the General Education Math requirement and passage of a departmentally administered intermediate algebra achievement screening test.
An introduction to the mathematical concepts of elementary calculus, probability, and statistics as they apply to the business environment. To be included are the laws of probability, estimation, and hypothesis-testing. Selected topics in elementary calculus will also be introduced. This course will not meet requirements for the BS in business administration. (005773)

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. (005776)

QBAN 440 Multiple Regression and Forecasting 3.0 Spring

Prerequisites: BADM 103.
Multiple regression analysis, time series analysis, and forecasting as applied to managerial decision-making. (005779)

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. (005796)

QBAN 648 Seminar in Operations Research 3.0 Inquire

Prerequisites: SCMS 306, QBAN 340.
Theory of operations research with applications to business. Includes techniques of linear, non-linear, and integer programming, topics in queuing theory, simulation, and Monte Carlo methods as they apply to inventory, scheduling, transportation, and management. (005798)

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. (008112)

REAL 367 Real Estate Appraisal I 3.0 Inquire

Prerequisites: REAL 301.
Principles governing the legal and economic determination of real property uses and values and the function and process of appraisal. Fieldwork and group problems in real estate. 2.0 hours activity, 2.0 hours discussion. (008114)

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. (008115)

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. (008116)

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. (001056)

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. (008118)

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.
An overview of the operations function in organizations; topics include operations strategy, manufacturing philosophies, process selection, supply chain management, inventory management, forecasting, production planning and control, capacity planning, material requirements planning, quality management and project management (005774)

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. (007741)

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. (001055)

SCMS 389 Internship 1.0–3.0 Fa/Spr

Prerequisites: 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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. (020345)

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. (005778)

SCMS 440 Purchasing and Supply Chain Management 3.0 Fa/Spr

Prerequisites: SCMS 306.
An overview of the purchasing function and supply chain management. Topics include strategic sourcing decisions in a supply chain, supply chain drivers and metrics, supply chain performance, supply chain strategy and design, supply chain risk management, information technology and coordination in a supply chain. The use and applications of information systems (SAP ECC systems) in the purchasing and logistic functions is included. (007744)

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. (005785)

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. (005786)

SCMS 451 Quality Management 3.0 Spring

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. This course is also offered as MFGT 451. Formerly SCMS 441. (005784)

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, economics of distribution, financing competing carriers, rate determination, government regulation subsidization, carrier organization, operation, and traffic control. This course is also offered as MKTG 471. (005878)

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. You may take this course more than once for a maximum of 15.0 units. Credit/no credit grading only. (005777)

SCMS 498 Special Topics in Supply Chain Management 1.0–3.0 Fa/Spr

Prerequisites: Senior standing.
This is a special topics course offered for 1.0-3.0 units. Typically the topic is offered on a one-time basis and varies from term to term and from one section to another. See the Class Schedule for the specific topic being offered. For advanced students who wish to investigate business problems in specialized areas. Application of research methods. (005790)

SCMS 607 Operations Planning and Execution 3.0 Fall

Prerequisites: Classified MBA student.
Study of the supply chain and its components. Topics include logistics, distribution systems, inventory management, international supply chains, customer interfaces, supplier interfaces, supply chain information systems and technology, and demand management. (007747)

Highlighted text indicates a change from the original publication.

Business Administration

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. (005793)

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. (001088)

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. (007748)

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. (005800)

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. (005804)

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. (005809)