

College of Business Administration



David D. Glass Hall

School of Accountancy

Department of Computer Information Systems

Department of Finance and General Business

Department of Management

Department of Marketing

Department of Technology and Construction Management

College of Business Administration

Dean: Professor Danny R. Arnold, D.B.A.

Associate Dean: Professor Phillip D. Harsha, Ph.D.

Associate Dean: Professor David B. Meinert, Ph.D.

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Disciplines Within the Business Unit

School of Accountancy

Department of Computer Information Systems

Department of Finance and General Business

Department of Management

Department of Marketing

The business unit is fully accredited by AACSB-International, The Association to Advance Collegiate Schools of Business.

Disciplines Outside the Business Unit

Department of Technology and Construction Management

The Department's Technology Management program is accredited by the National Association of Industrial Technology (NAIT), and the Construction Management program is accredited by the American Council for Construction Education (ACCE).

College of Business Administration Vision, Mission, and Value Statements

Vision

The College of Business Administration at Missouri State University seeks to be recognized as one of the leading Colleges of Business in the state of Missouri and in the United States.

Mission

The College of Business Administration is committed to effectively developing educated persons in business disciplines with a broad understanding of public affairs, by providing students with knowledge, skills and values to succeed and adapt in a global economy, by encouraging faculty to engage in intellectual contributions and convey the results to the wider academic and business community, and by building effective partnerships with global institutions, industry, the public and our colleagues.

Shared Values and Guiding Principles

- We value ethical behavior. We believe in consistently practicing honesty and professional ethics in all aspects of the work we do. We believe it is extremely important to promote ethical behavior in our students, faculty, administrators and staff.
- We value our students. We believe in providing a high quality educational environment that facilitates learning through students' interactions with faculty, staff and administrators. We believe it is important to instill a commitment to lifelong learning in our students.
- We value our faculty, staff and administrators. We believe in nurturing and supporting a collegial environment for

faculty, staff and administrators that is supportive of our individual and collective educational efforts. While we recognize, support and applaud differing viewpoints, we strive to maintain a decision-making process that considers alternative views before decisions are made.

- We value our research endeavors. We believe our scholarship should be directed at discovery of new ideas and applying knowledge to support improvement in business.
- We value our community and our region. We believe in developing programs that support our community and region. As the largest college of business administration in the region and as a state-supported institution, we strive to provide organizations with serious, well-prepared students and to make available various support functions to help businesses to be more successful in their dynamic environments.
- We value continuous improvement. We believe in individual and collective efforts that support the College mission; we will strive for continuous improvement. By committing to continuous improvement over time, we will take areas that need attention and ultimately make them strengths, and take existing strengths and further increase the College's points of differential advantage.

Center for Business and Economic Development

The Center for Business and Economic Development was established in 1981 and is the outreach arm of the College of Business Administration, and as such, its activities are primarily aimed at helping public and private sector entities improve their management abilities, and help create and retain job opportunities for American workers. The efforts of the Center are primarily handled through the following programs:

The Small Business Development Center provides general management and technical assistance to small enterprises in southwest and south central Missouri. It also has a state-wide mission in the area of international business and is a satellite office of the World Trade Center in St. Louis. Counseling is offered in strategic planning, market research, cash flow analysis, procurement, exporting, and a variety of other areas. Center offices are located on both the Springfield and West Plains campuses.

The Management Development Institute provides a broad base of noncredit programs and seminars in such areas as management, supervision, human resources, strategic planning, and many other business areas. Professional certification programs and special in-house training programs are also provided for both public and private sector organizations.

The Center for Industrial Productivity is dedicated to assisting business and industry in research, development of new manufacturing technologies, and training of professionals involved in manufacturing. The primary objective of the Center is to support area business and industry in their pursuit of manufacturing excellence in their management practices, application of new technologies, and efforts to remain competitive in the global market place.

Graduate Programs

A Master of Business Administration degree is administered by the College of Business Administration. Additional graduate programs are offered through the academic departments/school in the College of Business Administration. See the department sections of this catalog and the Graduate Catalog for details.

Accelerated Master of Business Administration degree

Eligible undergraduate students majoring in the College of Business Administration may apply for preliminary acceptance into the Master of Business Administration degree program during the second semester of their junior year after admission requirements for the accelerated masters program have been satisfied. If approved, up to six hours of graduate level COBA courses taken in the senior year may be designated as "mixed credit" and counted toward both the undergraduate and graduate degree programs. See the Graduate Catalog or contact the MBA program director for further information and guidelines.

For courses to be designated as Mixed Credit, the graduate advisor, undergraduate department head, and Graduate College dean must approve by signing the Permission for Mixed Credit form. This form must be provided to the Office of the Registrar in Carrington Hall 320 no later than the end of the Change of Schedule Period for the semester.

Business Advisement Center

The Business Advisement Center at Missouri State University provides academic advisement to students majoring in all six departments within the College of Business Administration. A staff of professional advisors provides a full range of services including information sessions for prospective students, freshman orientation, degree program admission, and graduation checks. For an appointment or more information contact the Business Advisement Center, 106 Glass Hall, (417) 836-5386, or email BusinessAdvisement@missouristate.edu

Admission and Program Requirements

Applicable to all majors within the business units of the College of Business Administration. Majors in the Department of Technology and Construction Management are excluded from these requirements.

Admission Requirements

(Not applicable to majors in the Department of Technology and Construction Management)

All students who plan to apply for admission to the College of Business Administration should declare a major in one of the five departments within the business unit of the College upon admission to the University and seek enrollment advice through the Business Advisement Center.

Students in good standing are eligible to be considered for admission to a specific degree program in the College of Business Administration upon the completion of at least 54 hours including at least ten of the following preparation courses. Up to two of the twelve courses listed may be completed during

the semester of admission; however, students should make every effort to complete all of the preparation courses prior to admission.

Students majoring in Computer Information Systems are required to meet additional admission requirements. See the Department of Computer Information Systems section of catalog for details.

Courses required for admission:

- A. Accounting, ACC 201 and 211, or ACC 206 (4-6 hours)
- B. Computers for Learning, CIS 101* or CSC 101*(0-2 hours)
- C. Public Speaking, COM 115 (3 hours)
- D. Economics, ECO 155 and ECO 165 (6 hours)
- E. Writing I, ENG 110 (3 hours)
- F. Business Communications, MGT 286 (3 hours)
- G. Mathematics, MTH 135 or Higher** (3-5 hours)
- H. Psychology, PSY 121 (3 hours)
- I. Business Statistics, QBA 237 (3 hours)
- J. Legal Environment of Business, RIL 231 (3 hours)

**May be waived by proficiency exam*

***Excluding MTH 130(previous number-MTH 145)*

Admission decisions will be determined by applicants' combined (Missouri State plus transfer) grade point averages. The intent of the College of Business Administration is to limit admissions to a total of 2,000 majors at the combined junior and senior levels. However, all applicants whose combined grade point average is 2.50 or higher will be admitted. Factors in addition to grade point average may be considered in unusual cases, but exceptions to the prevailing minimum grade point average will be limited to five percent of the 2,000 majors at the combined junior and senior levels.

Special Procedural Information

Students must gain admission to the College by that semester in which they have earned a total of 60 semester hours of college credit (including transfer credit). Students who do not gain admission as expected are subject to being dropped as business majors and will not be permitted to register for the following semester without special permission. Students should contact the College of Business Administration Advisement Center regarding the granting of special permission to register. Business (and undeclared) majors cannot be enrolled in upper-division business courses until their degree program has been finalized. Business (and undeclared) majors who have enrolled in upper-division business courses without having met all admission requirements (or without having met all of the specific course prerequisites) will be dropped from those courses.

Program Requirements

(Not applicable to majors in the Department of Technology and Construction Management)

In addition to the general education and general baccalaureate degree requirements, all Bachelor of Science and Bachelor of Science in Education degree candidates in the College of Business Administration must meet the following requirements for graduation.

A. Grade Point Average

All business majors must have a 2.50 or higher grade point average at the time of graduation for all upper-division College of Business Administration courses attempted at Missouri State University.

B. COBA Core Requirements

1. ACC 201 and ACC 211, or ACC 206 (4-6 hours)
2. CIS 201 (2 hours)
3. ECO 155* and ECO 165 (6 hours)
4. FGB 380 (3 hours)
5. MGT 286, MGT 340, and MGT 487 (9 hours)
6. MKT 350 (3 hours)
7. PSY 121* (3 hours)
8. QBA 237 (3 hours)
9. RIL 231 and RIL 332 (4 hours)
10. ACC 341 (Accounting majors) or CIS 461 (Computer Information Systems majors) or CIS 429 (all other majors) (3 hours)
11. MGT 364 or MKT 450 (Marketing majors) or MGT 364 (all other majors) (3 hours)
12. **May also be used toward general education requirements.*

C. Globalization Requirements

All business majors are required to complete six hours of Globalization Requirements. The College of Business Administration strongly encourages students to complete six hours from one foreign language to complete the Globalization Requirement.

1. Foreign Language Courses: ARB, CHI, FRN, GRK, GRM, HBW, ITL, JPN, LTN, PTG, RUS, SPN
2. Foreign Culture Courses: ANT 100, 226, 320, 330, 335; ECO 346, 565; ENG 341, 361; GRY 100, 308, 320, 321, 323; HST 200, 340, 350, 355, 381, 556, 559, 561; LLT 215, 225, 321, 325, 326; MCL 303; MUS 239*; PLS 205, 232, 339, 343, 345, 348, 544, 545; REL 210*, 330, 350; SOC 150. **May also be used toward general education requirements.*
3. Approved International Study Courses
4. Business Courses: only one of the following may count toward the globalization requirement - ACC 506, FGB 582, MGT 447, MKT 464, MKT 474, RIL 539

D. Recommendation for Course Work Outside COBA

It is recommended that all business majors complete at least 50% of the hours required for graduation outside the College of Business Administration. For purposes of this recommendation, the following courses may be counted as hours outside of COBA: CIS 101, QBA 237 and 337, and all courses offered in the Department of Technology and Construction Management.

E. Other Requirements

A minimum of 12 credit hours not counted as requirements on any other major or minor, and exclusive of "problems" and "readings" courses, is required for the completion of any additional major in business. A minimum of 9 credit hours not counted as requirements on any major or other minor, and exclusive of "problems" and "readings" courses, is required for the completion of any minor in business.

Transfer Credit Validation Requirements

Students who plan to begin work at a community college or another four-year institution and later transfer to Missouri State should take only those lower-division courses in business numbered 1 through 299. Upper-division courses taught in the junior and senior years at Missouri State are numbered 300 or higher and should not be completed at a two-year college for transfer credit in the business core or major program area of specialization at Missouri State. If similar courses are taken at the lower-division level at a community college or a four-year institution, validation through additional course work or testing will be required. Validation by exam must be completed within the semester of admission. Validation by additional course work must be requested in the Business Advisement Center the semester of transfer and must be completed within one year. Courses taken at *any* level must be approved by the appropriate department as equivalent to an upper-division course in the College of Business Administration.

Residence Requirement for Transfer Students

At least 50 percent of the College of Business Administration credit hours required for a business degree must be earned from the Missouri State University Springfield campus.

Sequencing of Courses

The College of Business Administration has established an appropriate sequencing of courses in addition to specified course prerequisites. Additional information about course prerequisites and sequencing of classes is available in the COBA Advisement Center, Glass Hall, room 106. The sequencing of courses and course prerequisites are enforced by computerized prerequisite checks.

High School Preparation

Students entering the College of Business Administration are expected to have computer keyboarding skills and an understanding of the accounting cycle. These skills may be acquired by taking keyboarding/typewriting and accounting. Students who enter the College of Business Administration with an understanding of computer concepts, knowledge of common software used, and BASIC programming skills may waive CIS 101 by a proficiency examination.

Enrollment by Non-Business Students

Students seeking degrees outside the College of Business Administration, including majors in the Department of Technology and Construction Management, cannot exceed 31 hours of business courses (25% of the 125 hours required for graduation) unless all admission requirements to the College of Business Administration have been met. All exceptions must have the written approval of the Dean of the College of Business Administration. Students found to be in violation of this policy will be dropped from all courses exceeding the maximum number of business course hours.

School of Accountancy

439 Glass Hall, Phone: (417) 836-5414, Fax: (417) 836-5164

Email: Accountancy@missouristate.edu

Web Site: <http://www.missouristate.edu/SOA>

Director: Associate Professor John R. Williams, Sr. C.P.A., Ph.D.

Faculty (as of April 13, 2009)

Professors: Radie G. Bunn, M.S. Tax, J.D.; David B. Byrd, C.P.A., Ph.D.; Sandra D. Byrd, C.P.A., Ph.D.; Sidney R. Ewer, C.I.A., C.M.A., C.P.A., Ph.D.; Olen L. Greer, C.M.A., Ph.D.; S. Michael Groomer, C.P.A., C.I.S.A., C.I.T.P.; Lester E. Heitger, Ph.D.; James C. Lampe, C.P.A., Ph.D.; R. Stephen McDuffie, C.P.A., D.B.A.; Debra H. Oden, C.P.A. J.D., LL.M., Tax; Steven K. Olson, C.P.A., C.F.E., Ph.D.; George D. Schmelzle, Ph.D.

Associate Professors: Phillip D. Harsha, C.I.A., Ph.D.; A. Craig Keller, Ph.D.; Geanie W. Margavio, C.P.A., Ph.D.

Assistant Professors: Paul A. Ashcroft, C.P.A., Ph.D.; Carl E. Keller, Jr., C.P.A., Ph.D.

Senior Instructor: Michael R. Hammond, C.P.A., M.Acc.

Instructor: Anita V. Brand, M.B.A.

Emeritus Professors: Ronald R. Bottin, Ph.D.; Wilbur Bridges, C.G.F.M., M.B.A.; Kenneth W. Brown, C.P.A., C.G.F.M., Ph.D.; M. Virginia Cerullo, C.P.A., C.I.A., C.F.E., Ph.D.; Michael J. Cerullo, C.P.A., C.F.E., Ph.D.; Kurt E. Chaloupecky, C.P.A., Ph.D.; Terry L. Loveland, C.P.A., M.A.; Jon R. Nance, C.M.A.; C.P.A., Ph.D.; Richard L. Nichols, C.G.F.M., Ph.D.; India Philley, M.B.A.; Keith B. Scott, C.P.A., Ph.D.; Sarah L. Thompson, M.T.

Accreditation

AACSB International-The Association to Advance Collegiate Schools of Business - all programs.

Mission Statement

The School of Accountancy (SOA) cultivates a comprehensive, high quality accounting education environment, serving graduate and undergraduate accounting majors, business majors, and other interested persons. Student development is the School's top priority, and the primary responsibility of a full-time faculty engaged with its students. Accordingly, faculty encourages interaction with students in the classroom, during office visits and through other school, college, and university programs. The faculty is also engaged in productive scholarship and meaningful service and interaction with the accounting profession, the University, and the larger community. The SOA acknowledges that teaching, research, and service are integrated, complementary activities. These scholarly endeavors advance knowledge, foster an attitude of inquiry, meet the needs of society, and contribute to student learning.

Credit by Examination

Credit by Examination is available. Refer to the Credit by Examination policy in the Academic Regulations section of the catalog.

Graduate Program

The following graduate program is available: Master of Accountancy degree. Refer to the Graduate Catalog for more information.

Accelerated Master of Accountancy degree: Eligible undergraduate students majoring in accounting may apply for preliminary acceptance into the Master of Accountancy degree program as early as the second semester of the junior year. If approved, up to six hours of graduate level accounting courses may be designated as "mixed credit" and counted toward both the undergraduate and graduate degree programs. This program allows accounting majors to obtain the Master of Accountancy degree in five years with a total of 152 semester hours rather than the normal 158 semester hours. See the Graduate Catalog or contact the School of Accountancy for further information and guidelines.

For courses to be designated as Mixed Credit, the graduate advisor, undergraduate department head, and Graduate College dean must approve by signing the Permission for Mixed Credit form. This form must be provided to the Office of the Registrar in Carrington Hall 320 no later than the end of the Change of Schedule Period for the semester.

Accelerated Master of Business Administration degree:

Eligible undergraduate students majoring in the College of Business Administration may apply for preliminary acceptance into the Master of Business Administration degree program during the second semester of their junior year after admission requirements for the accelerated masters program have been satisfied. If approved, up to six hours of graduate level COBA courses taken in the senior year may be designated as "mixed credit" and counted toward both the undergraduate and graduate degree programs. See the Graduate Catalog or contact the MBA program director for further information and guidelines.

For courses to be designated as Mixed Credit, the graduate advisor, undergraduate department head, and Graduate College dean must approve by signing the Permission for Mixed Credit form. This form must be provided to the Office of the Registrar in Carrington Hall 320 no later than the end of the Change of Schedule Period for the semester.

General Information

Advisement Information: With careful selection of elective courses, students can customize their degree to target specific interests, entry-level job markets, or professional certification examinations. Students should consult with their advisor (and other faculty) concerning this opportunity.

Professional Certification: Nationally recognized professional accounting certifications include Certified Public Accountant (CPA), Certified Management Accountant (CMA), Certified Internal Auditor (CIA), Certified Government Financial Manager (CGFM), and Certified Fraud Examiner (CFE). The School of Accountancy encourages its majors to consider earning one or more of these certifications.

The State of Missouri requires those who apply to sit for the CPA examination to have at least 150 semester hours of college

credit. Furthermore, the American Institute of Certified Public Accountants (AICPA) requires at least 150 semester hours of college credit for membership. The accounting faculty highly recommends that the Master of Accountancy program be used to acquire the 150 hours required for CPAs as well as for those desiring other professional certifications.

Major

Accounting (Comprehensive)

Bachelor of Science

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog
- C. Major Requirements
 1. ACC 301(3), 302(3), 311(3), 321(3), 341(3), 470(1), 553(3)
 2. Complete 3 courses from: ACC 504(3), 506(3), 513(3), 524(3), 525(3), 531(3), 555(3), 556(3)
Note: All accounting majors are required to complete at least 90 semester hours of required course work outside of accounting courses.
- D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Minor

Accounting

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. ACC 201(3)*, 211(3)*
- B. Complete nine additional hours of accounting from ACC 301(3), 302(3), 311(3), 321(3), 341(3), 421(3), 422(3), 504(3), 506(3), 513(3), 524(3), 532(3), 553(3), 555(3), and 556(3)
* ACC 206(4) may be substituted for ACC 201 and 211.

