Graduate Course Descriptions
Summer and Fall 2017

Baylor Business
Student Advising Checklist

The following is a checklist process in support of planning your next semester’s coursework.

- Review your degree plan and review all requirements
- Plan your upcoming semester courses in a timely manner
- Gather all relevant information needed for decision making
- Use the course booklet in support of course selections (class times and/or CRN’s may have changed after the print of this booklet-verify in Bearweb) https://www1.baylor.edu/scheduleofclasses/
- Please do not register for sections 70 or 90 of any course (EMBA classes held in Dallas or Austin)
- Talk with professors about their course offerings if needed
- Notify advisor of any changes in academic plans
- Participate proactively in the decision-making process
- Make an appointment with your advisor!

Are you an MBA student?

All MBA students (including MBA-MSIS) are required to take one international elective prior to graduation)
MBA CORE COURSES
CORE 1 STUDENTS

ACC 5121 Accounting Planning        Charles Stanley
MW 8:00-9:15 CRN 10772 or 9:30-10:45 CRN 10775

Technical accounting concepts that students must master in order to plan an operation effectively. These topics, typically identified as managerial accounting, include traditional cost allocation procedures, cost behavior and estimation, contribution margin income statements, and budgets. The general approach will be the use of accounting information rather than its accumulation and distribution.

QBA 5131 Quantitative Methods for Decision Making Part I        Stacie Petter
TR 8:00-9:15 CRN 11553 or 9:30-10:45 CRN 11557

Today’s managers operate within the constraint of highly competitive markets. To plan effectively under these circumstances requires both rigorous analytical tools and a sophisticated sense of how the demands of oft-time conflicting constituencies. QBA 5131, using a mix of theory and case studies, enables students to develop a rich portfolio of tools to assist them in the planning process. The course seeks to develop students’ technical skills in sampling, data analysis and risk management tools essential to effective planning.

ECO 5115 Demand Analysis        Steve Green
MW 8:00-9:15 CRN 21955 or 9:30-10:45 CRN 21957

Use of economic analysis by managers to help firms acquire and sustain competitive advantage.

FIN 5161 Corporate Finance Planning        Don Cunningham
TR 8:00-9:15 CRN 11124 or 9:30-10:45 CRN 11125

An introductory financial perspective to 1) why a publicly-traded firm exists and 2) what is the optimal approach for managing a publicly traded firm. Comparisons are made between how privately-held firms and public sector institutions are managed.

MGT 5131 Operations Strategy: Concepts and Fundamentals        Van Gray
MW 8:00-9:15 CRN 23938 or 9:30-10:45 CRN 23939

This module introduces a framework for defining a company’s operating system and evaluating its operations strategy and provides an overview of key diagnostic and analytical tools for identifying, framing, and solving strategic operating issues.
BUS 5390 Management Communication
April Rowsey
TR 12:30-1:45 CRN 33373 or TR 2:00 – 3:15 CRN 22710

Examines principles and strategies of effective management communication in the areas of audience analysis, ethics, cross-culture, crisis, and interpersonal communication. Provides techniques, skills, and strategies for overcoming communication barriers and for designing and delivering executive presentations. Examines corporate and leadership communication topics including communicating change, corporate responsibility, integrity and image, communicating with the media, principle-centered leadership, and web-based communication, with ample opportunities for application and feedback.

BUS 5111 Professional Career Development #1
Ken Buckley
R 12:30-1:45 CRN 33797 or R 2:00-3:30 CRN 33798

A one-hour, beginning, graduate career development course designed to enhance your personal marketability by providing self assessments, career passion discovery, career exploration and development experiences and career experiences and career resources to help prioritize and focus your specific internship and job search.

Select 6 hours: 3 hour required flexible coursework and 3 hour elective coursework.