Accounting Courses

ACC 109 The Accounting Cycle

Introduction to the basic accounting concepts related to the processing of transactions and preparation of an income statement and balance sheet. A student who has received credit for ACC 201 at the time of enrollment in ACC 109 will not receive credit for ACC 109. 1(1-0) D

ACC 121 Individual Tax Return Preparation

Principles of income tax with emphasis on the preparation of returns for individual taxpayers. Attention will be given to the proper reporting of income and deduction items. 1(1-0) D

ACC 201 Introduction to Financial Accounting

Prerequisite: completion of 24 credit hours; and MSU GPA of 2.00; and combined (MSU and transfer) GPA of 2.00; and the math general education requirement with a grade of "C" or better. Methods and procedures employed in financial accounting with emphasis on development and interpretation of financial statements. Credit by examination is available. A grade of "B" or better is required to take ACC 301, 321, or 532. 3(3-0) F,S

ACC 206 Accounting Choices and Methods

Prerequisite: UHC 110. Comprehensive and accelerated examination of alternative accounting models, including electronic spreadsheet models, and their uses. Replaces ACC 201 and 211 for Honors Students. A grade of "C" or better is

required in this course in order to take ACC 311. A grade of "B" or better is required in this course in order to take ACC 301 or ACC 321 or ACC 532. May not be taken Pass/Not Pass. 4(4-0) F,S

ACC 209 Accounting Applications for Microcomputers

Use of the microcomputer and electronic spreadsheets to master the basic accounting cycle. 1(1-0) D

ACC 211 Introduction to Managerial Accounting

Prerequisite: ACC 201; and CIS 201 or concurrent enrollment. Methods and procedures employed in managerial accounting with emphasis on the use of accounting data for decision making. At least one spreadsheet project will be assigned. A grade of "C" or better is required in this course in order to take ACC 311. A grade of "B" or better is required in this course to take ACC 301. This course may not be taken Pass/Not Pass. 3(3-0) F,S

ACC 297 Topics in Accounting

A variable content course with topics that can change from semester to semester. Topics are identified by title in the schedule of classes. 1-3 D

ACC 301 Intermediate Accounting I

Prerequisite: grade of "B" or better in ACC 201 and ACC 211 or grade of "B" or better in ACC 206 or ACC 600; and undergraduate business majors must be admitted to COBA. Financial Accounting Theory applications to the accounting process of corporations. Review of financial statements; accounting for current and long-term assets. A grade of "C" or better is required in this course in order to take ACC 302, 341, 553, or 653. May not be taken Pass/Not Pass. 3(3-0) F,S

ACC 302 Intermediate Accounting II

Prerequisite: grade of "C" or better in ACC 301; and undergraduate business majors must be admitted to COBA. Continuation of intermediate accounting. Accounting for liabilities and equity. A grade of "C" or better is required in this course in order to take ACC 504, 604, 506, 606, 553, or 653. May not be taken Pass/Not Pass. 3(3-0) F,S

ACC 311 Managerial Cost Accounting

Prerequisite: grade of "C" or better in one of ACC 211 or ACC 206 or ACC 600; and undergraduate business majors must be admitted to COBA. Function of cost accounting; means and methods of its applications in specific accounting situations. A grade of "C" or better is required in this course in order to take ACC 513, 613, 553, or 653. 3(3-0) F,S

ACC 321 Tax Accounting I

Prerequisite: grade of "B" or better in one of ACC 201 or ACC 206 or ACC 600; and undergraduate business majors must be admitted to COBA. Principles of income tax accounting; current laws and income tax problems of individuals. A grade of "C" or better is required in this course in order to take ACC 524, 624, 525, 625, 553 or 653. May not be taken Pass/Not Pass. 3(3-0) F,S

ACC 341 Accounting and Management Information Systems

Prerequisite: grade of "C" or better in ACC 301; and undergraduate business majors must be admitted to COBA. Accounting system examined as a crucial base for the desired comprehensive management information system of an organization. Impact of the computer on accounting systems controls and the auditing of EDP based accounting systems. A grade of "C" or better is required in this course in order to take ACC 553 OR 653. May not be taken Pass/Not Pass. 3(3-0) F,S

ACC 394 Cooperative Education in Accounting

Prerequisite: permission of the School of Accountancy Director; and undergraduate business majors must be admitted to COBA. The opportunity to earn academic credit in a planned learning process that integrates academic training with a supervised work experience. This is a variable content course that may be repeated to a total of 6 semester hours in Cooperative Education. 1-3 D

ACC 397 Topics in Accounting

Prerequisite: undergraduate business majors must be admitted to COBA. A variable content course with topics that can change from semester to semester. Topics are identified by title in the schedule of classes. Examples are: inflation accounting, management advisory services, public utility accounting, financial reporting to regulatory agencies. May be repeated to a total of 6 hours. 1-3 D

ACC 421 Volunteer Income Tax Assistance VITA

Prerequisite: grade of "C" or better in ACC 321; and undergraduate business majors must be admitted to COBA. Field work in the preparation of individual income tax return (state and federal) covering topics of gross income, deductions and credits. 1(0-2) S

ACC 422 Advanced Volunteer Income Tax Assistance VITA

Prerequisite: undergraduate business majors must be admitted to COBA. Experience in the planning and scheduling of the VITA program and provides final review of actual income tax returns prepared under field conditions. 1(0-2) S

ACC 470 Professionalism in Accountancy

Prerequisite: 15 semester hours of upper division accounting courses; and undergraduate business majors must be admitted to COBA. Cases (including written and oral presentations) will focus on ethical and regulatory issues in accounting. Students will focus on professional behavior appropriate for accounting professionals. 1(1-0) F,S

ACC 494 Internship in Accounting

Prerequisite: 20 credit hours of accounting courses and permission of the School of Accountancy Director; and undergraduate business majors must be admitted to COBA. Internship experience in an organization emphasizing public, managerial or not-for-profit accounting. 5(0-10) D

ACC 496 Readings in Business Administration-Accounting

Prerequisite: permission of the School of Accountancy Director; and undergraduate business majors must be admitted to COBA. Planned readings designed to intensify and supplement the area of accounting. 1-2 D

ACC 504 Advanced Accounting

Prerequisite: grade of "C" or better in ACC 302; and undergraduate business majors must be admitted to COBA. Study of accounting for pensions, deferred taxes, business combinations, partnerships, and certain multicurrency accounting issues. May be taught concurrently with ACC 604. Cannot receive credit for both ACC 604 and ACC 504. 3(3-0) F,S

ACC 506 International Accounting

Prerequisite: grade of "C" or better in ACC 302; and undergraduate business majors must be admitted to COBA. Accounting practices in different nations; multi-national corporation and selected accounting problems. May be taught concurrently with ACC 606. Cannot receive credit for both ACC 506 and ACC 606. 3(3-0), F,S

ACC 513 Managerial Cost Accounting II

Prerequisite: grade of "C" or better in ACC 311. A continuation of the topics examined in ACC 311. Specific topics covered include activity-based costing, strategic cost management, activity- and strategic-based responsibility accounting, quality costing, measurement and control of productivity, environmental cost management, cost-volume-profit analysis, activity resource usage, relevant costing, pricing and profitability analysis, capital investment decisions, and inventory management topics such as economic order quantity, just-in-time, and the theory of constraints. May be taught concurrently with ACC 613. Cannot receive credit for both ACC 513 and ACC 613. 3(3-0), S

ACC 524 Tax Accounting II

Prerequisite: grade of "C" or better in ACC 321; and undergraduate business majors must be admitted to COBA. Principles of federal tax accounting; research in income tax problems of partnerships and corporations; estate and gift tax problems of individuals. May be taught concurrently with ACC 624. Cannot receive credit for both ACC 524 and ACC 624. 3(3-0), F,S

ACC 525 Individual Income Tax Assistance

Prerequisite: grade of "C" or better in ACC 321; and undergraduate business majors must be admitted to COBA. To provide undergraduate/graduate students with an opportunity to integrate intermediate tax accounting skills, critical thinking skills, communication skills, and research skills with community service. This course provides service-learning experience in the preparation and review of actual individual income tax returns (both federal and state) as well as the social and ethical issues inherent in US tax policy. May be taught concurrently with ACC 625. Cannot receive credit for both ACC 525 and ACC 625. 3(1-4), S

ACC 532 Governmental and Not-For-Profit Organizational Accounting

Prerequisite: 75 credit hours and a grade of "B" or better in ACC 201 or ACC 206 or ACC 600; and undergraduate business majors must be admitted to COBA. Governmental and not-for-profit organizational accounting records and funds, budgeting, budget control, analysis and interpretation of financial statements. May be taught concurrently with ACC 632. Cannot receive credit for both ACC 532 and ACC 632. 3(3-0), F,S

ACC 553 Auditing

Prerequisite: grades of "C" or better in ACC 301 and ACC 302 and ACC 311 and ACC 321 and ACC 341; and undergraduate business majors must be admitted to COBA. Kinds of audits, the duties and obligations of the auditor, principles and procedures to be followed in conducting an audit. A grade of "C" or better is required in this course in order to take ACC 750. This course has a required assessment component. May not be taken Pass/Not Pass. May be taught concurrently with ACC 653. Cannot receive credit for both ACC 553 and ACC 653. 3(3-0), F,S

ACC 555 Internal Auditing

Prerequisite: grade of "C" or better in ACC 341; and undergraduate business majors must be admitted to COBA. Functions of internal audit, financial audit, and operations audit; importance of the changing professional status of the internal auditor. May be taught concurrently with ACC 655. Cannot receive credit for both ACC 655 and ACC 555. 3(3-0), D

ACC 556 Operational Auditing

Prerequisite: 60 credit hours; and undergraduate business majors must be admitted to COBA. Primarily a case study approach covering nonfinancial audits of efficient and effective resource utilization, accomplishment of operational goals, adherence to laws and regulations, fraud prevention and detection, integrity and security of computer systems, and achievement of program goals. May be taught concurrently with ACC 656. Cannot receive credit for both ACC 656 and ACC 556. 3(3-0), D

ACC 596 Research Issues and Problems: Accounting

Prerequisite: 60 credit hours and permission of the School of Accountancy Director; and undergraduate business majors must be admitted to COBA. Research issues and projects growing from particular needs which may require additional depth or breadth of study. Outline of study must be approved prior to enrolling. May be repeated to a total of 3 hours. May be taught concurrently with ACC 695. Cannot receive credit for both ACC 695 and ACC 596. 1-3 D

Department of Computer Information Systems

359 Glass Hall, Phone: (417) 836-4131, Fax: (417) 836-6907

Email: ComputerInformationSystems@missouristate.edu

Web Site: <http://cis.missouristate.edu>

Department Head: Professor Jerry M. Chin, D.B.A.

Faculty (as of April 13, 2009)

Professors: Tonya Barrier, Ph.D.; Ronald Dattero, Ph.D.; Michael Hignite, Ph.D.; Richard Johnson, Ph.D.; Rajeev Kaula, Ph.D.; Thomas M. Margavio, Ph.D.; David B. Meinert, Ph.D.; Heidi R. Perreault, Ed.D.; John W. Satzinger, Ph.D.; Randall S. Sexton, Ph.D.

Associate Professors: Sheryl Brahnham, Ph.D.; Duane Moses, Ph.D.

Instructors: Richard Burton, M.B.A.; Sara J. Evans, M.B.A.; Shannon McMurtrey, M.B.A.; Glenna Vanderhoof, Ph.D.; Cathy VanLanudyt, M.B.A.

Emeritus Professors: James T. Brown, Ed.D.; William Cornette, Ph.D.; Ken Douglas, Ph.D.; Irene A. Francka, Ed.S.; Lois M. Garrett, M.Ed.; Woodfin C. Garrett, M.T.; Neva P. Maddox Johnson, M.Ed.; Chung S. Kim, Ph.D.; Maxine W. Short, M.Ed.; Jean C. Swanson, Ph.D.; Ann L. Wilson, M.S.

Accreditation

AACSB International-The Association to Advance Collegiate Schools of Business - all programs; Missouri Department of Elementary and Secondary Education (DESE) and National Council for Accreditation of Teacher Education (NCATE) - Business Education, B.S.Ed. , Secondary Education/Business Education, M.S.Ed.

Graduate Programs

The following graduate programs are available: Computer Information Systems (Master of Science); and Secondary Education with an option in Business (Master of Science in Education). Refer to the Graduate Catalog for more information.

Accelerated Master of Business Administration degree:

Eligible undergraduate students majoring in the College of Business Administration may apply for preliminary acceptance into the Master of Business Administration degree program during the second semester of their junior year after admission requirements for the accelerated masters program have been satisfied. If approved, up to six hours of graduate level COBA courses taken in the senior year may be designated as "mixed credit" and counted toward both the undergraduate and graduate degree programs. See the Graduate Catalog or contact the MBA program director for further information and guidelines.

For courses to be designated as Mixed Credit, the graduate advisor, undergraduate department head, and Graduate College dean must approve by signing the Permission for Mixed Credit form. This form must be provided to the Office of the Registrar in Carrington Hall 320 no later than the end of the Change of Schedule Period for the semester.

General Information

Computers for Learning Proficiency Examination: A proficiency examination to obtain waiver from completing the General Education/Computers for Learning requirement (CIS 101, CSC 101, CSC 111) is available. Credit hours are not granted for this examination. For more information, refer to the web site at <http://learning.missouristate.edu>.

Majors

Business Education (Comprehensive) Bachelor of Science in Education (Certifiable grades 9-12)

Note: This program also requires compliance with the Teacher Education Program requirements for admission, continuation, approval for supervised teaching, and recommendation for certification; as well as the requirements for Secondary Education. These requirements are listed in the "Academic Programs and Requirements" section of the catalog.

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog
- C. Major Requirements (12 hours): CIS 195(3), CIS 205(3) or CIS 260(3), BSE 524(3), BSE 540(3)
- D. Professional Education Courses: BSE 503(3), BSE 493(5-6), BSE 494(5-6); and the Professional Education Required Core and Competencies (see "Teacher Certification, Teacher Education Program and Secondary Education Requirements" section of catalog).
- E. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog
- F. In order to meet Missouri state teacher certification requirements, candidates for the Bachelor of Science in Education degree are required to meet the following grade point average requirements: at least a 2.50 GPA on all course work attempted at all colleges attended; at least a 2.50 GPA in the certificate subject area (major field of study) which includes all specific course requirements for all majors in COBA and all courses listed under C; at least a 2.50 GPA in any additional certificate subject area; at least a 2.50 GPA in the professional education courses; and no grade lower than a "C" in all professional education courses. All GPA requirements include both Missouri State and transfer grades.
- G. In order to meet Missouri state teacher certification requirements for business, candidates are required to meet the following work experience requirements: 2,000 hours of work experience in a business related field, or completion of an internship approved by the CIS

department. Approval is determined by the nature of the employment in a business occupation. The work experience hours and internship experience are documented within the professional education portfolio.

Computer Information Systems (Comprehensive) Bachelor of Science

Admission Requirements: In addition to the College of Business Administration admission requirements, all students majoring in Computer Information Systems must also satisfy the following admission requirements in order to be admissible to the program:

1. Have a combined grade point average (Missouri State plus transfer) of 2.50 or higher
2. Complete the following two departmental admission courses with a GPA of 2.50 or higher and no grade below a "C": CIS 260(3) and CIS 270(3)
3. Submit application for admission to degree program and receive approval of the Head of the Computer Information Systems Department prior to completing 60 credit hours (Missouri State and transfer combined). Students with 60 or more credit hours who have not been admitted to the program will not be allowed to continue as CIS majors without special permission from the College of Business Advisement Center.

Program Requirements

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog (NOTE: CIS 461(3) must be taken by Computer Information Systems majors)
- C. Major Requirements
 1. CIS 230(3), 260(3), 270(3), 321(3), 326(3), 431(3), 528(3), 591(3)
 2. CIS 334(3) or 350(3)
 3. Complete 3 hours from the following: CIS 316(3), 323(3), 330(3), 334(3), 350(3), 370(3), 375(3), 394(3), 397(3), 540(3)
- D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Information Technology Service Management (Comprehensive) Bachelor of Science

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog (NOTE: CIS 461(3) must be taken by Information Technology Service Management majors)
- C. Major Requirements: CIS 230(3); CIS 260(3) or equivalent; 281(3), 330(3), 381(3), 382(3); CIS 394 or 494(3); CIS 420(3), 525(3); MGT 565(3)
- D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Minors

Business Education

Bachelor of Science in Education (Certifiable grades 9-12)

- A. ACC 201(3); BSE 524(3), 540(3); CIS 195(3), 201(2); CIS 205(3) or 260(3); CIS 429(3); ECO 155(3); MGT 286(3), 340(3); MKT 350(3); RIL 231(3) (35 hours)
- B. BSE 503(3) required for state teacher certification
- C. In order to meet Missouri state teacher certification requirements, all candidates for the Bachelor of Science in Education degree must have at least a 2.50 GPA (Missouri State and transfer grades combined) in the certificate subject area which includes all courses required for the minor.
- D. In order to meet Missouri state teacher certification requirements for business, candidates are required to meet the following work experience requirements: 2,000 hours of work experience in a business related field, or completion of an internship approved by the CIS department. Approval is determined by the nature of the employment in a business occupation. The work experience hours and internship experience are documented within the professional education portfolio.

Computer Information Systems

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. CIS 230(3), 260(3), 270(3), 321(3), 326(3)
- B. Complete 3 additional hours from the following: CIS 323(3), 330(3), 334(3), 350(3), 370(3), 375(3), 394(3), 397(3)

Information Technology Service Management

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. CIS 230(3), 281(3), 330(3), 381(3)
- B. Complete 3 additional hours from CIS 260(3) or 382(3) or 420(3) or 525(3)

Web Application Development

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. CIS 260(3), 321(3), 326(3), 330(3), 370(3), 375(3)

Business Education Courses

BSE 493 Supervised Teaching (Secondary Business)

Prerequisite: completion of all methods courses in Business; a grade of "C" or better in all professional education courses; current pre-professional liability insurance; and approval for supervised teaching. Student observes then teaches business classes under the direction of the cooperating teacher and the university supervisor. Student participates in school-related activities appropriate to the assignment and attends all required meetings. In order to receive a grade in this course, the student's professional portfolio must meet or exceed final criteria. Course

will not count toward the major GPA. Supplemental course fee. 5-6 F,S

BSE 494 Supervised Teaching (Secondary Business)

Prerequisite: concurrent enrollment in BSE 493. Student observes then teaches under the direction of the cooperating teacher and the university supervisor. Student participates in school-related activities appropriate to the assignment and attends all required meetings. In order to receive a grade in this course, the student's professional portfolio must meet or exceed final criteria. The course will not count toward the major GPA. Supplemental course fee. 5-6 F,S

BSE 499 Clinical Experiences in Teaching II

Prerequisite: EDC 199; and admitted to Teacher Education Program; and grades of "C" or better in all professional education courses and; and completion of portfolio checkpoints 1 and 2; and current pre-professional liability insurance; and program approval. This course is designed to meet HB 1711 for student's experience as a Teacher's Aide or Assistant Rule (Rule 5 CSR 80-805.040), to that of conventional student teachers within the same program. It is also designed to support completion of additional clinical requirements within that program including: seminars and workshops, required meetings, school related activities appropriate to the assignment, demonstrated mastery of the MOSTEP quality indicators and completion and overall assessment of a Professional Preparation Portfolio. This course is credited only on B.S. in Education or appropriate master's-level certification programs. Can only receive credit for one of the following: AGE 499, AGT 499, ART 469, BSE 499, CFS 498, COM 493, ECE 499, ELE 499, ENG 434, HST 499, MCL 491, MID 499, MTH 496, MUS 499, PED 498, SCI 499, SEC 499, SPE 499, THE 493. 4 F,S

BSE 503 Teaching of Business

Prerequisite: EDC 350; and ACC 211 or ACC 206; and admitted to teacher education program; and 70 hours; and approved major or minor in business. Development of a philosophy for and about business education; study of relevant legislation; study of methods of teaching selected business subjects including use of research-based readings, observation, and microteaching. A grade of "C" or better is required in this course in order to take BSE 493 or BSE 494. May not be taken Pass/Not Pass. May be taught concurrently with BSE 603. Cannot receive credit for both BSE 603 and BSE 503. 3(3-0) F

BSE 509 Business Education Workshop

Development and promotion of desirable programs in business education. Each workshop emphasizes a single topic. May be repeated for a maximum of 5 hours when topic varies. May be taught concurrently with BSE 609. Cannot receive credit for both BSE 609 and BSE 509. 1-5 D

BSE 520 Occupational Analysis

Prerequisite: teacher certification student. Analysis and breakdown of broad occupations or specific jobs into basic elements for instructional purposes. Identical with AGV 520. May be repeated to a total of 2 hours when topic varies. May be taught concurrently with BSE 620. Cannot receive credit for both BSE 620 and BSE 520. 1-2 D