TOTAL REQUIRED HOURS: 15

Special Studies - All requests are due to Chelsea Derry by May 1. Special Studies Request forms must be complete including faculty and department chair signatures- plan ahead! Requests will not be accepted after the May 1st deadline for the fall 2015 semester.
MBA CORE COURSES

CORE 2 STUDENTS

MGT 5132 Operations Strategy: Structuring the Operating System
*Van Gray*

MW 8:00-9:15 CRN 23940 or 9:30-10:45 CRN 23941

This module covers key tools for resolving the challenges of operational networks, setting capacity levels and allocating capacity within the network, and establishing a strategy for operational improvement and examines the key issues that a firm faces in establishing its operations strategy.

ACC 5122 Accounting Implementation
*Charles Stanley*

MW 8:00-9:15 CRN 10780 or 9:30-10:45 CRN 10785

Operating issues as operations are begun. Topics include controlling day-to-day operations and responsibility accounting, and short-term operating decisions. Additional topics include accounting for cash, accounts receivable, inventories, plants and equipment, current and long-term liabilities, installment notes payable, and bonds. Using the information provided by the accounting system and establishing appropriate operating procedures will be emphasized.

QBA 5132 Quantitative Methods for Decision Making Part II
*Stacie Petter*

TR 8:00-9:15 CRN 11560 or 9:30-10:45 CRN 11563

In today’s highly competitive markets, implementing decisions effectively requires both rigorous analytical tools and a sophisticated sense of how to balance the demands of oft-times conflicting constituencies. QBA 5132, using a mix of theory and case studies, enables students to develop tools essential to effective implementation. The course seeks to prepare students to the analytical tools including correlation analysis, regression analysis, and time series analysis.

ECO 5116 Production & Cost Analysis
*Steve Green*

MW 8:00-9:15 CRN 22681 or 9:30-10:45 CRN 23822

Use of economic analysis to aid managers in obtaining favorable outcomes in situations involving strategic interaction between and within firms.

FIN 5162 Corporate Finance Implementation
*Don Cunningham*

TR 8:00-9:15 CRN 11127 or 9:30-10:45 CRN 11130

This one-hour module builds on the principles of optimal project selection introduced in FIN 5161. Usage of the Capital Asset Pricing Model for determining project rates is demonstrated. Both internal financing decisions (dividend decisions) and external financing decisions (debts vs. equity) are introduced.

BUS 5112 Professional Career Development #2
*Ken Buckley*

T 2:00 – 3:15 CRN 27311

A one-hour graduate career development course designed to introduce personal accountability, networking skills, company/position analysis, job search strategy, interviewing skills and negotiations to maximize the student’s career development and personal marketability.
This course integrates the content of previous courses through an in-depth analysis of the semester’s Focus Firm Company with attention on day-to-day operations as well as strategic issues. The course emphasizes the practical application of theoretical knowledge in an actual company facing current, challenging problems. Students will experience a team-centered approach to learning and selling their ideas. Participants will be involved in analyzing the Focus Firm company issues, presenting their solutions to faculty and company executives of the Focus Firm. Students will receive feedback from the company executives as well as faculty on their work.

**Select 6 hours of required flexible coursework and one elective or one required and two electives**

**TOTAL REQUIRED HOURS: 16**

**Special Studies** - All requests are due to Chelsea Derry by **May 1**. Special Studies Request forms must be complete including faculty and department chair signatures—plan ahead! Requests will not be accepted after the May 1st deadline.
ECO 5117 Market Structure Analysis & Estimation  
Steve Green  
MW 8:00-9:15 CRN 23823 or 9:30-10:45 CRN 23824

Use of macroeconomic analysis by managers in tactical and strategic planning with reference to long-term macroeconomic trends and short-term business cycle fluctuations; sources of disaggregated data; forecasting.

FIN 5163 Financial Control  
Don Cunningham  
TR 8:00-9:15 CRN 11133 or 9:30-10:45 CRN 11136

The concluding module on strategic Corporate Financial Management, exploring optimal strategies for financing the firm's projects. The theoretical linkage between the modern option pricing model, efficient capital markets, agency theory, and the theory of the firm is developed.