BSE 522 Philosophy of Vocational Education

Philosophical foundations of vocational education; philosophies of vocational education in the contemporary school. Meets Missouri Vocational Education certification requirements. Identical with AGV 520 and SEC 522. May be repeated to a total of 3 hours when topic varies. May be taught concurrently with BSE 622. Cannot receive credit for both BSE 622 and BSE 522. 1-3 D

BSE 523 Guidance for Vocational Development

Prerequisite: teacher certification student. Materials, procedures, and problems in guidance of individuals in the selection of, preparation for, and advancement in a vocation. Identical with

AGV 523. May be repeated to a total of 3 hours when topic varies. May be taught concurrently with BSE 623. Cannot receive credit for both BSE 623 and BSE 523. 1-3 D

BSE 524 Implementing Vocational Business Education Programs

Prerequisite: teacher certification student. Problems; procedures; and local, state and federal relationships in the implementation and administration of vocational business education in the contemporary school. May be taught concurrently with BSE 624. Cannot receive credit for both BSE 624 and BSE 524. 1-3 D

BSE 526 Coordination of Cooperative Education

Prerequisite: teacher certification student. Problems and procedures in organizing and operating part-time cooperative and evening occupation programs. Restricted to those who can qualify as coordinators. Identical with AGV 526 and SEC 526. May be repeated to a total of 2 hours when topic varies. May be taught concurrently with BSE 626. Cannot receive credit for both BSE 626 and BSE 526. 1-2 D

BSE 528 Measurement and Evaluation of Vocational Education Programs

Prerequisite: teacher certification student. Assessing specific program needs as determined from occupational surveys and other demographic data; follow-up techniques to evaluate the overall effectiveness of the program on manpower needs in a given labor market area. Identical with AGV 528. May be repeated to a total of 3 hours when topic varies. May be taught concurrently with BSE 628. Cannot receive credit for both BSE 628 and BSE 528. 1-3 D

BSE 540 Curriculum Development for Business Education

Prerequisite: admitted to teacher education program. Major emphasis given to curriculum development in business courses. Selected topics include teaching basic business courses; developing course objectives, content, and evaluative strategies; sponsoring youth organizations; selecting equipment. May be taught concurrently with BSE 640. Cannot receive credit for both BSE 640 and BSE 540. 3(3-0) S

BSE 596 Problems in Business Education

Prerequisite: permission of department head. Technical or professional problems growing from particular needs that may require additional depth or breadth of study. Outline of study must be approved prior to enrolling. May be repeated to a total of 3 hours when topic varies. May be taught concurrently with BSE 696. Cannot receive credit for both BSE 696 and BSE 596. 1-3 F,S

Computer Information Systems Courses

CIS 101 Computers for Learning

General Education Course (Basic Required Courses). Fundamental computer concepts including word processing spreadsheets, assessing information and the responsible use of information and technology. Course may be waived by proficiency exam. Identical with CSC 101. Cannot receive credit for both CIS 101 and CSC 101. 2(1-2) F,S

CIS 195 Introduction to Desktop Publishing

Prerequisite: CIS 101 or CSC 101 or CSC 111 or CIS/CSC 101 waiver exam. Introduction to desktop publishing concepts and applications. 3(3-0) F

CIS 197 Topics in Computer Information Systems

Prerequisite: permission of department head. Study of topics in Computer Information Systems. May be repeated as topics change to a total of 6 hours. 1-3 D

CIS 201 Computer Applications for Business

Prerequisite: CIS 101 or CSC 101 or CSC 111 or waiver exam. A study of the use and applications of computer information systems concepts in business and public organizations. The

course emphasizes the use of spreadsheet software to plan, analyze, design, develop and test business solutions. 2(2-0) F,S

CIS 202 Program Design and Development

Prerequisite: CIS 101 or CSC 101 or CSC 111 or waiver exam. A study of structured program design, concepts and techniques related to the development of computer programs with an emphasis on business applications. A high level language is used to implement the design concepts and techniques. 3(3-0) F,S

CIS 205 Web Site Design and Development

Prerequisite: CIS 101 or CSC 101 or CSC 111 or waiver exam. A study of the design and development of web sites using HTML editors (such as Microsoft FrontPage or Macromedia Dreamweaver). Graphics packages and multimedia packages. The student will learn to create and deploy professional-grade web sites. 3(3-0) F,S

CIS 223 Introduction to COBOL Programming

Prerequisite: CIS 202. Introduction to COBOL (Common Business Oriented Language) programming to process business data. 3(3-0) F,S

CIS 224 Windows Programming with Development Tools

Prerequisite: CIS 202. An introduction to development of computer applications using rapid developmental tools such as Visual Basic. Emphasis on designing and managing graphical user interfaces, procedures, file management, debugging, and testing. 3(3-0) F,S

CIS 230 Computer Technology I

Prerequisite: CIS 101 or CSC 101 or CSC 111 or waiver exam. A study of computer hardware and system software as it relates to the IT professional. 3(3-0) F,S

CIS 260 Application Development I

Prerequisite: CIS 101 or CSC 101 or CSC 111 or waiver exam. Introduction to the key concepts of object technology and the fundamentals of the Java programming language. Projects using Java involve the development of elementary applications and applets. 3(3-0) F,S

CIS 270 Application Development II

Prerequisite: CIS 260. This course is a continuation of the study of object technology and the Java programming language. Projects using Java involve the development of standalone and web based applets. Topics include Swing, layout managers, event handling, exception handling, inheritance, arrays, graphics, and file I/O. An introduction to HTML is covered to support web server based applets. 3(3-0) F,S

CIS 281 Introduction to IT Service Management

Prerequisite: CIS 230 or concurrent enrollment. Introduction to the field of Information Technology (IT) Service Management. IT Service Management provides for the effective and efficient delivery of IT services in support of changing business needs. Topics include technical infrastructure, service operations, service support, and service delivery. 3(3-0) S

CIS 290 Advanced Microcomputer Applications

Prerequisite: CIS 101 or CSC 101 or equivalent. Emphasis on problem-solving activities using advanced applications such as word processing, desktop publishing, database, graphics, and multimedia. 3(3-0) F,S

CIS 294 Internship in Computer Information Systems

Prerequisite: permission of advisor. Work-study program with cooperating employers in appropriate office situations to include a broad range of relevant on-the-job experiences. May be repeated to a total of 3 hours. 1-3 F,S

CIS 316 Computer Programming in RPG

Prerequisite: CIS 270; and undergraduate business majors must be admitted to COBA. Solving business-oriented problems using RPG (Report Program Generator) programming language. 3(3-0) F,S

CIS 320 Survey of Computer Languages

Prerequisite: CIS 223 or CIS 224 or CIS 260; and undergraduate business majors must be admitted to COBA. A survey of

computer languages used for business applications with emphasis on teaching high level languages currently not being taught in other CIS courses. 3(3-0) D

CIS 321 Information Systems Analysis and Design

Prerequisite: CIS 270 or concurrent enrollment; and undergraduate business majors must be admitted to COBA. A study of the analysis and design of computer information systems. Course includes developing a study project using CASE tools. 3(3-0) F,S

CIS 323 Advanced COBOL Programming Techniques

Prerequisite: CIS 270 and CIS 321 and CIS 326; and undergraduate business majors must be admitted to COBA. Methods and techniques of programming for applications in the solution of business problems, using COBOL. 3(3-0) F,S

CIS 326 Database Management Systems Concepts and Design

Prerequisite: CIS 321 or concurrent enrollment; and undergraduate business majors must be admitted to COBA. Study of database management concepts and techniques. Emphasis on data modeling using various data models such as semantic object, entity-relationship, relational, hierarchical, and network. Discussion and application of SQL to develop and query databases. Additional topics include database administration, study of micro and mainframe DBMS such as SQL/DS (DB2), client-server database environment, and distributed databases. Completion of a major study project is required. 3(3-0) F

CIS 330 Computer Technology II

Prerequisite: CIS 230; and undergraduate business majors must be admitted to COBA. A continuation of CIS 230 emphasizing computer networking. 3(3-0) F,S

CIS 334 Advanced Windows Applications Programming

Prerequisite: CIS 270 and 321 and 326; and undergraduate business majors must be admitted to COBA. Methods and techniques of designing and Implementing Windows software applications. Case study will provide a framework for developing working prototypes of business applications using a graphical user interface, object-oriented language. 3(3-0) F,S

CIS 350 Advanced Object Oriented Programming

Prerequisite: CIS 270 and CIS 321 and CIS 326; and undergraduate business majors must be admitted to COBA. A continuation of CIS 270 using the Java programming language. Projects will include both database concepts and analysis and design concepts. 3(3-0) F,S

CIS 360 Object Technology II

Prerequisite: CIS 260; and undergraduate business majors must be admitted to COBA. This course is a continuation of the study of object technology and the Java programming language. Projects using Java involve the development of standalone and web based applets. Topics include abstract windows toolkit (AWT), layout managers, event handling, exception handling, inheritance, arrays, graphics, and file I/O. An introduction to HTML is covered to support web server based applets. 3(3-0) F,S

CIS 370 Web Application Development for Business I

Prerequisite: CIS 260 and undergraduate business majors must be admitted to COBA. Introduction to the key concepts of developing business applications for the World Wide Web, a critical element of successful e-business systems. Provides extensive hands-on experience of an introductory nature in several important web technologies such as HTML, XHTML, CSS, XML, ASP, and scripting languages (e.g., JavaScript and/or VBScript). 3(3-0) F

CIS 375 Web Application Development for Business II

Prerequisite: CIS 370; and undergraduate business majors must be admitted to COBA. Continuing coverage of the key concepts of developing intermediate to advanced business applications for the World Wide Web within the context of e-business. Provides

extensive hands-on experience of an advanced nature in several important web technologies such as HTML, XHTML, CSS, XML, ASP, and scripting languages (e.g., JavaScript and/or VPScript). The student will be expected to develop a working e-business system. 3(3-0) S

CIS 381 Incident and Problem Management

Prerequisite: CIS 281; and CIS 330 or concurrent enrollment; and undergraduate business majors must be admitted to COBA. Methods for managing incidences (detecting and resolving any event which is not part of the standard operation of a service and which causes, or may cause, an interruption to, or a reduction in the quality of that service) and problems (identifying the underlying cause of actual and potential failures in the provision of a service). Techniques to provide high quality interactions with users will be stressed. 3(3-0) F

CIS 382 IT Service Level Management

Prerequisite: CIS 281; and undergraduate business majors must be admitted to COBA. Methods for developing, monitoring, and reporting on service level agreements. Approaches to review service achievements to ensure that the required and cost-justifiable service quality is maintained and gradually improved. Methods for pricing IT services will be surveyed. 3(3-0) S

CIS 385 Records Storage and Retrieval Systems

Prerequisite: undergraduate business majors must be admitted to COBA. A study of the design and use of records storage and retrieval systems to include micrographics, electronic controls, and optical disk systems. 3(3-0) F,S

CIS 394 Cooperative Education in CIS

Prerequisite: acceptance into Cooperative Education Program and permission of department head; and undergraduate business majors must be admitted to COBA. The opportunity to earn academic credit in a planned learning process that integrates academic training with a supervised work experience. This is a variable content course that may be repeated to a total of 6 semester hours in Cooperative Education. 1-3 F,S

CIS 396 Readings in Computer Information Systems

Prerequisite: permission of department head; and undergraduate business majors must be admitted to COBA. Planned readings designed to intensify and supplement an area of computer information systems or business education. 1-2 D

CIS 397 Topics in Computer Information Systems

Prerequisite: permission; and undergraduate business majors must be admitted to COBA. A variable content course with topics that can change from semester to semester. Topics are identified by title in the schedule of classes. May be repeated to a total of 6 hours. 1-3 F,S

CIS 420 IT Services Project Management

Prerequisite: CIS 321 or CIS 381 or CIS 382; and FGB 380 and MGT 364; and undergraduate business majors must be admitted to COBA. A study of the concepts, practices, processes, tools, techniques and resources used to manage the entire life cycle of IT service projects. The importance of financial budgeting, accounting, and reporting will be stressed. Case studies will be used extensively. 3(3-0) S

CIS 429 Information Systems in Business

Prerequisite: CIS 201; and undergraduate business majors must be admitted to COBA. Computer information systems analysis, design, and utilization including information as a resource, hardware/software concepts, data communications, database concepts, systems development and general systems concepts. Explores various computer information systems applications in accounting, management, marketing, finance, and office administration. May not be taken for credit by the Computer Information Systems major. 3(3-0) F,S

CIS 431 Advanced Systems Analysis and Design

Prerequisite: CIS 321; and undergraduate business majors must be admitted to COBA. Advanced study of systems development

methodologies. The course emphasizes the strategies and techniques utilized for analysis and design in the development of complex information systems. 3(3-0) F,S

CIS 461 Strategic Management Information Systems

Prerequisite: CIS 321 or CIS 381 or CIS 382; and undergraduate majors must be admitted to COBA. The role of Information Technology (IT)/Information Systems (IS) as a key contributor to the success of the contemporary organization and the relationships that exist between the IT/IS function and other organization units is emphasized. The course focuses on the effective management of the IT/IS function and related topics such as the relationship of technology use and the globalization of trade, the use of IT for competitive advantage, and how technology may affect supply and value chain management, enterprise planning, etc. Cannot receive credit for both CIS 461 and CIS 761. 3(3-0) F,S

CIS 494 Internship in Computer Information Systems

Prerequisite: permission of department head; and undergraduate business majors must be admitted to COBA. Work-study program with cooperating employers. Class or conference study of problems encountered by the student; on-the-job application of principles with analysis and improvement of work operations. May be repeated to a total of 3 hours. 1-3 F,S

CIS 500 Information Systems in Business Organizations

Prerequisite: permission of a director of a COBA graduate program. Comprehensive study of the fundamentals of business information systems. Designed for graduate students who have not had undergraduate information systems courses. Will not be counted in the hours required for a COBA undergraduate or graduate degree. May be taught concurrently with CIS 600. Cannot receive credit for both CIS 600 and CIS 500. 3(3-0) F,S

CIS 510 E-Business Technology Concepts

Prerequisite: CIS 201 and FGB 510; and undergraduate business majors must be admitted to COBA. An introduction to e-Business and Internet concepts and technology. The course emphasizes content driven web development using database concepts. May be taught concurrently with CIS 610. Cannot receive credit for both CIS 610 and CIS 510. 3(3-0) F,S

CIS 515 Fourth-Generation Languages

Prerequisite: CIS 321 or CIS 429; and undergraduate business majors must be admitted to COBA. An introduction to fourth-generation languages (4GL). A study of the versatility and integrated functions of popular fourth generation languages including general application development, report generation, database query, screen development and graphics. May be taught concurrently with CIS 615. Cannot receive credit for both CIS 615 and CIS 515. 3(3-0) S

CIS 522 Decision Support Systems Development

Prerequisite: QBA 337 and CIS 323; and undergraduate business majors must be admitted to COBA. A study of Decision Support Systems (DSS), a review of current DSS literature, and the design and development of a DSS with emphasis on the user interface. May be taught concurrently with CIS 622. Cannot receive credit for both CIS 622 and CIS 522. 3(3-0) D

CIS 525 Computer Security

Prerequisite: MGT 340; and undergraduate business majors must be admitted to COBA. Primarily, but not exclusively, designed for MBA students, CIS undergraduates, and IT Service Management undergraduates. The course is an introduction to the basic issues in computer security. This course is managerial in its approach in that the student is not required to have an extensive background in programming or technical support. May be taught concurrently with CIS 625. Cannot receive credit for both CIS 625 and CIS 525. 3(3-0) D

CIS 528 Database Management Systems Implementation

Prerequisite: CIS 326; and undergraduate business majors must be admitted to COBA. Application of database management

principles in the implementation of a business information system. Emphasis will be on the design, construction, testing, and installation of a comprehensive database system using SQL, fourth generation languages or other data access tools. May be taught concurrently with CIS 628. Cannot receive credit for both CIS 628 and CIS 528. 3(3-0) F,S

CIS 530 Training for End User Computing

Prerequisite: undergraduate business majors must be admitted to COBA. An analysis of the training function and its application to end user computing. Emphasis on selecting appropriate methods and media. May be taught concurrently with CIS 630. Cannot receive credit for both CIS 630 and CIS 530. 3(3-0) F

CIS 540 Advanced Network Administration

Prerequisite: CIS 330 or CSC 465; and undergraduate business majors must be admitted to COBA. Application of basic networking concepts to create working network systems for organizations and to solve business problems. Installing and configuring network operating systems and Internet web servers. Planning and implementing network security schemes. Planning and implementing enterprise networking. Server-based roll-outs and maintenance of applications on multiple workstations. May be taught concurrently with CIS 640. Cannot receive credit for both CIS 640 and CIS 540. 3(3-0) F,S

CIS 550 Advanced Object-Oriented Systems

Prerequisite: CIS 326 and CIS 350; and undergraduate business majors must be admitted to COBA. Application of the concepts

of object-oriented systems. Case study approach provides the framework for developing working prototypes of business applications using one or more graphical user interface object-oriented languages. May be taught concurrently with CIS 650. Cannot receive credit for both CIS 650 and CIS 550. 3(3-0) F,S

CIS 591 Information Systems Development

Prerequisite: 90 hours; and CIS 323 or CIS 334 or CIS 350 or CIS 375; and CIS 431 or CIS 528; and undergraduate business majors must be admitted to COBA. Independent analysis, design and development of an information system in a field of the student's choice. With the instructor's approval, the system can be developed in a language and on a machine of the student's choice. These systems can be individual or group projects. May not be taken Pass/Not Pass. May be taught concurrently with CIS 691. Cannot receive credit for both CIS 691 and CIS 591. 3(3-0) F,S

CIS 596 Problems in Business Computer Information Systems

Prerequisite: 60 hours; and undergraduate business majors must be admitted to COBA. Technical or professional problems growing from particular needs which may require additional depth or breadth of study. Outline of study must be approved prior to enrolling. May be repeated to a total of 3 hours. May be taught concurrently with CIS 696. Cannot receive credit for both CIS 696 and CIS 596. 1-3 D

Department of Finance and General Business

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Department Head: Professor Kent P. Ragan, Ph.D., CFA

Faculty (as of April 13, 2009)

Distinguished Professor: Carol J. Miller, M.B.A., J.D.

Professors: Wayne L. Anderson, M.B.A., J.D.; John S. Bowdidge, Ph.D.; C. Edward Chang, Ph.D.; Kee S. Kim, Ph.D.; Robert W. Owens, Ph.D.

Associate Professors: Stanley R. Adamson, Ph.D., ARM; Susan J. Crain, Ph.D.; Walt A. Nelson, Ph.D.

Assistant Professors: K. Stephen Haggard, Ph.D.; Stanley A. Leasure, CPA (inactive), J.D.; James D. Philpot, Ph.D.; James R. Scott, Ph.D.; H. Douglas Witte, Ph.D.; Y. Jenny Zhang, Ph.D.

Instructors: Nancy J. Allen, J.D.; James M. Simmerman, M.B.A.

Emeritus Professors: John E. Adamson, M.B.A., J.D.; Vencil J. Bixler, Ph.D., CLU, ChFC; Ivan D. Calton, Ed.D.; F. Joel Chaney, D.B.A.; Frank L. Clark, Ph.D.; John K. Litvan, Ph.D.; Ralph K. Manley, M.B.A.; John E. Patton, CLU, CPIM, M.S. in Ed.; James B. Pettijohn, Ph.D.; George S. Swales, Jr., Ph.D.

Accreditation

AACSB International-The Association to Advance Collegiate Schools of Business - all programs.

Credit by Examination

Credit by Examination is available. Refer to the Credit by Examination policy in the Academic Regulations section of the catalog.

Graduate Program

The following graduate program is available: Master of Business Administration degree administered by the College of Business Administration. Refer to the Graduate Catalog for more information.

Accelerated Master of Business Administration degree:

Eligible undergraduate students majoring in the College of Business Administration may apply for preliminary acceptance into the Master of Business Administration degree program during the second semester of their junior year after admission requirements for the accelerated masters program have been satisfied. If approved, up to six hours of graduate level COBA courses taken in the senior year may be designated as "mixed credit" and counted toward both the undergraduate and graduate degree programs. See the Graduate Catalog or contact the MBA program director for further information and guidelines.

For courses to be designated as Mixed Credit, the graduate advisor, undergraduate department head, and Graduate College dean must approve by signing the Permission for Mixed Credit form. This form must be provided to the Office of the Registrar in Carrington Hall 320 no later than the end of the Change of Schedule Period for the semester.

General Information

Actuarial Science: Students may pursue a career as an actuary by choosing a major and minor in related areas and selecting appropriate electives. Students interested in Actuarial science typically major in mathematics and minor in Risk Management and Insurance. Help in preparing for the early actuarial exams is available through the mathematics department. For more

information, contact the Finance and General Business Department or the Mathematics Department.

Internships: With permission, majors in the Finance and General Business Department may receive a total of one to three credit hours for approved internship experiences(s) in their major area (general business, finance, financial planning, real estate, and/or insurance.) The department's internship course is listed in the catalog as FGB 494, Internship. The schedule of classes, and thus student transcripts, will indicate the academic discipline appropriate for the particular internship experience.

Majors

Finance (Comprehensive)

Bachelor of Science

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog
- C. Major Requirements (32-33 hours)
 1. FGB 384(3), 390(3), 485(3); RIL 211(3), 335(2) or 532(3)
 2. Complete one of the following options:
 - a. **Finance:**
 1. FGB 386(3)*, 487(3); RIL 266(3)
 2. Complete one of the following: FGB 480(3), 484(3), 599(3)
 3. Complete six additional hours from the following: FGB 381(3), 480(3), 484(3), 495(3), 496(1-2), 582(3), 599(3)
Recommended electives (not required): ACC 321(3), 521(3); FGB 307(2); RIL 312(3), 367(3), 369(3), 538(3), 550(3); ECO 365(3), 385(3), 586(3)
* Students who have completed both ACC 301 and 302 may waive FGB 386.
 - b. **Financial Planning:**
 1. ACC 321(3)

2. FGB 381(3), 581(3); RIL 312(3), 314(3), 538(3)
Recommended electives (not required):
ACC 521(3), 522(3); COM 326(3); RIL 266(3), 313(3), 332(1), 550(3); FGB 487(3)
- c. **Real Estate:**
 1. RIL 266(3), 367(3), 368(3), 369(3)
 2. Complete six additional hours from the following: AGB 354(2); ECO 450(3); GRY 322(3); IDM 121(3), 122(3), 221(3), 320(3); PLN 271(3), 471(3); RIL 313(3), 550(3)
Recommended electives (not required):
AGH 333(3); HID 140(3), 241(3); MKT 352(3)
- D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

General Business (Comprehensive)

Bachelor of Science

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog
- C. Major Requirements (32-33 hours)
 1. RIL 211(3); RIL 335(2) or 532(3)
 2. Complete one of the following: ENG 321(3); JRN 270(3), MGT 397(3)
 3. Complete a minimum of 24 hours from at least five of the following areas:
 - a. Accounting: ACC 301(3), 302(3), 311(3), 321(3), 524(3), 532(3)
 - b. Business Relationships: MGT 486(3); RIL 550(3)
 - c. Computer Information Systems: CIS 205(3), 260(3), 270(3), 290(3); 370(3) or 510(3)**; 375(3)
 - d. Finance: FGB 381(3), 384(3), 386(3), 390(3), 485(3), 510(3)**
 - e. International: FGB 582(3); MGT 447(3); MKT 474(3); RIL 539(3)
 - f. Management: IDM 359(3); MGT 345(3), 561(3); RIL 531(3)
 - g. Marketing: MKT 351(3), 352(3), 354(3), 355(3), 430(3), 510(3)**
 - h. Real Estate: RIL 266(3), 367(3), 368(3), 369(3)
 - i. Risk Management and Insurance: RIL 312(3), 313(3), 314(3), 341(3), 415(3), 538(3)
**Students with an interest in e-commerce are encouraged to take the designated courses above.
Recommended electives (not required): AGB 354(2); ECO 305(3), 586(3); FGB 303(2), 307(2); GRY 321(3); PSY 359(3), 525(3); SOC 150(3), 309(3), 359(3)
- D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Risk Management and Insurance

(Comprehensive)

Bachelor of Science

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog

- C. Major Requirements (31-32 hours)
 1. FGB 384(3), 390(3); RIL 211(3), 266(3), 312(3), 313(3); 335(2) or 532(3); 415(3)
 2. Complete five additional hours from the following: RIL 314(3), 367(3), 397(1-6)*, 538(3), 550(3); FGB 381(3); ACC 321(3).
* Students may not apply more than two hours of RIL 397 toward the five hour requirement.
- D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Minors

Finance

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. FGB 380(3), 384(3), 485(3)
- B. Complete six additional hours from the following: FGB 381(3), 390(3), 480(3), 484(3), 487(3), 510(3), 582(3), or RIL 211(3)

Financial Planning

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. ACC 321(3); FGB 381(3), FGB 485(3); RIL 314(3), and RIL 538(3)

General Business

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. ACC 201(3)*, 211(3)*; FGB 135(3); RIL 231(3); CIS/CSC 101(2)**; CIS 201(2)
- B. Complete six additional hours from the following: FGB 380(3); RIL 211(3), 266(3), 332(1), 335(2), 550(3), 531(3); MKT 150(3), 350(3), 355(3); MGT 286(3), 320(3), 340(3), 341(3), 486(3); QBA 237(3)
* ACC 206(4) may substitute for ACC 201 and 211.
**May be waived by proficiency exam.

Legal Studies in Business

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. RIL 231(3), 332(1), 335(2) or 532(3), 341(3)
- B. Complete 12 additional hours from the following which must include a minimum of 6 hours from Group 1 and 3 hours from Group 2:
 1. Group 1 (COBA courses): RIL 211(3), 314(3), 368(3), 531(3), 537(3), 538(3), 539(3), 550(3); FGB 596(1-3); ACC 321(3), 524(3)

2. Group 2 (Non-COBA courses): PHI 340(3); PLS 419(3), 515(3), 517(3), 551(3); PSY 320(3); AGB 314(3); SFR 581(2)

Risk Management and Insurance

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. RIL 211(3), 312(3), 313(3); FGB 135(3) or 150(3)
 B. Complete six additional hours from the following: RIL 266(3), 314(3), 397(1-6), 415(3), 538(3), 550(3); FGB 381(3), 485(3); MKT 350(3); Statistics**
 ** *Students interested in actuary programs may select six hours of mathematics and/or statistics with permission of Finance and General Business and Mathematics department heads.*

Real Estate

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. RIL 266(3), 367(3), 368(3), 369(3)
 B. Complete six additional hours from the following: AGB 354(2); AGH 333(3); ECO 450(3); GRY 322(3); HID 140(3), 241(3); IDM 121(3), 122(3), 221(3), 320(3); MKT 352(3); PLN 271(3), 471(3); RIL 211(3) or 313(3); RIL 550(3)

Finance and General Business Courses

FGB 135 Introduction to Business

A survey of business which includes an evaluation of the social and economic environment in which it operates, followed by a look at business organization, management, finance, accounting, production, marketing, insurance, law, and data processing. Designed to serve three groups of students--those majoring in other departments who would like to develop a broad understanding of business through a single course; those who are undecided about a major and would like to explore business as a possibility; and those freshmen planning a major in some area of business who would like a broad understanding of business in order to make a specific selection of their major. A declared major in the College of Business Administration who has accumulated more than 30 semester hours of credit at the time of enrollment in the course will not receive credit for the course. 3(3-0) F,S

FGB 150 Personal Finance

A study of personal finance topics from the consumer and societal perspectives. Topics include the preparation and interpretation of personal financial statements and budgets, the time value of money, personal saving, financial market and investment fundamentals, the effective use of consumer credit, personal bankruptcy, insurance principles, automotive and housing decisions, principles of personal taxation, and retirement planning. This course will provide students with the concepts and critical thinking skills to understand the effects of financial decisions on individuals, families, and society. 3(3-0) F,S

FGB 200 Topics in General Business

A variable content course with topics that can change from semester to semester. Topics are identified by title in the class schedule. Examples are: Personal Budgeting, Residential Home Construction, Insurance for the Family, Personal Credit Management, and Business Ethics. May be repeated to a total of 6 hours. 1-3 D

FGB 303 History of Business

Prerequisite: undergraduate business majors must be admitted to COBA. History of business; contributions of individuals and companies in evolution of modern business principles and practices. 2(2-0) D

FGB 305 Service Learning in Business

Prerequisite: 30 hours and concurrent registration in a Finance and General Business department course designated as a service learning offering; and undergraduate business majors must be admitted to COBA. This service component for an existing course incorporates community service with classroom instruction in business to provide an integrative learning experience that addresses the practice of citizenship and promotes an awareness of and participation in public affairs. Includes 40 hours of service that benefits an external community organization, agency, or public service provider. Approved service placements and assignments will vary depending on the course topic and learning objectives; a list of approved placements and assignments is available from the instructor and the Citizenship and Service Learning Office. May be repeated but no more than two hours of service learning credit may count toward graduation. 1 F,S

FGB 307 Business in the Community

Prerequisite: undergraduate business majors must be admitted to COBA. Study and application of business within the community. Topics include: planning and management of organizations from the viewpoint of education, community, and business; development of new business; organizational structure; interpersonal skills; funding and allocation resources of private, public and non-profit organizations. Allows for direct contact with local community leaders in education and business as well as opportunity to develop individual skills. Group dynamics and individual initiative are emphasized. May be available with FGB 305 Service Learning option and be repeated to a total of 6 hours. 2 F,S

FGB 310 Fundraising Principles and Practices for Nonprofit Agencies

Prerequisite: undergraduate business majors must be admitted to COBA. Comprehensive study of various funding sources for not-for-profit organizations. Explores relationships with umbrella organizations, techniques of fundraising, government funding, grantsmanship, budget control and accountability. 3(3-0) D

FGB 350 Entrepreneurial Finance

Prerequisite: ACC 201. This course introduces the non-business major to the finance function within the small business. Topics include financial statement analysis, financial planning and forecasting, asset valuation, the time value of money, capital budgeting, cost of capital, working capital, break-even, leverage, business plans, and venture capital. This course may not be used to satisfy any requirements for a COBA major. Students may not receive credit for both FGB 350 and FGB 380. 3(3-0) F

FGB 380 Financial Management

Prerequisite: 54 hours including ACC 201 and ACC 211 and ECO 155 and ECO 165; and QBA 237 or equivalent; undergraduate business majors must be admitted to COBA. An introduction to topics in corporate financial management, including financial markets, time value of money, asset valuation, risk and return, financial analysis and forecasting, capital budgeting, sources, and costs of capital. 3(3-0) F,S

FGB 381 Personal Financial Planning

Prerequisite: 54 hours; undergraduate business majors must be admitted to COBA. A course designed to introduce students to most of the major personal financial planning problems that individuals and families encounter. Emphasis is placed on the financial planner's activities to assist individuals and families in creating personal financial statements and household budgets, developing effective money management practices, and

addressing taxation, housing, credit, insurance, investment, estate planning and other important finance issues. 3(3-0) F,S

FGB 384 Financial Markets and Intermediaries

Prerequisite: ACC 201 and ACC 211 and ECO 155 and ECO 165; undergraduate business majors must be admitted to COBA. An overview of the organization and operation of major financial markets including money, bond, mortgage, equity, derivative, and international markets, and financial intermediaries including lenders, insurance companies, pension funds, investment banks, investment companies, and real estate investment trusts. 3(3-0) F,S

FGB 386 Financial Analysis

Prerequisite: grade of B- or better in FGB 380; and undergraduate business majors must be admitted to COBA. An introduction to the study of financial analysis, including a critical examination of the strengths and weaknesses of current financial reporting. 3(3-0) F,S

FGB 390 Intermediate Financial Management

Prerequisite: grade of B- or better in FGB 380; and undergraduate business majors must be admitted to COBA. An in-depth study of corporate financial management concepts, including risk and return, valuation, financial analysis and forecasting, capital budgeting, cost of capital, capital structure, working capital, leasing, and global finance. The course utilizes electronic spreadsheets as a tool to enhance the quality of financial decisions. 3(3-0) F,S

FGB 394 Cooperative Education in Finance and General Business

Prerequisite: acceptance into Cooperative Education Program and permission of department head; undergraduate business majors must be admitted to COBA. The opportunity to earn academic credit in a planned learning process that integrates academic training with a supervised work experience. This is a variable content course that may be repeated to a total of 6 semester hours in Cooperative Education. 1-3 D

FGB 397 Topics in Business

Prerequisite: undergraduate business majors must be admitted to COBA. A variable content course with topics that can change from semester to semester. Topics are identified by title in the schedule of classes. Examples include: Employment Discrimination Law, Tax Planning for Real Estate Investments, and special courses in Insurance. May be repeated to a total of 6 hours. 1-3 D

FGB 480 Financial Decision Making

Prerequisite: FGB 390; undergraduate business majors must be admitted to COBA. Application of the concepts and techniques of finance to solve financial management problems faced by contemporary companies. The course emphasizes the development of financial decision-making skills through in-depth case analysis. 3(3-0) F,S

FGB 484 Management of Banking

Prerequisite: grade of B- or better in FGB 380; and either FGB 384 or ECO 305; and undergraduate business majors must be admitted to COBA. A study of the management problems encountered in banking. The emphasis is upon the application of analysis and problem solving techniques to the solution of realistic problems and opportunities of individual banking institutions. The case study method is an integral learning technique. 3(3-0) S

FGB 485 Investments I

Prerequisite: grade of B- or better in FGB 380; and undergraduate business majors must be admitted to COBA. A survey of investment principles, investment environments, security valuation, and financial markets. 3(3-0) F,S

FGB 487 Investments II

Prerequisite: FGB 485; and undergraduate business majors must be admitted to COBA. An extension of Investments I, including

an in-depth study of security analysis, investment strategy, portfolio theory, risk analysis, and management. Hedging and speculating with domestic and international securities will also be explore. 3(3-0) F,S

FGB 494 Internship

Prerequisite: 80 hours; academic preparation in the field of internship; permission of department head; and undergraduate business majors must be admitted to COBA. A variable content course. Internships to be identified by title in the schedule of classes include Finance, Financial Planning, General Business, Insurance, and Real Estate. Opportunity to obtain practical understanding through work experience with a cooperating business or financial institution, financial planning firm, insurance company or real estate firm. Employment and outline of study must be company approved prior to enrollment. May be repeated to a total of 3 hours. 1-3 F,S

FGB 495 Financial Markets Study Tour

Prerequisite: FGB 384 and FGB 485; a combined (Missouri State and transfer) GPA of 3.40 or higher; recommendation of a finance faculty member; permission of department head; and undergraduate business majors must be admitted to COBA. The course consists of three parts; 1. Background research and discussion of selected companies and institutions of one or more major financial center(s) (e.g. New York, Chicago, and/or London) and the economic, political, international, historical, social, ethical, and cultural environment in which they function. 2. A visit of approximately seven days' duration to the financial center(s) to visit selected companies, financial markets, and cultural icons. 3. A final written project and group discussion of the experience. The course involves extensive research, written and oral reporting, and group interaction based upon trust, respect and integrity. 3(3-0) D

FGB 496 Readings in Finance

Prerequisite: permission of department head; and undergraduate business majors must be admitted to COBA. Planned readings designed to intensify and supplement the area of finance. 1-2 D

FGB 500 Managerial Finance

Prerequisite: ACC 500 and ECO 500, and permission of a director of a COBA Graduate Program. Comprehensive study of the finance function in the business enterprise, including financial analysis-planning-forecasting, capital budgeting, leasing, working capital management, capital structure, dividend policy, and multinational finance. Designed for graduate students who have not had an undergraduate course in financial management in the last five years. This course will not be counted in the hours required for a COBA undergraduate or graduate degree. May be taught concurrently with FGB 600. Cannot receive credit for both FGB 600 and FGB 500. 3(3-0) F,S

FGB 510 E-Business and Online Entrepreneurship

Prerequisite: 54 hours; and undergraduate business majors must be admitted to COBA. A study of e-business and online entrepreneurship from an applied, best practices point of view. Classroom visits by online entrepreneurs provide unique, real-world insights into the advantages, disadvantages, and challenges of doing business over the Internet. May be taught concurrently with FGB 610. Cannot receive credit for both FGB 610 and FGB 510. 3(3-0) F

FGB 581 Professional Financial Planning

Prerequisite: ACC 321 and FGB 381 and FGB 485 and RIL 211 and RIL 231; and RIL 314 or concurrent enrollment; and RIL 538 or concurrent enrollment; and undergraduate students must be admitted to COBA. A case-oriented study of comprehensive financial planning for client families. This course integrates prior knowledge of financial planning principles and practice, investments, insurance, law, tax planning, retirement planning, and estate planning. Advanced topics in these subjects are also presented. The financial planning process, standards of

professional practice, and planner ethics are emphasized. May be taught concurrently with FGB 681. Cannot receive credit for both FGB 681 and FGB 581. 3(3-0) S

FGB 582 International Financial Management

Prerequisite: grade of B- or better in FGB 380 or FGB 500; and undergraduate business majors must be admitted to COBA. This course is designed to survey how the key concepts of business finance can be applied in the context of a multinational firm. Topics include: the nature and functioning of the foreign exchange market, parity conditions, foreign exchange risk management, and international investment and financing decisions. 3(3-0), F,S

FGB 596 Research Issues and Problems: Finance and General Business

Prerequisite: 60 hours; and permission of department head; and undergraduate business majors must be admitted to COBA. Research issues and problems growing from special areas of a student's interest which may require additional depth or breadth of study. Student's proposal and outline of study must be approved prior to enrolling. May be repeated to a total of 6 hours. May be taught concurrently with FGB 697. Cannot receive credit for both FGB 697 and FGB 596. 1-3 D

FGB 599 Directed Study for CFA Level I Exam

Prerequisite: permission of instructor; and undergraduate business majors must be admitted to COBA. The professor and student will devise a study plan, based upon the CFA Institute's Common Body of Knowledge, that will best-prepare the student to pass the CFA Level I Exam in June of the current year. May be taught concurrently with FGB 699. Cannot receive credit for both FGB 699 and FGB 599. 3, S

Real Estate, Insurance, and Law Courses

RIL 211 Insurance

Prerequisite: 24 hours. Principles and functions of property, casualty and life insurance with applications in both personal and business situations. 3(3-0) F,S

RIL 231 Legal Environment of Business

Prerequisite: 24 hours. Ethical and legal issues in the domestic and international regulatory environment of business. Foundations of legal reasoning, case analysis, legal dispute resolution and reporting, court systems and sources of law. Substantive areas of torts, contracts, sales, products liability and consumer rights and remedies. Contemporary legal issues explored in such areas as: regulation of environmental practices, deceptive advertising, debt collection, employment, anti-trust and computer law. 3(3-0) F,S

RIL 266 Principles of Real Estate

Prerequisite: 24 hours. An introduction to the study of real estate. Topics covered include legal aspects of real property, real estate financing, appraisal, brokerage, land-use control, property management, and investing in real estate. 3(3-0) F,S

RIL 312 Life Insurance

Prerequisite: RIL 211; undergraduate business majors must be admitted to COBA. Nature and types of life insurance and annuity contracts insuring human life values for business and personal purposes; principles underlying the calculation of life insurance and annuity premiums, reserves, nonforfeiture values and dividends; introduction of group life insurance, pensions, health, social insurance, settlement options, taxation as related to life insurance programming. 3(3-0) S