MGT 5133 Operations Strategy: Managing Operational Focus  
Van Gray  
MW 8:00-9:15 CRN 23942 or 9:30-10:45 CRN 23943

This module provides frameworks for decisions on how firms should approach the execution of fundamental changes in their operating systems and addresses how various processes and systems are designed and managed in a way that build superior and rapidly improving performance. Particular attention is placed on how to balance the competing objectives of operational focus and growth.

ACC 5123 Accounting in a Changing Environment  
Charles Stanley  
MW 8:00-9:15 CRN 10787 or 9:30-10:45 CRN 10793

Skills used in evaluating and adapting to change. Topics include the income statement, the balance sheet, the cash flow statement, analysis of financial statements, transfer pricing, and international operations. Emphasis will be upon providing non-accounting professionals with the accounting knowledge they need to be successful in today’s rapidly changing environment.

QBA 5133 Quantitative Methods for Decision making-Part 3  
Stacie Petter  
TR 8:00-9:15 CRN 11566 or 9:30-10:45 CRN 11568

To effectively adapt to today’s ever changing competitive environment requires both rigorous analytical tools and a sophisticated sense of how to balance demands of conflicting constituencies. QBA 5133, using a mix of theory and case studies, enables students to develop a set of tools to help them adapt to organizations’ changing needs. The course seeks to develop students’ technical skills in linear programming, quality control and improvement, and experimental design.

Select 12 hours of electives or completion of required flexible coursework and electives

TOTAL REQUIRED HOURS: 18
Special Studies - All requests are due to Chelsea Derry by May 1. Special Studies Request forms must be complete including faculty and department chair signatures—plan ahead! Requests will not be accepted after the May 1st deadline.
MBA REQUIRED 3-HOUR FLEXIBLE COURSES
ALL CORE STUDENTS

MGT 5310 Management of Organizational Behavior  
*Dawn Carlson*

*MBA Students Only*

A study of the managerial process and human behavior in organizations. This course blends classical management approaches and modern organizational behavior and theory concepts to provide a foundation for successful managerial practice.

MGT 5385 Strategic Management and Business Policy  
*Patricia Norman*

*Prerequisites: MBA students only*

A case problem and discussion seminar focusing on developing and sustaining a competitive advantage in the corporate sector. Concepts and theories that are explored include the resource theory of strategy, transaction costs, value chain analysis, dynamic approaches to the analysis of competition, core competencies, and transactional approaches to global advantage. Both individual and group projects are emphasized.

MKT 5310 Seminar in Marketing Administration Planning  
*Ann Mirabito*

Role of marketing decision making in achieving corporate objectives; planning and implementing the marketing program; product research and development, distribution problems, promotional strategies, and pricing analysis. Attention will be given to the new marketing application of quantitative methods and the behavioral sciences.

MIS Requirement - Choose one of four courses listed below (other courses may be taken as electives):  
MIS 5342, MIS 5345, MIS 5355 (required for MBA HCA), MIS 5346 (spring only)

MIS 5342 Business Intelligence  
*Robin Wakefield*

The discovery of patterns and relationships hidden in large volumes of data. This hands-on course is designed to provide practical analytic skills that may be applied in almost any workplace. The course explores the analytical techniques for making intelligent business decisions in data-rich organizations. A key component of the course is the use of BI software tools with techniques such as correlation analysis, data visualization, linear regression, classification, and clustering to address common problems in marketing, customer relationship management, risk management, finance, and operations.
MIS 5345  Decision Making with Excel  
Karen Leskoven

TR  3:30-4:45  CRN 31638

A computer applications course providing the tools necessary for manipulating, sharing, and presenting data to support business decision making. Topical coverage includes data analysis, multiple applications linking, simulation modeling, and decision making under uncertainty.

MIS 5346  Data Warehousing  (offered spring only)  
Gina Green

Prerequisite(s): MIS 5335. The use of database techniques to represent and manipulate data in the development of information systems. Includes rationale and objectives of the database approach; conceptual data modeling; logical database design; mapping logical design to the relational data model; physical design and implementation of databases; manipulating information in databases; database administration; and connecting applications to databases, including web-enabled applications.

MIS 5355  Management of Information Systems  
Tim Kayworth

TR  9:30-10:45  CRN 30360  (required for all MBA HCA students)

Emphasizes the importance of information and information technology in managing firms today. The case-oriented course includes topics such as information technology types and trends, the assessment and management of information systems projects, and the relationship of technology to organizational strategy, structure, controls, and effectiveness. (Fee)

Fall Internships (MBA students)

BUS 5V95 80 – Off campus CRN# 17202  3 hrs credit
Reduced fees, but no use of campus facilities

BUS 5V95 81 – On Campus CRN# 27301  3 hrs credit
Normal fee structure with full use of campus facilities

HPA 5V90 80 – MBA HCA  CRN# 14017  6 hours credit  Scott Garner
HPA 5V90 81 – MBA HCA  CRN 24108  6 hours credit  Tom Haines
## Summer Business Foundations Schedule

### Tentative Schedule

<table>
<thead>
<tr>
<th>Course Name</th>
<th>Dates</th>
<th>Session</th>
<th>CRN</th>
<th>Days</th>
<th>Times</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 5301 Accounting</td>
<td>May 30-July 3</td>
<td>Sum 1</td>
<td>22596</td>
<td>MTWR</td>
<td>8:00-9:30am</td>
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<tr>
<td>QBA 5302 Statistics</td>
<td></td>
<td>Sum1</td>
<td>22605</td>
<td>MTWR</td>
<td>9:45-11:15am</td>
</tr>
<tr>
<td>ECO 5305 Economics</td>
<td>July 5-August 8</td>
<td>Sum 2</td>
<td>22598</td>
<td>MTWR</td>
<td>1:00-2:45pm</td>
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<tr>
<td>FIN 5203 Finance</td>
<td></td>
<td>Sum 2</td>
<td>22599</td>
<td>MTWR</td>
<td>9:45-11:15am</td>
</tr>
<tr>
<td>BL 5104 Business Law</td>
<td></td>
<td>Sum 2</td>
<td>22597</td>
<td>MTWR</td>
<td>8:00-9:15am</td>
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</tbody>
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*Schedule is subject to change*
**Fall Business Foundations Schedule**

<table>
<thead>
<tr>
<th>Course Name</th>
<th>Dates</th>
<th>Days</th>
<th>8:00-8:15</th>
<th>9:30-10:45</th>
<th>11:00-12:15</th>
<th>12:30-1:45</th>
<th>2:00-3:15</th>
<th>3:30-4:45</th>
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</thead>
<tbody>
<tr>
<td>ACC 5301 Business Foundations: Accounting</td>
<td>8/21-10/10</td>
<td>MTRW</td>
<td>22956</td>
<td></td>
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<tr>
<td>GBA 5302 Business Foundations: Statistics</td>
<td>8/22-12/4</td>
<td>TR</td>
<td></td>
<td></td>
<td></td>
<td>22665</td>
<td></td>
<td></td>
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<tr>
<td>FIN 5203 Business Foundations: Finance</td>
<td>10/11-12/4</td>
<td>MTRW</td>
<td>22599</td>
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<tr>
<td>BL 5104 Business Foundations: Business Law</td>
<td>11/14-12/2</td>
<td>MTRW</td>
<td>0:00</td>
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<tr>
<td>ECO 5305 Business Foundations: Economics</td>
<td>8/22-12/4</td>
<td>TR</td>
<td>22596</td>
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<tr>
<td>BUS 5390 Management Communication</td>
<td>8/21-12/4</td>
<td>TR</td>
<td>33373</td>
<td>22710</td>
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No class the week of October 19-23rd
FALL 2017 ELECTIVES
Electives are subject to change, check Bearweb for most accurate information