RIL 313 Property and Liability Insurance

Prerequisite: RIL 211; undergraduate business majors must be admitted to COBA. Analysis and application of risk and insurance principles to direct and consequential losses in fire, marine, inland marine, multiple-line coverages, liability, workers' compensation, fidelity, surety, and crime perils. 3(3-0) F

RIL 314 Employee Benefits and Social Insurance

Prerequisite: 30 hours; undergraduate business majors must be admitted to COBA. The study of group life and health insurance, retirement programs, Social Security, and other social insurance programs as devices to mitigate economic losses from death, disability, medical costs, retirement, and unemployment in relation to personal and business risk problems. 3(3-0) S

RIL 332 Debtor and Creditor Rights and Remedies

Prerequisite: RIL 231; undergraduate business majors must be admitted to COBA. Legal aspects of financial transactions. The rules of law governing financial transactions in today's business and personal affairs. Topical areas include commercial paper, secured transactions, and bankruptcy. 1(1-0) F,S

RIL 335 Business Enterprises, Rights/Liabilities

Prerequisite: RIL 231 and undergraduate business majors must be admitted to COBA. Legal alternatives in the structuring of the business enterprise and its relationship with employees. Topical areas include personal property, bailments, real property, leaseholds, intellectual property rights, franchises, sole proprietorships, partnerships, corporations, LLC's, agency and employment law. Cannot receive credit for both RIL 335 and RIL 533. 2(2-0) F,S

RIL 341 Legal Research and Writing

Prerequisite: RIL 231; undergraduate business majors must be admitted to COBA. Use of primary and secondary legal sources and indexes are examined, including state and federal statutes, government regulations, cases, Shepard's, Missouri Practice series, law reviews and legal encyclopedias; types of legal writing are introduced; research techniques are applied to case analysis and legal writing. 3(3-0) F

RIL 367 Principles of Real Estate Appraisal

Prerequisite: RIL 266; undergraduate business majors must be admitted to COBA. An introduction to the study of real estate appraisal. Topics covered include data collection and analysis, neighborhood and regional analysis, land and building function and description, highest and best use analysis, land valuation and improved property valuation. 3(3-0) F

RIL 368 Real Estate Law

Prerequisite: RIL 266; and undergraduate business majors must be admitted to COBA. Rights and interests in land; evidence of title; co-ownership; contracts for sale of land; deeds; wills and descent; mortgages; liens; landlord and tenant; restrictions; zoning; brokers. 3(3-0) S

RIL 369 Real Estate Development

Prerequisite: RIL 266; undergraduate business majors must be admitted to COBA. This course introduces the development process through its four major phases: concept, land acquisition, construction, and sales. Topics covered include project selection, debt and equity funding (obtainable from individual, institutional, and governmental sources), regulatory approval, environmental impact, and marketing. 3(3-0) S

RIL 397 Insurance Topics

Prerequisite: undergraduate business majors must be admitted to COBA. Students taking course as independent study, readings, or professional designation courses must obtain department head approval prior to enrollment. A variable content course to intensify and supplement the study of insurance, designed for students desiring to develop toward professional competence in property/casualty, risk management, life/health, employee benefits, financial services, and insurance-related areas. Course design may include independent study, readings, professional designation courses, and/or traditional classroom work. Course may be repeated for a maximum of 6 hours. 1-3 D

RIL 415 Risk Management

Prerequisite: 80 hours including RIL 211; undergraduate business majors must be admitted to COBA. Identifying and analyzing the loss exposures. Developing alternative techniques

for treating each exposure with emphasis on risk control and risk financing. 3(3-0) S

RIL 500 Legal Environment for Business Managers

Prerequisite: permission of a director of a COBA Graduate Program. Contemporary legal and ethical issues encountered by business managers will be discussed, including issues related to torts, vicarious liability, products liability issues; formation and enforcement of contracts and sale of goods; regulatory environment affecting employment practices/discrimination, product advertising and environmental responsibility; economic development issues associated with environmental sustainability, property rights, constitutional law and city planning. Agency liabilities and fiduciary responsibilities of agents and managers in business organizations will be examined. An overview of the court system and legal dispute resolution mechanisms will be integrated. This course is primarily intended for MBA students who do not have equivalent undergraduate business law course work, and this course will not be counted in the hours required for a COBA undergraduate or graduate degree. May be taught concurrently with RIL 600. Cannot receive credit for both RIL 600 and RIL 500. 3(3-0) F,SE

RIL 531 Labor Law and Employment Discrimination

Prerequisite: RIL 231 or RIL 500; and undergraduate business majors must be admitted to COBA. Legal, regulatory, and ethical issues related to employer-employee relationship, including employment-at-will doctrine, discrimination and union contracts. May be taught concurrently with RIL 631. Cannot receive credit for both RIL 631 and RIL 531. 3(3-0) F

RIL 532 Legal Environment of Business Organizations for Professionals

Prerequisite: RIL 231; and 90 hours; and undergraduate business majors must be admitted to COBA. Agency and employment responsibilities and liabilities facing new and traditional forms of business organizations are compared, along with selected tax and security regulation issues. Personal and real property concepts are examined, along with environmental exposure issues. Selected contract and UCC concepts are reviewed. Issue recognition, problem analysis approach and testing mechanisms are especially appropriate for individuals taking the CPA or

other professional exams. Students who receive credit for RIL 532 may not also receive credit for RIL 335. May be taught concurrently with RIL 632. Cannot receive credit for both RIL 632 and RIL 532. 3(3-0) S

RIL 537 Environmental Regulation

Prerequisite: undergraduate business majors must be admitted to COBA. Laws and government environmental regulation of air, water and soil quality, energy resources, solid and toxic waste disposal, storage tanks, toxic torts, labeling of toxic substances, recycling; ethical, public policy and international implications such regulations pose for business practices, natural resource utilization, health quality and biodiversity. May be taught concurrently with RIL 637. Cannot receive credit for both RIL 637 and RIL 537. 3(3-0) SO

RIL 538 Introduction to Estate Planning

Prerequisite: 80 hours; and undergraduate business majors must be admitted to COBA. Estate planning process; fundamentals of intestate distribution, wills, trusts, gifts, life insurance; taxes incidental to an estate; administration of estates and trusts; analysis and selection of devices for lifetime and testamentary transfers of property. May be taught concurrently with RIL 638. Cannot receive credit for both RIL 638 and RIL 538. 3(3-0) F

RIL 539 Legal Regulation of International Commerce

Prerequisite: RIL 231 or RIL 500; and undergraduate business majors must be admitted to COBA. Legal and ethical issues associated with doing business in a global economy. Difference in approach to contracting and merchandising; product standards, protection and liability; trade barriers and regulation of business practices. May be taught concurrently with RIL 639. Cannot receive credit for both RIL 539 and RIL 539. 3(3-0) D

RIL 550 Negotiation, Mediation, and Arbitration in Business

Prerequisite: 60 hours; and RIL 231; and undergraduate business majors must be admitted to COBA. A practical, skills-based study of negotiation, mediation, and arbitration from the business manager's perspective. This hands-on course is designed to develop the skills necessary to enable the business manager to effectively participate in negotiation, mediation, and arbitration as alternatives to litigation for resolving business disputes. May be taught concurrently with RIL 650. Cannot receive credit for both RIL 550 and RIL 650. 3(3-0), F,S

Department of Management

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Faculty (as of April 13, 2009)

Professors: D. Keith Denton, Ph.D.; Corinne M. Karuppan, Ph.D.; Robert O. Lunn, Ph.D.; Peter Richardson, Ph.D.; Elizabeth Rozell, Ph.D.; Steven L. Thomas, Ph.D.

Associate Professors: Karen L. Brown, D.B.A.; Mary K. Coulter, Ph.D.; Vinay K. Garg, Ph.D.; Benjamin D. Goss, Ed.D.; Wesley A. Scroggins, Ph.D.

Assistant Professors: William J. Donoher, Ph.D.; Dana L. Haggard, Ph.D.; Brent H. Kinghorn, Ph.D.; Melody LaPreze, Ph.D.; D. Michael Leibert, Dh.A.; Philip Rothschild, Ph.D.; Karen Lee Woodall, Ed.D.

Instructors: Michal Dale, M.A.; Dana J. Frederick, MBA; Patricia A. Lambert, Ed.D.; Joyce E Lopez, M.S.Ed.; Glenn R. Pace, MBA

Emeritus Professors: Yohannan T. Abraham, Ph.D.; Charles W. Boyd, Ph.D.; Mona J. Casady, Ph.D.; Lena M. Cunningham-Smith, Ed.D.; Patricia Feltes, Ph.D.; Kenneth Horn, Ed.D.; Thomas H. Inman, Ed.D.; Ernest L. Laske, M.B.A.; Arnola C. Ownby, Ed.D.; Edward Skiffington, M.S.; Robert L. Trewatha, Ph.D.; Bobby C. Vaught, Ph.D.; Lynn E. Wasson, Ed.D.; Ralph W. Williams, Ph.D.

Accreditation

AACSB International-The Association to Advance Collegiate Schools of Business - all programs.

Graduate Program

The following graduate program is available: Master of Health Administration degree. Refer to the Graduate Catalog for more information.

Accelerated Master of Business Administration degree:

Eligible undergraduate students majoring in the College of Business Administration may apply for preliminary acceptance into the Master of Business Administration degree program during the second semester of their junior year after admission requirements for the accelerated masters program have been satisfied. If approved, up to six hours of graduate level COBA courses taken in the senior year may be designated as "mixed credit" and counted toward both the undergraduate and graduate degree programs. See the Graduate Catalog or contact the MBA program director for further information and guidelines.

For courses to be designated as Mixed Credit, the graduate advisor, undergraduate department head, and Graduate College dean must approve by signing the Permission for Mixed Credit form. This form must be provided to the Office of the Registrar in Carrington Hall 320 no later than the end of the Change of Schedule Period for the semester.

General Information

Health Care Management: Health Care Management courses and a Health Care Management minor are offered through the Nursing Department. See the Nursing Department section of catalog for details.

Majors

Entertainment Management (Comprehensive)

Bachelor of Science

- A. General Education Requirements - see "General Education Program" section of catalog

- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog
- C. Major Requirements (33 hours)
1. MGT 310(3), 410(3), 345(3), 494(3); MKT 410(3); ACC 311(3); RIL 335(3)
 2. Complete 12 hours from the following: MGT 341(3), 367(3), 368(3), 397(3), 465(3), 486(3); FGB 390(3); RIL 266(3), 415(3); THE 150(2), 250(2) or 255(2), 354(3), 495(3); HRA 215(3), 430(3); REC 320(3), 422(3); COM 439(3); GRY 308(3), 310(3), 324(3), 326(3); PLN 325(3); MUS 362 or 375 or 376 or 393; MUS 529(3)
- D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Entrepreneurship (Comprehensive)

Bachelor of Science

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog
- C. Major Requirements (29-30 hours)
1. FGB 390(3); MGT 341(3), 345(3), 384(3), 543(3), 561(3); MKT 352(3) or 354(3) or 355(3)
 2. Complete 8-9 hours from the following: ACC 311(3); FGB 510(3); IDM 458(3), 510(3); MGT 367(3), 368(3), 447(3); MKT 474(3); RIL 335(2)
- D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Management (Comprehensive)

Bachelor of Science

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog

C. Major Requirements

Complete one of the following options:

1. **Administrative Management:**

- a. ACC 311(3); QBA 337(3); MGT 341(3), 342(3), 345(3), 368(3)
- b. Complete two courses from: MGT 367(3), 384(3), 397(3), 442(3), 447(3), 465(3); RIL 335(2)

2. **Human Resources Management:**

- a. ACC 311(3); QBA 337(3); MGT 341(3), 345(3), 450(3) or 451(3), 465(3), 546(3); RIL 314(3)
- b. Complete one course from: ECO 310(3); PLS 356(3); MGT 410(3), 447(3), 466(3)

3. **Operations Management:**

- a. ACC 311(3); QBA 337(3); MGT 341(3), 345(3), 368(3)
- b. Complete three course from: MGT 367(3), 447(3), 467(3), 565(3), 567(3); ACC 556(3); IDM 359(3)

4. **International Business Administration:** The International Business Administration option must satisfy the following foreign language, geographic region, special international courses, and operational/cultural environment requirements.

- a. Foreign Language: Choose a language for a minimum of 12 semester hours above 100 level courses. A course in conversation is required. (The foreign language requirement may be waived with demonstrated proof of competency in the oral and written skills equivalent to the foreign language requirement.)

International students whose native language is not English may be waived from the language requirement subject to the following:

1. The student is a graduate of a secondary school in his/her home country.
 2. The native language is complementary to the Geographic Region of Specialization.
 3. The waiver will not result in a reduction of the total credit hours required toward the degree. The curriculum advisor in charge of International Business Administration option may recommend specific courses either in the English language and/or complementary to the major to make up the 12 credit hours.
- b. Geographic Region of specialization: Select one of the following regions associated with the language chosen, obtaining a minimum of three courses in at least two departments for a total of nine credit hours.
 1. Asia (Pacific Rim Countries): ANT 335(3); GRY 305(3), 320(3), 323(3), 397(1-3); PLN 597(1-5); HST 200(3), 340(3), 380(3), 381(3), 571(3), 597(1-3) - Asian History; LLT 215(3); MCL 303(3); PHI 314(3); PLS 545(3)
 2. Latin America: GRY 305(3), 320(3), 323(3), 397(1-3); PLN 597(1-5); HST 200(3), 350(3), 587(3), 597(1-3) - Latin American History; MCL 303(3); PLS 539 or 342(3), 548(3); SPN 302(3), 326(3)
 3. Europe: GRY 297(1), 305(3), 320(3), 323(3), 397(1-3); PLN 597(1-5); HST 200(3), 340(3), 353(3), 355(3), 361(3), 556(3), 559(3), 597(1-3) - European History; LLT 225(3); MCL 303(3); PLS

205(3), 341(3), 547(3); SPN 325(3); FRN 325(3), 326(3); GRM 325(3)

- c. Special International Courses: MGT 447(3); MKT 474(3) and one course from: FGB 582(3); ECO 565(3); GRY 100(3), 308(3), 321(3), 323(3); HST 328(3); PLS 205(3), 232(3); RIL 539(3)
- d. Operational or Cultural Environment: This may be satisfied by a minimum of one semester of successful participation in an academic program consisting of coursework at an accredited overseas institution and/or internship at a firm in a foreign country consistent with the student's area of specialization approved by the curriculum advisor in charge of International Business Administration option. An exception to this may be made in the case of international students coming from a country that is consistent with their Geographic Region of Specialization; however, this action will not result in a reduction of the total hours required toward the degree. The curriculum advisor in charge of International Business Administration option may recommend specific courses either in English language and/or complementary to the major toward the total credit hour requirement toward the degree.
- e. Suggested Optional Electives: ANT 226(3), 320(3), 330(3); ACC 505(3); ECO 305(3), 561(3); HST 101(3), 102(3); MGT 397(3), 561(3); PLS 342(3); SOC 380(3)

D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Minors

Entrepreneurial Studies

Bachelor of Science

- A. ACC 201(3); MKT 350(3); MGT 340(3), 384(3); FGB 350(3)
- B. Complete two courses from: MGT 341(3), 345(3); RIL 231(3); MKT 352(3) or 354(3) or 355(3); FGB 510(3)

Entrepreneurship

Bachelor of Science

- A. MGT 345(3), 384(3), 543(3); FGB 390(3)
- B. Complete 6 hours from: MGT 341(3), 367(3), 447(3), 561(3); MKT 352(3) or 354(3) or 355(3); FGB 510(3)

Human Resources Management/Industrial-Relations

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

- A. ACC 201(3); ECO 155(3); MGT 340(3), 345(3)*
- B. Complete two courses from: MGT 450(3), 451(3), 465(3), 466(3), 546(3)

*Students interested in personnel management in the public sector may substitute PLS 356(3) for MGT 345(3). Related electives but not required for a minor: ECO 310(3); RIL 531(3); MGT 341(3); PLS 356(3); PSY 529(3); SOC 309(3).

International Management
Bachelor of Applied Science
Bachelor of Arts
Bachelor of Science

- A. ACC 201(3); ECO 155(3); MGT 340(3), MKT 350(3); MGT 447 or MKT 474(3)
 B. Complete one course (not taken as part of above) from: MGT 447(3); MKT 474(3); ECO 565(3); FGB 582(3)

Leadership
Bachelor of Science

- A. MGT 340(3), 341(3), 440(3), 441(3), 442(3)

Management
Bachelor of Applied Science
Bachelor of Arts

- A. ACC 201(3); ECO 155(3); MGT 340(3)
 B. Complete three courses from: MGT 325 or 345(3), MGT 341(3), 342(3), 364(3), 367(3), 368(3), 384(3), 560(3), 561(3)

Management
Bachelor of Science

- A. ACC 201(3), 211(3); ECO 155(3); MGT 340(3)
 B. Complete three courses from: MGT 341(3), 342(3), 325 or 345(3), 384(3), 546(3)
 C. Complete two courses from: MGT 364(3), 367(3), 368(3), 560(3), 561(3)

Operations Management
Bachelor of Science

- A. ACC 201(3), 211(3); ECO 165(3); MGT 340(3), 364(3); QBA 237(3)
 B. Complete three courses from the following (not required in any other program): MGT 367(3), 368(3), 447(3), 467(3), 565(3), 567(3); ACC 311(3), 556(3); IDM 359(3)

University Certificate (undergraduate)

Entrepreneurship

The Entrepreneurship undergraduate certificate program provides a 15 hour educational experience in the entrepreneurial discipline. Students will receive instruction in a variety of areas including accounting, marketing, management, finance, and business planning.

Entrance Criteria: Students must not be admitted to a COBA degree program.

Required Courses: ACC 201(3); FGB 350(3); MGT 340(3), 384(3); MKT 350(3)

Management Courses

MGT 211 Talent Management in the Entertainment Industry

Prerequisite: 45 hours. Introduction to the roles, knowledge, and skills helpful to the development and growth of talent in the entertainment industry. While the primary focus will be on the relationship between the personal manager and the recording artist/group in the music industry, attention will also focus on strategies for expanding opportunities across the entertainment industry. 1(1-0) D

MGT 286 Business Communications

Prerequisite: ENG 110. Managerial business communication theory and practice that includes speaking to large groups, interacting within small groups, improving listening skills, composing messages, writing reports based on library research, making ethical decisions, and communicating with other cultures and nationalities. 3(3-0) F,S

MGT 300 Service Learning in Management

Prerequisite: 54 credit hours, concurrent registration in a management course designated as a service learning offering; and undergraduate business majors must be admitted to COBA. This service component for an existing course incorporates community service with classroom instruction in Management to provide an integrative learning experience that addresses the practice of citizenship and promotes an awareness of and participation in public affairs. Includes 40 hours of service that benefits an external community organization, agency, or public service provider. Approved service placements and assignments will vary depending on the specific course topic and learning objectives; a list of approved placements and assignments is available from the instructor and the Citizenship and Service Learning Office. May be repeated but no more than two hours of service learning may count toward graduation. 1 F,S

MGT 310 Introduction to the Entertainment Industry

Prerequisite: 54 credit hours; and undergraduate business majors must be admitted to COBA. An introduction to the field such as managerial roles and organizational structures. Topics will also include an exposure to policies, legal, social, economic, and financial characteristics of this industry. 3(3-0) F

MGT 320 Patterns of Management

Prerequisite: 54 credit hours. A course designed specifically for non-business majors desiring a knowledge of management and its importance and application in various fields. Topical areas include: management functions and problems, decision-making, organizational design, managerial/non-managerial relationships, and management job opportunities. May not be taken for credit by students who have previously received credit for MGT 340. 3(3-0) D

MGT 325 Fundamentals of Personnel Administration

Prerequisite: 54 credit hours. This course is designed for non-business majors. Topics include principles of employee supervision, recruitment, selection, training and development, compensation, labor relations, and separation. This course will be of particular value to managerial, supervisory, administrative, professional, and technical personnel in a variety of organizational settings. Does not count toward Business Administration major. May not be taken for credit by students who have previously received credit for MGT 345. 3(3-0) D

MGT 340 Organizational Behavior and Management

Prerequisite: 54 credit hours, including PSY 121; and undergraduate business majors must be admitted to COBA. A study of individual, interpersonal, and group behavior within organizations and the behavioral implications of management processes. The interaction of human, technological, structural, global, ethical, and environmental factors are also discussed. A "C" grade or better is required in this course to take ACC 555. This course may not be taken Pass/Not Pass. 3(3-0) F,S

MGT 341 Advanced Organization Behavior and Development

Prerequisite: MGT 340; and undergraduate business majors must be admitted to COBA. An in-depth study of individual and organizational behaviors and processes. Such areas as individual differences, group dynamics, organizational processes, organizational change/development, and culture and ethics will be addressed utilizing a variety of interactive teaching methods. 3(3-0) F,S

MGT 342 Organization Structure and Design

Prerequisite: MGT 340; and undergraduate business majors must be admitted to COBA. A study of the macro-organization functioning with emphasis on how organization design dimensions interrelate to effect performance. Organization dimensions studied include environment, technology, size, structure, and effectiveness. 3(3-0) F,S

MGT 345 Human Resources Management

Prerequisite: MGT 340; and undergraduate business majors must be admitted to COBA. A study of the personnel functions of procurement, development, compensation, integration, and the maintenance of human resources within the framework of total available resources used in the accomplishment of organizational goals. 3(3-0) F,S

MGT 364 Operations Management

Prerequisite: MGT 340; nonbusiness majors QBA 237 or equivalent; and undergraduate business majors must be admitted to COBA. Exploration of competitive priorities to improve performance in a variety of business environments. Application of analytical tools to manage processes and projects within and across business functions. Flexible content to reflect trends in the occupational marketplace. 3(3-0) F,S

MGT 367 Purchasing and Supply Management

Prerequisite: MGT 364; and undergraduate business majors must be admitted to COBA. A study of the processes and problems involved in acquiring and controlling materials and services required for operations management in business, industry, and government. Includes source selection, quality and quantity control, value analysis, and negotiation and legal consideration. 3(3-0) F

MGT 368 Management Decision Making

Prerequisite: MGT 364; and undergraduate business majors must be admitted to COBA. Quantitative techniques that aid the manager in making rational decisions. A study of the methods used in evaluating and selecting resources relative to achieving organizational objectives. 3(3-0) F,S

MGT 384 Entrepreneurship

Prerequisite: ACC 201 and MGT 340 and MKT 350; and undergraduate business majors must be admitted to COBA. An exposure to the dynamics of identifying opportunities and dealing with the risks of implementing new ideas and ventures. In consultation with the instructor, students assess the viability of real business ventures. Cases are referred through the Small Business Development Center. Emphasis is placed on team preparation and presentation of a feasibility study. 3(3-0) F,S

MGT 394 Cooperative Education in Management

Prerequisite: acceptance into Cooperative Education Program and permission of department head; and undergraduate business majors must be admitted to COBA. The opportunity to earn academic credit in a planned learning process that integrates academic training with supervised work experience. This is a variable content course that may be repeated to a total of 6 semester hours in Cooperative Education. 1-3 F,S

MGT 397 Business Report Writing

Prerequisite: MGT 286; and undergraduate business majors must be admitted to COBA. Intensive preparation in the fundamentals of writing various types of business reports. Attention given to methods of and practice in determining the purpose, planning the investigation, collecting and organizing data, interpreting findings, and making oral and written presentations. 3(3-0) F,S

MGT 398 Managerial Communication

Prerequisite: UHC 110 and COM 115 and ENG 221; and undergraduate business majors must be admitted to COBA. Accelerated study of organizational communications theory and practice. Emphasis on international communication and ethics.

Individual and small group development of a variety of business documents and presentations. Replaces MGT 286 and 397. 3(3-0) S

MGT 400 Topics in Management

Prerequisite: MGT 340; and undergraduate business majors must be admitted to COBA. A variable content course with topics that can change from semester to semester depending upon student and faculty interests. Topics generally require previous study in management. Examples: entrepreneurship, federal regulation of personnel management, designing structure for growth organizations, computerization and human resource management, stress and time management, managing not-for-profit organizations, women in management, and management feasibility studies. May be repeated to a total of 3 hours. 1-3 D

MGT 408 Sponsorships in Entertainment and Sport

Prerequisite: undergraduate business majors must be admitted to COBA. Study of how sponsorship is a symbiotic revenue relationship between a brand and an entertainment/sport property, including reasons for the growth of sponsorship, benefits for brands, and benefits for properties. Other concepts examined include activation, cross-promotion, sponsorship tiers, associative benefits, sponsorship sales, and evaluative techniques for sponsorships. 1(1-0) D

MGT 410 Venue Management

Prerequisite: undergraduate business majors must be admitted to COBA; Recommended: MGT 310. Study of the management of venues such as convention centers, sports arenas, theme parks, performing arts centers, etc. Topics addressed include technical, financial, legal, risk, contracting, and political implications. 3(3-0) D

MGT 412 Managing Events in Entertainment and Sport

Prerequisite: MGT 340 and MGT 310; and undergraduate business majors must be admitted to COBA; others by permission of instructor. Study of the financing, management and marketing processes of various entertainment and sport events. Topics addressed include alignment of events with organizational values and mission; strategic planning of an event; cost/benefit analysis; operational effectiveness; factors involving promotion, audience, partnerships, environment, revenue and cost centers; management of an event's stakeholder groups; analysis of pre- and post-event activities. 3(3-0) F,D

MGT 413 Managing the Sport Enterprise

Prerequisite: MGT 340 and MGT 310; and undergraduate business majors must be admitted to COBA; others by permission of instructor. Study of the distinct nature of the sport business and the application of planning, organizing, leading, and evaluating techniques applied to the operation of sport enterprises. Topics include the unique nature of the sport product; sport financial management principles, including cost sources and revenue streams; and the impact of sport as a social institution on the marketplace. 3(3-0) S,D

MGT 440 Leadership Foundations and Development

Prerequisite: MGT 340. The focus of this course is a comprehensive review of the writings and theories of leadership. Students will evaluate leadership traits and behavior, the effects of reciprocal influences, transformational leadership, the role of power versus authority, followership, and related matters. Focuses on building skills to inspire and organize people to achieve goals. Applications of theory to practice will be emphasized. Includes comprehensive self-assessments, experiential exercises, action learning projects, and individually tailored skill-improvement plans. 3(3-0), F

MGT 441 Authentic Leadership in Business

Prerequisite: MGT 440. This course examines the unique ethical demands of leadership and prepares students to better meet these challenges. Alternative perspectives of leadership and ethics are explored and applied to emergent ethical issues facing organizations. The overall mission of the course is to promote ethical decision-making and authentic leadership in

organizations. The course seeks to teach students to recognize and be sensitive to moral issues, to consider such issues from multiple perspectives, to engage in a systematic and transparent analysis of alternatives, and to take individual responsibility for their decisions and ethical conduct. Short cases, videos, news stories, self-assessment, exercises, and readings will be used to stimulate discussion. 3(3-0), S

MGT 442 Selected Topics in Organizational Behavior

Prerequisite: MGT 340; and undergraduate business majors must be admitted to COBA. This course will focus on major current and emerging issues in organizational behavior (OB). Issues include topics such as motivation and leadership, communications, stress and wellness programs, group dynamics, etc. A single or selected set of topics will be dealt with in any given offering of the course. Content, research findings, and practical application of major models and theories will be stressed through a variety of approaches intended to maximize student involvement. The course content will vary as demanded by student interest, faculty expertise, and environmental changes. 3(3-0) D

MGT 447 International Management

Prerequisite: MGT 340; and undergraduate business majors must be admitted to COBA. A study of management principles and practices as they relate to the management of international organizations. Emphasis is placed on understanding, analyzing, and integrating managerial concepts within the context of cross-cultural settings. Cannot receive credit for both MGT 447 and MGT 747. 3(3-0) D

MGT 450 Human Resource Development

Prerequisite: MGT 345; and undergraduate business majors must be admitted to COBA. The design, implementation and evaluation of employee development programs. Topics covered include: training needs, analysis, learning theory, training methods, validity, and legal requirements. Specific employee development programs are discussed as they relate to executives, managers, and supervisors in organizations. 3(3-0) D

MGT 451 Human Resource Acquisition

Prerequisite: MGT 345; and undergraduate business majors must be admitted to COBA. An in-depth study of the application of Federal and state laws and regulations to HRM practices regarding the acquisition of human resources, appropriate and effective techniques of job analysis, HR planning, recruitment, and a detailed study of techniques and procedures for ensuring valid and effective selection of employees. 3(3-0) D

MGT 465 Industrial Relations

Prerequisite: MGT 340; and undergraduate business majors must be admitted to COBA. A study of environmental and policy considerations involved between management and labor unions in the industrial relations process. Emphasis is placed on the nature, process, and types of collective bargaining relationships; the interface between parties in preserving effective industrial relations within organizations; and promoting economic stability and growth. 3(3-0) F,S

MGT 466 Advanced Issues in Human Resources Management

Prerequisite: MGT 345 and QBA 237; and undergraduate business majors must be admitted to COBA. An in-depth study of practical human resource management issues and the steps involved in the design and implementation of employee selection systems, training programs, and performance appraisal systems. Included are methods of job analysis and the design and utilization of appraisal forms useful to managers. Based on practical considerations, some experiential techniques are used. Recent developments relevant to human resources practices will also be covered. 3(3-0) D

MGT 467 Service Operations Management

Prerequisite: MGT 364 and undergraduate business majors must be admitted to COBA. The study of operational initiatives and strategic issues to improve service performance. Application of techniques to investigate and resolve problems relative to quality, productivity, and effectiveness in the service firm environment. 3(3-0) S

MGT 486 Administrative Communication

Prerequisite: MGT 286; and undergraduate business majors must be admitted to COBA. Analysis of various business problem situations and development of appropriate communication strategies. 3(3-0) S

MGT 487 Strategic Management and Policy

Prerequisite: 102 credit hours including FGB 380 and MKT 350 and MGT 364 (Marketing majors may substitute MKT 450 for MGT 364); and undergraduate business majors must be admitted to COBA. Integration of specialized areas of business administration; coordination of various business functions from the standpoint of the formulation, implementation and control of business objectives, strategies and policies. 3(3-0) F,S

MGT 494 Internship in Management

Prerequisite: permission of department head and for Entertainment Management majors, completion of MGT 310 or MGT 410; and undergraduate business majors must be admitted to COBA. Opportunity to obtain simultaneously the practical as well as the theoretical knowledge through internship with cooperating businesses. 1-6 D

MGT 496 Readings in Business Administration-Management

Prerequisite: permission of department head; and undergraduate business majors must be admitted to COBA. Planned readings designed to intensify and supplement the area of management. 1-2 D

MGT 500 Administrative, Organizational and Operations Concepts for Managers

Prerequisite: permission of a director of a COBA graduate program. Comprehensive study of the fundamentals of the management function, organizational behavior and design, and production and operations management. Designed for graduate students who have not had undergraduate courses in management or organizational behavior and operations management. This course will not be counted in the hours required for a COBA undergraduate or graduate degree. May be taught concurrently with MGT 600. Cannot receive credit for both MGT 600 and MGT 500. 3(3-0) F,S

MGT 543 New Venture Management

Prerequisite: MGT 384; and undergraduate business majors must be admitted to COBA. Students conduct extensive research and in-depth analysis in starting or expanding their own business venture. Major topics include new venture strategy, sources of capital, and growth management. Emphasis is placed on student preparation and presentation of a complete business plan. May be taught concurrently with MGT 643. Cannot receive credit for both MGT 643 and MGT 543. 3(3-0) F

MGT 546 Direct Compensation System Management

Prerequisite: MGT 345; and undergraduate business majors must be admitted to COBA. Development and management of job-based and individual-based pay systems using job evaluation, skill/competency analysis and certification, wage surveys, and related techniques. The development of performance appraisal systems and the creation of individual-based, team-based, and aggregate performance-based pay systems are studied with emphasis on the strategic aspects of pay, internal consistency, external competitiveness, and legal compliance. May be taught concurrently with MGT 646. Cannot receive credit for both MGT 646 and MGT 546. 3(3-0) S

MGT 560 History of Management Thought

Prerequisite: MGT 340; and undergraduate business majors must be admitted to COBA. Background and interrelationship of classical, behavioral science, systems and quantitative management schools of thought; works of major contributors to contemporary management concepts, practices and theory. May be taught concurrently with MGT 680. Cannot receive credit for both MGT 680 and MGT 560. 3(3-0) D

MGT 561 Practicum in Small Business Operations

Prerequisite: MGT 384; and undergraduate business majors must be admitted to COBA. Students solve real problems within the small business environment. Students gain first-hand experience in assessing and improving the operations of existing entrepreneurial firms. Cases are referred through the Small Business Development Center. May be taught concurrently with MGT 671. Cannot receive credit for both MGT 671 and MGT 561. 3(3-0) S

MGT 565 Advanced OM: Business Process Management

Prerequisite: MGT 364 or MGT 500; and undergraduate majors must be admitted to COBA. An in-depth analysis of business processes from an operations perspective. Study of specific practices and tools to design, improve, and support these processes in a variety of organizational settings. Use of

professional BPM software is emphasized. May be taught concurrently with MGT 675. Cannot receive credit for both MGT 675 and MGT 565. May be taught concurrently with MGT 677. Cannot receive credit for both MGT 677 and MGT 565. 3(3-0) F

MGT 567 Practicum in Operations

Prerequisite: MGT 364 or MGT 500; and one of the following: MGT 367, MGT 368 (or equivalent), MGT 467, MGT 565 or MGT 611; and undergraduate business majors must be admitted to COBA. Real-life experience in applying operational techniques to business and non-profit organizations. Students interests are matched to needs of local organizations to create hands-on projects. 3(3-0) S

MGT 596 Research Issues and Problems: Management

Prerequisite: 90 hours; and permission of department head; and undergraduate business majors must be admitted to COBA. Research issues and projects growing from particular needs which may require additional depth or breadth of study. Outline of study must be approved prior to enrolling. Undergraduates only may repeat to a total of 6 hours. May be taught concurrently with MGT 697. Cannot receive credit for both MGT 697 and MGT 596. 1-3 D

Department of Marketing

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Web Site: <http://www.missouristate.edu/mkt>

Department Head: Professor Robert H. Luke, Ph.D.

Faculty (as of April 13, 2009)

Professors: Melissa S. Burnett, Ph.D.; Ronald L. Coulter, Ph.D.; Nancy K. Keith, Ph.D.; John L. Kent, Ph.D.; R. Stephen Parker, D.B.A.; Dane K. Peterson, Ph.D.; Charles E. Pettijohn, D.B.A.; Linda S. Pettijohn, D.B.A.; Allen D. Schaefer, Ph.D.

Associate Professors: Charles M. Hermans, Ph.D.; Carlo D. Smith, Ph.D.

Assistant Professors: Ronald A. Clark, Ph.D.; Peggy S. Gilbert, M.B.A.; Georg Alex Hamwi, Ph.D.; Christina S. Simmers, Ph.D.; Sarah M. Smith, Ph.D.

Instructors: Mary H. Chin, M.B.A.; Sherry J. Cook, M.B.A.; Christopher H. Ellis, M.B.A.; Courtney R. Pham, M.B.A.; Patrick R. Sells, M.B.A.

Emeritus Professors: T. Sam Brown, Ph.D.; Janice E. Parmley, M.A.; Lois M. Shufeldt, Ph.D.

Accreditation

AACSB International-The Association to Advance Collegiate Schools of Business - all programs.

Graduate Program

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Accelerated Master of Business Administration degree:

Eligible undergraduate students majoring in the College of Business Administration may apply for preliminary acceptance into the Master of Business Administration degree program during the second semester of their junior year after admission requirements for the accelerated masters program have been satisfied. If approved, up to six hours of graduate level COBA courses taken in the senior year may be designated as "mixed credit" and counted toward both the undergraduate and graduate degree programs. See the Graduate Catalog or contact the MBA program director for further information and guidelines.

For courses to be designated as Mixed Credit, the graduate advisor, undergraduate department head, and Graduate College dean must approve by signing the Permission for Mixed Credit form. This form must be provided to the Office of the Registrar in Carrington Hall 320 no later than the end of the Change of Schedule Period for the semester.

Majors

Logistics and Supply Chain Management (Comprehensive)

Bachelor of Science

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog
- C. Major Requirements
 1. MKT 430(3), 440(3), 450(3), 460(3)
 2. Complete four courses from: MKT 351(3), 352(3), 360(3), 394(3), 464(4) or 474(3), 472(3); MGT 367(3); MGT 368(3); QBA 337(3); GRY 321(3)

- D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Marketing (Comprehensive)

Bachelor of Science

- A. General Education Requirements - see "General Education Program" section of catalog
- B. COBA Admission and Program Requirements - see "College of Business Administration/Admission and Program Requirements" section of catalog
- C. Major Requirements
 1. MKT 351(3), 360(3); 464(3) or 474(3), 472(3); QBA 337(3)
 2. Complete one of the following options:
 - a. **Advertising and Promotion:**
 1. MKT 354(3); 380(3) or 390(3); 456(3)
 2. Complete two of the following: MKT 352(3); 380(3) or 390(3) if not taken to fulfill requirement No. 1 above; 480(3) or 510(3); ART 100(3)
 - b. **Marketing Management:**
 1. MKT 352(3), 430(3); MGT 397
 2. Complete two of the following: MKT 354(3), 452(3), 470(3), 476(3), 510(3)
 - c. **Marketing Research**
 1. MKT 352(3), 470(3); 596(3); SOC 305(3); MGT 397 or ENG 321(3)
 2. Recommended electives (not required): MKT 354(3); MGT 561(3)
 - d. **Retailing/Merchandising:**
 1. MKT 352(3), 355(3), 455(3); MKT 394 or 596(3); CTM 187 or MKT 510(3)
 2. Recommended electives (not required): MGT 341(3); MKT 354(3); ART 223(3); HID 343(3); CTM 482(2)
 - e. **Sales/Sales Management:**
 1. MKT 352(3), 451(3), 452(3); MKT 485 or MGT 486(3)
 2. Complete one course from: MGT 345(3); MKT 354(3), MKT 355(3)
 3. Recommended electives (not required): MGT 343(3), 450(3); THE 123(3), 125(2)
- D. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Minors

Advertising and Promotion Bachelor of Applied Science Bachelor of Arts Bachelor of Fine Arts Bachelor of Science

- A. MKT 350(3), 351(3), 354(3), 456(3)
- B. Complete two courses from: ART 100(3); MKT 352(3), 380(3), 390(3); 480(3) or 510(3)

e-Business

Bachelor of Applied Science Bachelor of Arts Bachelor of Science

CIS 370(3) or 510(3); FGB 510(3); MKT 450(3), 510(3); MKT 596(3) or CIS 591(3) - only if senior project is e-business related

International Marketing Bachelor of Applied Science Bachelor of Arts Bachelor of Science

- A. MKT 350(3), 474(3); MGT 340(3), 447(3)
- B. Complete one course from: MKT 464(3); ECO 346(3), 565(3), FGB 582(3); ACC 506(3)

Logistics and Supply Chain Management Bachelor of Applied Science Bachelor of Arts Bachelor of Science

- A. MKT 350(3), 430(3), 440(3), 450(3)
- B. Complete one course from: MGT 367(3); MKT 460(3), 464(3)

Marketing Bachelor of Applied Science Bachelor of Arts Bachelor of Fine Arts Bachelor of Science

- A. MKT 350(3), 351(3)
- B. Complete four courses from: MKT 352(3), 354(3), 355(3), 360(3), 380(3), 430(3), 451(3), 452(3), 455(3), 456(3), 470(3), 472(3), 474(3), 476(3), 480(3), 485(3)

Retailing/Merchandising Bachelor of Applied Science Bachelor of Arts Bachelor of Science

MGT 320 or 340(3); MKT 350(3), 351(3), 352 or 354(3), 355(3), 455(3)

Selling Bachelor of Applied Science Bachelor of Arts Bachelor of Science

- A. MKT 350(3), 351(3), 352(3), 451(3), 452(3)
- B. Complete one course from: MKT 485(3); MGT 345(3), 397(3), 486(3)

Note: Electives are offered since a minimum of nine additional hours not counted as requirements for any major or other minor and exclusive of "problems" and "reading" courses, is required for the completion of any minor in business. Students not meeting this requirement must select additional courses from the list of recommended electives.