<table>
<thead>
<tr>
<th>Accounting Courses (ACC) (Accounting courses require approval of accounting department)</th>
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<tbody>
<tr>
<td>ACC 5340 Tax Considerations</td>
</tr>
<tr>
<td><strong>TR 8:00 – 9:15 CRN 32991</strong></td>
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<tr>
<td><strong>TR 9:30 – 10:45 CRN 19825</strong></td>
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<tr>
<td><strong>Prerequisite(s): Admission to MAcc program; consent of professor</strong></td>
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<tr>
<td>Tax principles, rules, and alternatives: emphasis on effect on business decisions. Includes income and deductions, employee incentives and fringe benefits, cost recovery, tax-free exchanges, gains and losses, form of business organization (proprietorships, partnerships, or corporations), estate and gift taxes, and international taxation.</td>
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<thead>
<tr>
<th>ACC 5362 P/S &amp; S Corp Tax</th>
<th>Robert Woodard</th>
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<tbody>
<tr>
<td><strong>TR 12:30 – 1:15 CRN 24498</strong></td>
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<tr>
<td><strong>Prerequisite(s): Admission to MAcc or MTax program; consent of professor</strong></td>
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<tr>
<td>Major aspects of taxation affecting flow-through entities and their owners. Emphasis on tax law by studying the Internal Revenue Code, Treasury Regulations, IRS Rulings, and case law. Tax planning and preparation of entity tax returns.</td>
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<thead>
<tr>
<th>ACC 5385 Financial Statement Analysis</th>
<th>Katherine Wilkinson</th>
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<tbody>
<tr>
<td><strong>TR 9:30 – 10:45 CRN 32992</strong></td>
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<tr>
<td><strong>Prerequisite(s): Departmental permission</strong></td>
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<tr>
<td>An analysis of financial statements in order to examine cash flows, make judgments about earning quality and uncover hidden assets and liabilities as part of the strategic analysis of firms. Financial statement analysis is used prospectively to forecast and value firms using cash flow based and accounting based methods. Tools are applied specifically to the valuation of equities. Closed-class permits available through ACC.</td>
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<tr>
<th>Business Law Courses (BL)</th>
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<tbody>
<tr>
<td>BL 5303 Seminar in Employment Law</td>
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<tr>
<td><strong>MW 2:30 – 3:45 CRN 10858</strong></td>
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<tr>
<td><strong>Prerequisite(s): Graduate standing</strong></td>
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<tr>
<td>A study of the legal and regulatory framework governing the employment relationship, with particular emphasis on a business manager's role in providing the informed leadership necessary to maintain a workplace free of discrimination. The course will include topics such as employment contracts, equal opportunity law (discrimination, sexual harassment, and affirmative action), wrongful discharge, and employee privacy.</td>
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<thead>
<tr>
<th>BL 5320 International Business Law</th>
<th>Martha Agee</th>
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</thead>
<tbody>
<tr>
<td><strong>TR 12:30 – 1:45 CRN 22446</strong></td>
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<tr>
<td><strong>TR 2:00 – 3:15 CRN 31531</strong></td>
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<tr>
<td><strong>Prerequisite(s): Graduate Standing</strong></td>
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<tr>
<td>Detailed review and discussion of laws related to conducting business internationally. Includes examination of Convention of International Sale of Goods and other laws related to contracts, barriers to entry into foreign markets and trade, determination of tariffs, import/export requirements, arbitration, licensing issues, and intellectual property concerns.</td>
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Economics Courses (ECO)

ECO 5315 Microeconomic Theory and Business Decisions
MW 1:00-2:15 CRN 29820
Scott Cunningham

Prerequisite(s): Six semester hours of economics
A seminar designed to cover aspects of micro theory that are relevant for decision making within the firm. Emphasis is placed on the decision-making process. Numerous problems, cases, and examples are used to illustrate the theory.

ECO 5318 Game Theory
TR 12:30-1:45 CRN 28288
Van H. Pham

Prerequisite(s): Six semester hours of economics
The theory of games and strategic behavior with an emphasis on applications. Strategic form games, extensive form games, and games asymmetric and incomplete information. Equilibrium concepts. Applications in the social sciences, particularly economics and political science, ranging from cartel behavior to international diplomacy.

ECO 5347 Econometrics
MW 11:30-12:45 CRN 29821
James West

Prerequisite(s): Graduate standing
Empirical estimation of economic relationships; behavioral (consumers), technical (firms), and institutional. It teaches proper use of linear estimation techniques along with problem identification and solution.