Marketing Courses

MKT 150 Marketing Fundamentals

A survey of marketing designed to serve various groups of students - those from other colleges/departments who would like to develop a broad understanding of marketing, those who are undecided about a major and would like to explore marketing as a possibility; and those who desire to take a contemporary marketing course to assist them in their present career path. May not be taken for credit by students who have previously received credit for MKT 350. 3(3-0) F,S

MKT 300 Service Learning in Marketing

Prerequisite: 30 hours and concurrent registration in a marketing course designated as a service learning offering; and undergraduate business majors must be admitted to COBA. This service component for an existing course incorporates community service with classroom instruction in Marketing to provide an integrative learning experience that addresses the practice of citizenship and promotes an awareness of and participation in public affairs. Includes 40 hours of service that benefits an external community organization, agency, or public service provider. Approved service placements and assignments will vary depending on the specific course topic and learning objectives; a list of approved placements and assignments is available from the instructor and the Citizenship and Service Learning Office. May be repeated but no more than two hours of service learning may count toward graduation. 1 D

MKT 350 Principles of Marketing

Prerequisite: 54 credit hours including PSY 121; and undergraduate business majors must be admitted to COBA. Structure, functions, principles and methods employed in discovering and translating consumer needs and wants into product and service specifications and then transferring these goods and services from producers to consumers or users. 3(3-0) F,S

MKT 351 Consumer Market Behavior

Prerequisite: MKT 350; and undergraduate business majors must be admitted to COBA. Influence of cultural, social, and psychological factors on consumer and customer behavior evidenced through behavioral science research. 3(3-0) F,S

MKT 352 Personal Selling

Prerequisite: MKT 350; and undergraduate business majors must be admitted to COBA. Principles and methods of effective personal selling, customer analysis and methods of sales presentations, and planning and coordinating the sales function. 3(3-0) F,S

MKT 354 Principles of Advertising

Prerequisite: MKT 350; and undergraduate business majors must be admitted to COBA. Advertising purposes, principles and procedures; development of appeals, media selection, layout, copy preparation; measures of advertising effectiveness. 3(3-0) F,S

MKT 355 Principles of Retailing

Prerequisite: MKT 350; and undergraduate business majors must be admitted to COBA. The application of retailing principles to real-world issues. Students are challenged to solve retailing scenarios using an "experience-based" format. 3(3-0) F

MKT 360 Marketing Research

Prerequisite: MKT 350 and QBA 337; and undergraduate business majors must be admitted to COBA. Basic research techniques designed to introduce the student to modern research procedures and the research process. Emphasis placed on research techniques to collect, analyze, and interpret research information as a basis for improved decision-making; and for the development of marketing strategies and policies. 3(3-0) F,S

MKT 380 Creative Advertising

Prerequisite: MKT 354; and undergraduate business majors must be admitted to COBA. An advanced course in the creation of broadcast and print advertising. Emphasizes strategic planning, developing creative concepts and assistance in writing and polishing copy and visuals within an ad, execution of finished product, and refining presentation skills. 3(3-0) F

MKT 390 Promotion Management and Implementation

Prerequisite: MKT 354; and undergraduate business majors must be admitted to COBA. A study of the promotional mix. Attention is focused on sales promotion, its design and implementation; including research, planning, target market assessment, budgeting, vehicle selection, and measures of efficiency and effectiveness. Topics include the buying and selling of mix elements, both traditional and non-traditional. 3(3-0) F,S

MKT 394 Cooperative Education in Marketing

Prerequisite: acceptance into Cooperative Education Program and permission of the department head; and undergraduate business majors must be admitted to COBA. The opportunity to earn academic credit in a planned learning process that integrates academic training with supervised work experience. This is a variable content course that may be repeated to a total of 6 semester hours in Cooperative Education. 1-3 F,S

MKT 410 Entertainment and Services Marketing

Prerequisite: MKT 350; and undergraduate business majors must be admitted to COBA. The study, observation and application of specialized principles and practices in the area of entertainment, marketing of sports, performing arts, concerts, conventions and exposition activities. 3(3-0) F,S

MKT 430 Introduction to Logistics

Prerequisite: MKT 350 and MGT 340; and undergraduate business majors must be admitted to COBA. Analysis of the activities and decisions necessary to plan, implement and control private and public physical distribution and transportation channel systems. Emphasis on physical, human, informational and organizational system components. 3(3-0) F,S

MKT 440 Logistics Models

Prerequisite: MKT 430; and undergraduate business majors must be admitted to COBA. This course investigates the role of information management and decision support methods in the planning and management of supply chains and related processes. The course addresses techniques and methods used in facility location; forecasting; inventory control; routing and scheduling; purchasing; warehousing and other activities. 3(3-0) F

MKT 450 Supply Chain Management

Prerequisite: MKT 350 or FGB 510; and undergraduate business majors must be admitted to COBA. This course emphasizes the adoption of a supply chain orientation toward business and the need for more effective inter-firm relationships and operational processes. Topics include the structure and dynamics of supply chains; finance; operations; the global supply chain environment; forecasting/demand management; process analysis; inventory; performance measurement; inter-functional and inter-organizational relationships; and the role of information systems and the internet. 3(3-0) F,S

MKT 451 Advanced Selling

Prerequisite: MKT 352; and undergraduate business majors must be admitted to COBA. Advanced Selling is designed for

the serious sales student. Concepts discussed in MKT 352 will be applied during this course. In addition, the course will delve into issues in selling and sales management that will impact their future in these positions. 3(3-0) F,S

MKT 452 Sales Management

Prerequisite: MKT 352; and undergraduate business majors must be admitted to COBA. Management aspects of personal selling, selection and recruiting of salesmen, sales training and sales meetings, compensation plans, incentive programs, planning of sales territories and analysis of sales data, etc. 3(3-0) F,S

MKT 455 Advanced Retailing Practices

Prerequisite: MKT 355; and undergraduate business majors must be admitted to COBA. An advanced study of retail buying practices, resident buying offices, domestic and foreign markets, fashion, promotion, color dynamics, display, inventory control, store location, customer services, pricing, sales projection, and research. 3(3-0) S

MKT 456 Advanced Advertising

Prerequisite: MKT 354; and undergraduate business majors must be admitted to COBA. Further develops skills in advertising strategy and design. Activity includes campaign design and development, strategic planning, media buying strategy, national, global and ethical issues; recent developments in advertising will also be addressed. 3(3-0) F,S

MKT 460 Logistics and Supply Chain Strategy

Prerequisite: MKT 440 and MKT 450; and undergraduate business majors must be admitted to COBA. This course requires the students to integrate concepts learned throughout their academic experience into a combined analysis of current events and the completion of a corporate project. Analysis of comprehensive cases incorporating strategic and tactical decisions throughout the entire supply chain management process is required. The students' analyses culminate in presentations to their corporate clients. 3(3-0) S

MKT 464 International Logistics and Global Supply Chain Management

Prerequisite: MKT 430 or MKT 450; and undergraduate business majors must be admitted to COBA. Principles of logistics activities in international business with special emphasis on transportation, global sourcing, customs issues, import-export opportunities, customs documentation, the role of government in international transactions, customer service, and global supply chain management. Special emphasis is placed on current events and their effect on the marketing and logistics activities of organizations. Cannot receive credit for both MKT 464 and MKT 764. 3(3-0) F

MKT 470 Advanced Marketing Research

Prerequisite: MKT 350 and MKT 360; and undergraduate business majors must be admitted to COBA. Modern research techniques; problems of marketing and the use of research information as a basis for establishing marketing policies and strategy. 3(3-0) S

MKT 472 Advanced Marketing

Prerequisite: MKT 351; and MKT 360 or concurrent enrollment; and undergraduate business majors must be admitted to COBA. An analysis of the marketing concepts, functions, and principles involved in planning, implementing, and evaluating the total marketing program of various organizations. 3(3-0) F,S

MKT 474 International Marketing

Prerequisite: MKT 350; and undergraduate business majors must be admitted to COBA. Management of marketing functions in a multinational context where the parameters differ from those of domestic marketing. 3(3-0) F,S

MKT 476 Futuristics: Business and Society

Prerequisite: MKT 350; and undergraduate business majors must be admitted to COBA. This course compares and analyzes

the diverging views of an "economy of abundance" versus that of an "economy of scarcity." Major emphasis is directed toward predicting future changes in and the impact on the nature of firm, consumer life-styles, and society in general. 3(3-0) D

MKT 480 Advertising Campaigns

Prerequisite: MKT 350 and MKT 354 and MKT 456 and permission; and undergraduate business majors must be admitted to COBA. Advanced advertising techniques are applied to the formation of a comprehensive advertising campaign while working in an advertising agency-like atmosphere. Presentation(s) of the campaign will be made formally to students, faculty, and advertising executives, and may culminate in participation at the annual competition of the American Advertising Federation (AAF). 3(3-0) S

MKT 485 Marketing Yourself

Prerequisite: MKT 350; and undergraduate business majors must be admitted to COBA. A participative course designed to provide students with information regarding the skills necessary to succeed in their professional career. 3(3-0) F,S

MKT 494 Executive Internship-Marketing

Prerequisite: permission of the department head; and undergraduate business majors must be admitted to COBA. Opportunity to obtain simultaneously the practical as well as the theoretical knowledge through internship with cooperating business executives. May be repeated to a total of 3 hours. 1-3 F,S

MKT 496 Readings in Business Administration-Marketing

Prerequisite: permission of the department head; and undergraduate business majors must be admitted to COBA. Planned readings designed to intensify and supplement the study of marketing. 1-2 F,S

MKT 497 Topics in Marketing

Prerequisite: MKT 350 and permission of the department head; and undergraduate business majors must be admitted to COBA. A variable content course, with topics that can change from semester to semester depending upon student and faculty interests. Topics generally require previous study in marketing. Examples: marketing of professional services, marketing of not-for-profit organizations, international marketing research, industrial marketing, physical distribution, sales forecasting, and legal issues of marketing. May be repeated to a total of 3 hours. 1-3 D

MKT 500 Marketing Concepts for Managers

Prerequisite: permission of a director of a COBA Graduate Program. Comprehensive study of the fundamentals of marketing. Designed for graduate students who have not had an undergraduate course in marketing. Will not be counted in the hours required for a COBA undergraduate or graduate degree. May be taught concurrently with MKT 600. Cannot receive credit for both MKT 600 and MKT 500. 3(3-0) F,S

MKT 510 E-Marketing

Prerequisite: FGB 510 or MKT 354 or MKT 355; and undergraduate business majors must be admitted to COBA. An examination of the concepts, strategies, and applications involved in Electronic Marketing, including use of the web, electronic mail, and other direct response advertising media for conducting e-Business. May be taught concurrently with MKT 610. Cannot receive credit for both MKT 610 and MKT 510. 3(3-0) F,S

MKT 596 Research Issues and Problems: Marketing

Prerequisite: MKT 360 and permission of the department head; and undergraduate business majors must be admitted to COBA. Research issues and projects growing from particular needs which may require additional depth or breadth of study. Outline of study must be approved prior to enrolling. May be repeated to a total of 3 hours. May be taught concurrently with MKT 686. Cannot receive credit for both MKT 686 and MKT 596. 1-3 F,S

Quantitative Business Analysis Courses

QBA 237 Basic Business Statistics

Prerequisite: CIS 101 or CSC 101; and grade of C or better in MTH 135 or higher (excluding MTH 130, formerly MTH 145). Collection, analysis, interpretation and presentation of data related to business, measures of central tendency and dispersion, elementary probability, probability distributions, sampling, standard error, interval estimation, hypothesis testing, regression analysis. Computer statistical packages will be utilized in analysis of a variety of applications problems. A student may not receive credit toward a degree for more than one of the following courses: AGR 330, ECO 308, QBA 237, MTH 340, PSY 200, REC 331, SOC 302. 3(3-0) F,S

QBA 337 Applied Business Statistics

Prerequisite: QBA 237 or equivalent; and undergraduate business majors must be admitted to COBA. Business application of hypothesis testing, tests of goodness of fit and independence, analysis of variance, regression analysis and correlation, nonparametric methods, time series and forecasting, statistical process control, and decision theory. Computer statistical packages will be utilized in analysis of a variety of applications problems. 3(3-0) F,S

QBA 500 Statistical Methods in Business Research

Prerequisite: permission of a director of a COBA Graduate Program. Comprehensive study of the fundamentals of statistics. Designed for graduate students who have not had an undergraduate statistics course. This course will not be counted in the hours required for a COBA undergraduate or graduate degree. May be taught concurrently with QBA 600. Cannot receive credit for both QBA 600 and QBA 500. 3(3-0) F,S

Department of Technology and Construction Management

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Department Head: Associate Professor Shawn D. Strong, Ph.D.

Faculty (as of April 13, 2009)

Associate Professor: R. Neal Callahan, Ph.D.

Assistant Professors: Richard D. Bruce, Ph.D., LEED AP; Richard J. Gebken, Ph.D.; Rita S. Hawkins, Ph.D.; David S. Joswick, M.Tech.; Martin P. Jones, Ph.D.; Rathel R. Smith, M.S., CPIM

Emeritus Professors: Robert B. Beach, Ed.D.; Gary O. Bennett, M.S.; Lawrence C. Drake, Ed.D.; Armin F. Gimbel, Ed.D.; Clifford L. House, Ed.D.; Keith L. Johnston, Ed.D.; Yuan H. Liu, Ph.D.; Olan C. Oatman, M.Ed.; Orin R. Robinson, Ed.D.; Jerry D. Routh, Ed.D.; Eugene G. Sherrell, Ed.D.; Houston Taylor, Ed.D.

Accreditation

American Council for Construction Education (ACCE) - Construction Management, B.S., The Association of Technology, Management, and Applied Engineering (ATMAE) - Technology Management, B.S.

Graduate Programs

The following graduate programs are available: Administrative Studies with an option in Project Management (Master of Science); and Project Management (Master of Science). Refer to the Graduate Catalog for more information.

Accelerated Master of Science degree in Project Management: Eligible undergraduate students may apply for preliminary acceptance into the Master of Science degree in Project Management degree program during their junior year after admission requirements for the accelerated masters program have been satisfied. If approved, up to 12 hours of graduate level IDM courses may be designated as "mixed credit" and counted toward both the undergraduate and graduate degree programs. See the Graduate Catalog or contact the Project Management Program Director for further information and guidelines.

For courses to be designated as Mixed Credit, the graduate advisor, undergraduate department head, and Graduate College dean must approve by signing the Permission for Mixed Credit form. This form must be provided to the Office of the Registrar in Carrington Hall 320 no later than the end of the Change of Schedule Period for the semester.

University Certificate (graduate): Graduate level certificate programs are available in Project Management and in Technology Management. See the Graduate Catalog for more information.

Majors

Construction Management (Comprehensive) Bachelor of Science

Admission Requirement: "C" grade or better in one of the following: MTH 261, 285, or 287

- A. General Education Requirements - see "General Education Program" section of catalog
Specific General Education Requirements:

1. Culture and Society: ECO 155(3); PHI 115(3)
 2. Self-Understanding: PSY 121(3)
 3. Writing II: ENG 321(3) is recommended
 4. Mathematics: Choose one from MTH 261(5), 285(3), or 287(3). Students taking MTH 285 must also take CIS 201(2) or QBA 337(3).
 5. Natural World: choose either PHY 123(4) or 203(5), and one additional science course with lab. GLG 110 or GRY 142 is recommended.
- B. Major Requirements (75 hours)
1. IDM 121(3), 122(3), 221(3), 267(3), 318(3), 326(3), 320(3), 321(3), 322(3), 323(3), 324(3), 359(3), 424(3), 425(3), 426(3), 427(3); 454(3) or 455(3); 456(3); 453(3) or 551(3); 494(1), 499(2); ACC 201(3); QBA 237(3); RIL 231(3)
 2. Complete 6 hours from: CIS 201(2); ECO 165(3); FGB 135(3), 380(3); ACC 211(3), 311(3); RIL 266(3), 332(1), 335(2), 367(3), 368(3), 369(3), 531(3), 533(3); MGT 345(3), 364(3), 367(3), 368(3), 465(3); MKT 350(3), 355(3), 430(3), 440(3), 450(3); QBA 337(3); IDM 358(3); approved IDM technical elective (3)
 3. No more than 31 hours of coursework from the Business Unit will be allowed - CIS 101, QBA and ECO courses do not apply to the 31 hours
- C. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Emerging Technologies Management (Comprehensive)

Bachelor of Science

Admission Requirement: MTH 261 or 287.

- A. General Education Requirements - see "General Education Program" section of catalog
Specific General Education Requirements:
1. Culture and Society: ECO 155(3); PHI 115(3)
 2. Self-Understanding: PSY 121(3)
 3. Writing II: ENG 321(3) is recommended
 4. Mathematics: MTH 261(5) or MTH 287(3)
 5. Natural World: choose either PHY 123(4) or 203(5); and CHM 105(5) or CHM 160(4)
- B. Major Requirements (75 hours)
1. Management Oriented Courses (27 hours): IDM 337(3), 354(3), 355(3), 359(3), 456(3), 551(3); ACC 201(3); QBA 237(3); RIL 231(3)

2. Technical Courses (30 hours): IDM 110(3), 130(3), 267(3), 311(3), 347(3), 365(3), 380(3), 411(3), 510(3), 550(3)
 3. Emerging Technology Specialization Courses (18 hours): IDM 331(3), 397(3), 438(3), 458(3), 494(1), 497(3), 499(2)
- C. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Technology Management

Bachelor of Applied Science

- A. General Education Requirements - see "General Education Program" section of catalog
- B. Major Requirements
 1. Associate of Science or Associate of Applied Science degree from an accredited institution. Contact the department for details.
 2. 37 hours of advisor approved upper-division courses, 12 hours of which must be from the Department of Technology and Construction Management to include IDM 359(3) and IDM 458(3)
- C. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Technology Management (Comprehensive)

Bachelor of Science

Admission Requirement: "C" grade or better in MTH 138 or one of the following: MTH 181(3), 261(5), 287(3).