Entrepreneurship Courses (ENT)

ENT 5329 Entrepreneurial Finance
MW 2:00-3:15 CRN 21966
J. William Petty

Prerequisite(s): Not to be taken in Core 1 semester
This course examines the entrepreneurial venture process that begins with identifying an opportunity and ends with "harvesting" the value created. Much of the course is viewed from a financial perspective. The course is divided into four sections: (1) how to recognize and evaluate a venture opportunity, (2) how to secure the needed financial resource, (3) how to capture the opportunity, and (4) how to unlock the economic value created by the venture. The course relies on both "live" cases in which the entrepreneur visits the class when the case is analyzed and Harvard Business School cases.

ENT 5331 Baylor Venture Capital Fellows
Prerequisite(s): Consent of Instructor
TR 12:30-1:45 CRN 29704

Prerequisite(s): Not to be taken by Core one students
This course provides a unique learning opportunity for MBA students, allowing them to receive hands-on experience working with venture capital firms. This course can be repeated for credit one time only. Interested students must apply and go through an interview process.
ENT 5342 Corporate Entrepreneurship: Initiating and Sustaining Innovation
11:00-TR 12:15 CRN 19291 Bradley Norris
Exploration of the nature of innovation—its drivers, patterns, and impacts on society and organizations of all sizes and missions. Use of tools and processes in a larger organizational context where selecting the best innovation target is critical.

FINANCE Courses (FIN)

FIN 5365 Investment Management Ted Moorman
TR 11:00-12:15 CRN 33332
Theory and practice of portfolio investment with emphasis on stocks, bonds, and portfolio management. Major topics include portfolio theory, performance evaluation, market efficiency, equity and bond management strategies, the use of derivative securities in portfolio management, and mutual funds. Current readings and cases supplement the text.

FIN 5381 Practicum in Portfolio Management Brian Bruce, Brandon Troegle
M 5:00-7:30 CRN 11145
Prerequisite(s): Must apply to program
This practicum gives students valuable hands-on experience in securities research, valuation of risky assets, and asset allocation by managing the Philip M. Dorr and Alumni Endowed Investment Fund. Through readings and student-prepared research reports students develop skills in evaluating economic, industry, and firm data; integrating such data into securities analysis; and communicating their research results to others.

Information Security (ISEC)

TR 4:00 – 5:15 CRN 18396
Prerequisite(s): MIS 5310 or equivalent.
Prerequisite(s): Graduate standing.
This course explores the areas of ethics and integrity to assure that the practices, policies, and procedures are in place in an organization to secure the firm's information.

ISEC 5320 Cyber Security Technology Factors Randal Vaughn
MW 11:15 – 12:30 CRN 18775
Prerequisite(s): MIS 5310 or equivalent.
This course provides a roadmap of the paths available to organizations for deploying various security devices and tools. The course goes beyond the narrow technical view and offers a full context for the deployment of security technologies. Six key areas of network security will be covered, with each section covering a tool that will play a part in a company’s overall information assurance program.
Management Information Systems (MIS)

MIS 5301 Seminar in Object-Oriented Business Programming  
*Jonathan Trower*

*TR 11:15-12:05 CRN 30095*

Students will survey object-oriented concepts currently used in the development of business applications. Emphasis will be placed on programming logic, data structures, and program analysis. (Fee)

MIS 5317 Seminar in Java Development  
*John Carlson*

*TR 9:30-10:45 CRN 27213*

*TR 12:30-1:45 CRN 31794*

*Prerequisite(s): MIS 5301*

Seminar in client-side application development using the Java programming language. Topics include object-oriented design, essential language syntax, and developing user, file, and Internet interfaces for business systems to support e-commerce initiatives.

MIS 5340 Database Management Systems  
*Gina Green*

*TR 2:00-3:15 CRN 31637*

*TR 3:30-4:45 CRN 33242*

*Prerequisite(s): MIS 5335*

The use of database techniques to represent and manipulate data in the development of information systems. Includes rationale and objectives of the database approach; conceptual data modeling; logical database design; mapping logical design to the relational data model; physical design and implementation of databases; manipulating information in databases; database administration; and connecting applications to databases, including web-enabled applications.