- A. General Education Requirements - see "General Education Program" section of catalog
Specific General Education Requirements:
 1. Culture and Society: ECO 155(3)
 2. Self-Understanding: PSY 121(3)
 3. Mathematics: choose one from MTH 138(5), 181(3), 261(5), 287(3)
 4. Natural World: Physics Elective, PHY 123(4) recommended
- B. Major Requirements (75 hours)
 1. IDM 337(3), 350(3), 358(3), 359(3), 455(3), 456(3), 458(3), 459(3), 494(1), 551(3)
 2. Complete 47 hours approved coursework from the following. 21 hours of which must be considered "technical" in nature (course groupings are to indicate possible concentrations):
Computer Aided Drafting (CAD): ACC 201(3); RIL 231(3); IDM 110(1), 130(3), 211(3), 311(3), 331(3), 347(3), 354(3), 355(3), 365(3), 380(3), 411(3), 438(3), 499(2), 510(3)
Distribution: ACC 201(3); MKT 350(3), 430(3), 440(3), 450(3); IDM 110(1), 130(3), 311(3), 347(3), 354(3), 355(3), 365(3), 380(3), 438(3), 499(2), Technical Elective (3)
Facility Management: ACC 201(3); RIL 231(3); IDM 110(1), 122(3), 211(3), 211(3), 320(3), 321(3), 322(3), 324(3), 347(3), 380(3), 424(3), 425(3), 497(2), 499(2)
Food Processing: ACC 201(3); BIO 210(3); AGS 101(1), 342(3), 346(3); IDM 110(3), 130(3), 331(3), 347(3), 354(3), 365(3), 380(3), 438(3), 499(2), Technical Elective (3)
Energy and Sustainability: ECO 165(3), 540(3); ACC 201(3); RIL 231(3), 537(3); GRY 351(3); IDM 121(1), 122(3), 211(3), 221(3), 321(3), 322(3), 324(3), 424(3), 497(3), 499(2). (GLG 171 recommended General Education Natural World course)
Production Management: ACC 201(3); RIL 231(3); QBA 237(3); MGT 364(3), 368(3); IDM 110(1),

130(3), 331(3), 347(3), 354(3), 355(3), 365(3), 380(3), 438(3), 499(2), Technical Elective (3)

Applied Technology: (for students with previous technical or science coursework): Upper Division electives (12), Technical Transfer Electives (35)

3. No more than 31 hours of coursework from the Business Unit will be allowed - CIS 101, QBA and ECO courses do not apply to the 31 hours.
- C. General Baccalaureate Degree Requirements - see "General Baccalaureate Degree Requirements" section of catalog

Minors

Industrial Management

Bachelor of Applied Science

Bachelor of Arts

Bachelor of Science

Complete 15 hours of the following (course groupings are to indicate possible areas of emphasis):

- A. Construction Technology: IDM 121(3), 122(3), 211(3), 221(3), 455(3).
- B. Manufacturing Systems Technology: IDM 110(3), 130(3), 311(3), 331(3), 530(3)
- C. Quality: IDM 110(3), 337(3), 350(3) 550(3); QBA 237(3)
- D. Technology Management: IDM 110(3), 354(3), 355(3), 359(3), 455(3), 456(3), 459(3), 530(3), 551(3)
- E. Project Management: IDM 110(3), 359(3), 456(3), 545(3), 551(3)
- F. Design Drafting: IDM 110(3), 130(3), 211(3), 311(3), 411(3)

University Certificate (undergraduate)

Manufacturing Management

The certificate in Manufacturing Management provides a 12 hour educational experience with direct application to the needs of individuals currently employed in manufacturing related fields seeking professional growth and advancement within their profession.

Entrance Criteria: To be considered for this certificate program, a student must have completed a college algebra course, a basic drafting course, and have prior manufacturing related technical education and/or experience. This requirement can be satisfied by completion of: MTH 135, IDM 110, IDM 130, and IDM 331; an appropriate technical degree/courses; or three years of related work experience. An admission interview with a program mentor is also required.

Required Courses: IDM 350(3), 354(3), 355(3), and 359(3)

GPA Requirement: Attain a grade point average of at least 2.00 on all certificate coursework at Missouri State

Industrial Management Courses

IDM 110 Industrial Design with Computer Applications

Introduction to software tools (computer aided design drafting, computer mathematics, word processing, spread sheets) with application to industry practice. Principles of design including basic orthographic drafting, sketching theory and conventions,

auxiliaries, sections and dimensioning. A semester long group design project is an integral part of the course. 3(2-2) F

IDM 121 Construction Principles and Practice

An introductory course which investigates the principles and practices associated with common building structural systems—includes foundations, wood light frame construction, heavy timber, masonry, steel, sitecast concrete, and precast concrete. Course will focus on the development of a fundamental knowledge base for managing construction projects through case study and hands-on experience. Lab activities may include job site visits, Habitat for Humanity, and concrete field testing. Supplemental course fee. 3(2-2) F

IDM 122 Construction Materials and Methods

An introductory course which provides an overview of the materials and methods used in building finish systems from floor to roof and from exterior cladding to interior finishes. Includes roofing, glass and glazing, cladding systems, windows and doors, interior finishes, ceilings, and floors. This course will focus on development of a fundamental knowledge base through case-study, detailed product analysis, and hands-on experience. Lab activities may include job site visits and work with Habitat for Humanity or other service agencies. Supplemental course fee. 3(2-2) S

IDM 130 Industrial Materials and Processes I

An introduction to the fundamental properties of materials commonly used in industry. Topics covered include metals, plastics, composites, ceramics, and the use of these materials. 3(2-2) S

IDM 211 Facility Drafting and Design

Prerequisite: IDM 110 or IDM 121. The study of architectural working drawings with emphasis on various sizes and types of facilities. Applications will include principles of sketching theory and conventions, orthographic projection, 3D CAD, and presentation drawing. 3(2-2) D

IDM 221 Construction Drawings

An introduction to working drawings and specifications commonly encountered in residential and commercial construction. Designed to develop the student's understanding of and ability to interpret construction drawings and specifications. Principles of building design including basic orthographic drafting, sketching theory and conventions, auxiliaries, sections and dimensioning. This course will also enhance student's ability to utilize CAD to access, modify and produce working drawings. 3(2-2) F,S

IDM 267 Statics

Prerequisite: PHY 123 or PHY 203; and MTH 138 or higher. A study of the mechanics of forces associated with rigid bodies in equilibrium. Development of problem solving skills. 3(3-0) F,S

IDM 296 Readings in Technology

Prerequisite: permission of department head. Directed readings for individuals requiring additional depth or breadth of study. Outline of study must be approved prior to enrolling. May be repeated to a total of 6 hours. 1-3 F,S

IDM 297 Topics in Technology

A variable content course with topics that can change from semester to semester depending on faculty and student interests. Consult the semester class schedule for the current offering under this number. May be repeated to a total of 6 hours. 1-3 D

IDM 299 Cooperative Education in Technology

Prerequisite: permission of department head. The opportunity to earn academic credit in a planned learning process that integrates supervised work experience and education in an approved industrial setting. May be repeated to a total of 6 hours. 1-3 F,S,Su

IDM 311 Engineering Graphics

Prerequisite: IDM 110 and IDM 130. The application of DFMA (Design for Manufacturability and Assembly) to produce part

and assembly models utilizing feature-based 3D solid modeling software. Topics include: design cycle, working drawings, blueprint reading, technical presentation, fit classifications, dimensioning per ANSI Y14.5M and geometric dimensioning and tolerancing. 3(2-2) S

IDM 318 Structural Design Principles

Prerequisite: IDM 267. The design of simple structural members used in construction. Topics include applications in concrete, steel, soils and wood, form design and other temporary structures used in construction. 3(2-2) S

IDM 320 Construction Contracts, Specifications and Law

Prerequisite: RIL 231. An introduction to basic construction contracts, specifications, and law. Discussion of the application of contract principles to construction contracts, together with a detail summary of specifications and other documents which form an essential part of construction contracts. Legal topics of special interest to construction professionals will also be discussed. 3(3-0) F

IDM 321 Mechanical Systems for Buildings

Prerequisite: PHY 123 or PHY 203; and MTH 138 or higher. This course addresses the principles and practices of heating, ventilation, cooling, plumbing and fire protection systems used in residential, commercial and industrial applications. Emphasis is placed on coordination of design, applicable codes, estimating, installation, and problem solving. 3(3-0) F

IDM 322 Electrical Systems for Buildings

Prerequisite: IDM 221. This course addresses the principles and practices of electrical and lighting systems used in residential, commercial and industrial applications. Emphasis is placed on coordination of the NEC, design, estimating, and installation of various systems in the building process. 3(3-0) S

IDM 323 Construction Surveying

Prerequisite: IDM 122; and MTH 138 or MTH 181; and 53 hours. Construction field engineering activities to include surveying, site layout and dimensional control. Interpretation of plot books, site plans, and topographic maps is also included. This course will also enhance student's ability to utilize CAD to modify and produce working drawings. 3(2-2) F,S

IDM 324 Construction Cost Estimating I

Prerequisite: IDM 122 and IDM 221. Estimating the cost of projects to be constructed. Topics include: development of feasibility, conceptual, lump sum and unit cost estimates. Estimates of production rates, materials, equipment and labor costs. Applications of profit, indirect and overhead cost. 3(3-0) S

IDM 326 Construction Soils and Foundations

Prerequisite: IDM 267. An overview of the nature of soil materials and their engineering properties is coupled with simple, direct examples of analysis to show how construction methods and operations may be controlled or influenced. Introduces updated information developed in research and practices for applications to construction operations. 3(3-0), S

IDM 331 Emerging Technologies in Materials and Processes

The study and application of new and emerging technologies and their impact on the development of innovative products and processes. 3(2-2) F

IDM 337 Quality Control and Measurement

This course covers basic techniques of quality control and metrology. Topics covered include basic statistics, process capability, statistical process control, sampling, and measuring and gauging techniques. 3(3-0), F

IDM 347 Industrial Electronics

Prerequisite: 53 hours. Basic theory and application of electronics to controls for industrial equipment and data processing. 3(2-2) S

IDM 350 Management and Control of Quality

Prerequisite: IDM 337. A study of management and control of quality as applied to both production and service enterprises.

Topics include: basic quality systems, quality planning, international quality systems, supply chain management. In addition, an introduction to six sigma and design of experiments is included. 3(3-0) S

IDM 354 Plant Layout and Work Design

Prerequisite: 53 hours. A study of facilities design and material handling systems and their integration into a manufacturing unit to achieve the most effective, economical, and safe relationships between the movement of labor, material, and equipment as they and the product flow from receiving through fabrication to the shipment of the finished product. Computer simulation and modeling concepts for plant layout and material flow will be included. 3(3-0) F

IDM 355 Production Planning and Control

Prerequisite: 53 hours. Production planning and control activities in the various industrial environments. Focus will be placed on the necessary prerequisites for an effective shop floor control system including computer simulation and modeling. Assemble-to-order, engineer-to-order, make-to-order, and make-to-stock are emphasized. 3(3-0) S

IDM 358 Introduction to Technology Management

Provides students with a conceptual framework for understanding the social and economic environment of contemporary technology. 3(3-0), F

IDM 359 Principles of Project Management

Prerequisite: 53 hours. A study of project management including the planning, organizing, directing, controlling, and coordinating functions used to achieve productivity enhancements in an industrial environment. Includes project management case studies from a variety of industries. 3(3-0) F,S

IDM 361 Service Learning in Technology

Prerequisite: 30 hours and concurrent registration in an IDM course designated as a service learning offering. This service component of an existing course incorporates community service with classroom instruction in industrial management to provide an integrative learning experience that addresses the practice of citizenship and promotes an awareness of a participation in public affairs. Includes 40 hours of service that benefits an external community organization, agency, or public service provider. Approved service placements and assignments will vary depending on the specific course topic and learning objectives; a list of approved placements and assignments is available from the instructor and the Citizenship and Service Learning Office. No more than one hour of service learning may count toward graduation. 1 F,S

IDM 365 Computer Integrated Manufacturing I

Prerequisite: IDM 110, IDM 347, and IDM 331 or concurrent enrollment. A study of the design, integration, and information flow, associated with automated manufacturing systems. Topics covered include CAD/CAM, robotics, and PLC applications. 3(2-2) F

IDM 380 Power Transmission

Prerequisite: PHY 123 or PHY 203; and MTH 138 or higher. Introduction to the elements of power transmission and the principles that guide the application of those elements in industry. Analysis and assembly of various mechanical and electrical power systems and experimental investigation of appropriate control systems to include fluid power, motors, engines. 3(2-2) S

IDM 396 Readings in Technology

Prerequisite: permission of Department Head. Directed readings for individuals requiring additional depth or breadth of study. Outline of study must be approved prior to enrolling. May be repeated to a total of 6 hours. 1-3 F,S

IDM 397 Topics in Emerging Technology

A variable content course that reflects the latest developments, applications, and opportunities associated with emerging

technologies. Current research at the Center for Applied Science and Engineering (CASE) is emphasized. Consult the semester class schedule for the current offering under this number. May be repeated for a total of 6 hours. 1-3 D

IDM 399 Cooperative Education in Industry

Prerequisite: 60 hours and permission of Department Head. The opportunity to earn academic credit in a planned learning process that integrates supervised work experience and education in an approved industrial setting. May be repeated to a total of 6 hours. 1-3 F,S,Su

IDM 411 Mechanical Design and Analysis

Prerequisite: IDM 311. A study of CAD management professional's role in the decision and design processes used to create components and systems. Topics include: design phases, team interaction and leadership, group technical communication via the internet, material and process evaluation for sustainable, economical and LEAN design, application of codes and standards, and design of mechanical and piping systems. 3(2-2) D

IDM 424 Construction Cost Estimating II

Prerequisite: IDM 324, concurrent enrollment in IDM 425 is recommended. A project oriented course where a bid is developed for a local job. Includes site visits, quantity take-off, computerized estimates, development of bidding strategy and the presentation of the bid. 3(2-2) F

IDM 425 Construction Planning and Scheduling

Prerequisite: IDM 324 and IDM 359. Recommended Prerequisite: concurrent enrollment in IDM 424. Introduction to the basic principles, techniques, and practices used by contractors to plan, schedule, and control costs on building construction projects. Extensive use of commercial scheduling software. 3(2-2) F

IDM 426 Construction Project Administration

Prerequisite: IDM 320. A study of the legal and administrative aspects of construction projects. Includes use of documents, subcontracting, purchasing, changes, claims, payments, and closeout. 3(3-0) F

IDM 427 Construction Equipment Management

Prerequisite: IDM 324. Study of the basic principles, practices, and techniques used in the construction industry for selecting and managing construction equipment. Focuses on understanding the time value of money, estimating equipment ownership and operating costs, selecting the proper equipment for specific construction tasks, and estimating equipment production. 3(3-0) S

IDM 438 Emerging Technologies in Systems Integration

Prerequisite: IDM 365. This course addresses the latest technology and developments in the control, automation, and integration of production and distribution systems. 3(2-2) S

IDM 453 Construction Cost Management

Prerequisite: ACC 201 and IDM 324. Introduction to financial and cost concepts used in the construction industry. Emphasizes the analysis and use of financial statements, job cost accounting systems, and cost control. 3(3-0) S

IDM 454 Construction Safety Management

Prerequisite: 53 hours. Occupational safety and health standards and codes as they relate to the construction industry. Job-site safety assessment, safety program elements, accident costs and prevention, ethics and management practices. Cannot receive credit for both IDM 454 and IDM 455. 3(3-0) F

IDM 455 Safety Management

Prerequisite: 53 hours. Occupational safety and health standards and codes. Hazard recognition, accident costs, accident prevention, ethics and administration. Cannot receive credit for both IDM 454 and IDM 455. 3(3-0) S

IDM 456 Supervision

Prerequisite: 53 hours. A study of the role of the supervisor and the concepts and techniques that may be utilized to optimize

productivity. Topics include the legal aspects of supervision, roles and responsibilities of the supervisor and guiding teamwork. 3(3-0) F,S

IDM 458 Technology Management

Prerequisite: IDM 358. Focuses on the strategic management of technology and innovation in entrepreneurial enterprises. Builds primarily on broad models of technological evolution and organizational change. Students analyze crucial organizational innovation and technology issues and identify concrete managerial actions to address innovation and technology problems and opportunities. May be taught concurrently with IDM 640. Cannot receive credit for both IDM 458 and IDM 640. 3(3-0) Su

IDM 459 Distribution Systems

Prerequisite: 53 hours. A study of the design of distribution systems and their interrelationships to manufacturing and the global marketplace. Engineering, producing, and shipping the product to the marketplace will be explored. Channels of distribution, forecasting techniques, and independent demand inventory models will be central topics. 3(3-0) F

IDM 494 Professional Internship

Prerequisite: permission of Department Head. Recommend completion during the summer preceding the senior year. The integration of supervised work experience and education in an approved industrial setting. May also serve as the information gathering phase of the capstone project in which students demonstrate achievement of program objectives through solution of a problem provided by an industry sponsor. 1 F,S,Su

IDM 497 Topics in Emerging Technology

Prerequisite: permission of Department Head. A variable content course that reflects the latest developments, applications and opportunities associated with emerging technologies. Current research at the Center for Applied Science and Engineering (CASE) is emphasized. Consult the semester class schedule for current offerings under this number. May be repeated to a total of 6 hours. 1-3 D

IDM 499 Senior Project

Prerequisite: permission of department head. A capstone project in which students demonstrate attainment of program objectives through solution of a problem provided by an industry sponsor. Requires technical report and oral presentation. Evaluated by committee from faculty and industry. Team projects are permissible and encouraged. 2 F,S

IDM 511 Product Design and Development

Prerequisite: IDM 359; and 80 hours; and undergraduate industrial management majors must be admitted to the program. An overview of the product development process from concept generation to design in an entrepreneurial environment. The perspectives of marketing, design and manufacturing are blended into a single approach to product development. Provides students with an appreciation for the realities of industrial practice and for the complex and essential roles played by the various members of product development teams. May be taught concurrently with IDM 611. Cannot receive credit for both IDM 611 and IDM 511. 3(3-0) D

IDM 530 Advanced Manufacturing Technology

Prerequisite: 80 hours; and undergraduate industrial management majors must be admitted to the program. A study of current manufacturing systems including product development and production methods. Emphasis is placed on production planning and processes including computer-aided manufacturing and control, inspection, and quality assurance techniques. May be taught concurrently with IDM 630. Cannot receive credit for both IDM 630 and IDM 530. 3(3-0) D

IDM 545 Project Control Systems

Prerequisite: IDM 359; and undergraduate industrial management majors must be admitted to the program. Advanced application of microcomputers with an emphasis on their use in project control. Topics include project control planning and objectives, change control processes, project documentation and communication, project progress/variance reports, payment requisitions, project closure activities, and project lessons learned systems. May be taught concurrently with IDM 645. Cannot receive credit for both IDM 645 and IDM 545. 3(3-0) Su

IDM 551 Cost Analysis for Project Management

Prerequisite: 80 hours; and undergraduate industrial management majors must be admitted to the program. The use of cost analysis as a decision-making tool in the context of project management. Topics include the time value of money, analysis of alternatives, decision-making under risk, estimating, cost accounting, and capital budgeting. May be taught concurrently with IDM 651. Cannot receive credit for both IDM 651 and IDM 551. 3(3-0) S

IDM 555 Statistical Quality Control and Design of Experiments

Prerequisite: QBA 237 or equivalent; and 80 hours; and undergraduate industrial management majors must be admitted to the program. Topics include the practice of statistical techniques widely used in industry to improve quality, reduce costs, and optimize processes. Minimization of variability and basic approaches to statistically designed experiments are emphasized. May be taught concurrently with IDM 655. Cannot receive credit for both IDM 655 and IDM 555. 3(3-0) D

IDM 596 Readings in Technology Management

Prerequisite: permission of department head. Directed readings for individuals requiring additional depth or breadth of study. Outline of study must be approved prior to enrolling. May be repeated to a total of 6 hours. May be taught concurrently with IDM 696. Cannot receive credit for both IDM 696 and IDM 596. 1-3 F,S

IDM 597 Topics in Technology Management

A variable content course with topics that depend on faculty and student interests. Consult the semester class schedule for the current offering under this number. May be repeated up to a total of 9 hours when content varies. May be taught concurrently with IDM 697. Cannot receive credit for both IDM 697 and IDM 597. 1-3 D