MIS 5342 Business Intelligence  
*Robin Wakefield*

*MW 1:00-2:15 CRN 22459*

*MW 2:30-3:45 CRN 33334*

Business Intelligence (BI) is the discovery of patterns and relationships hidden in large volumes of data. This hands-on course is designed to provide practical analytic skills that may be applied in almost any workplace. The course explores the analytical techniques for making intelligent business decisions in data-rich organizations. A key component of the course is the use of BI software tools with techniques such as correlation analysis, data visualization, linear regression, classification, and clustering to address common problems in marketing, customer relationship management, risk management, finance, and operations.

MIS 5345 Decision Making Using Excel  
*Karen Leskoven*

*TR 3:30-4:45 CRN 31638*

This computer applications course provides students with advanced data analysis and modeling skills necessary for manipulating, sharing, and presenting data to support business decision making. Major topics include basic statistical concepts in Excel, complex queries, importing external data, data cleansing, pivot tables, macros, text manipulation, multiple applications linking, simulation modeling, decision making under uncertainty, and special topics.
MIS 5355 Management of Information Systems  
Timothy Kayworth  
TR 9:30 -10:45 CRN 30360

Future information systems leaders and managers focus on understanding the issues involved in deploying information systems in organizations, the evaluation and adoption of emerging information and communication technologies (ICTs), the strategic role of the IS function, and the relationship of IS with the overall enterprise. Course coverage includes in-depth analysis of current issues in the field of information systems.

Management Courses (MGT)

MGT 5331 Project Management  
Elizabeth Umble  
Check with Professor for Class Time  
CRN 33012
Enhances individual effectiveness in the workplace and marketplace through the development of negotiating skills and advanced understanding of negotiation and persuasion. Emphasis is on practical application of theory through a variety of skill-building exercises. Topics include distributive and integrative bargaining tactics, team and multiparty negotiations, leverage, framing, and cognitive biases.

Marketing Courses (MKT)

MKT 5398 Global Business Development  
Jim Anderson  
M 5:30 – 8:00  CRN 14424
A study of the international dimensions of American enterprise and the background of the international environment. Includes international trade concepts, cultural dynamics, business customs, multinational markets, development markets, and influence of political, legal, and geographic factors on international marketing.

MKT 5398 Business Consulting Practicum  
STAFF

Healthcare Policy and Administration (HPA)

HPA 5310 Healthcare Administration  
Scott Garner  
TR 3:30-4:45 CRN 29537
A survey of the United States healthcare system, designed for MBA students pursuing careers in healthcare administration. Students will gain a basic understanding of the various healthcare models in the United States, their organization financing, executive management, and oversight. They will also be challenged by leading healthcare executives in a series of seminars that focus on current issues in the healthcare industry.

HPA 5V90 Healthcare Administration Internship  
Scott Garner, Tom Haines  
Scott Garner  CRN 14017  
Tom Haines  CRN 24108
Prerequisite(s): Admission to MBA program; HPA 5120 and 5310.
Students will be afforded the opportunity for selection by a leading United States healthcare organization for a paid six-seven month internship. Under the guidance of a practicing healthcare executive preceptor, students will apply knowledge gained in their MBA core studies and begin work on a major paper which will contribute to the body of knowledge for health systems.
Summer Session 1

BL 5304 Legal Aspects Fin/Commercial Transactions  
**MTWRF 11:30-1:00 CRN 17652**  
Prerequisite(s): Graduate Standing  
Legal issues encountered in conducting financial and commercial business transactions in business. Students will gain knowledge to prepare them to participate in these transactions, particularly with regard to financial and accounting aspects of the transactions. The course will include a study of laws relating to business organizations, sales, commercial paper, secured transactions, documents of title, bankruptcy, securities regulations, and accountants' legal liability.

FIN 5362 Seminar Corporate Short Term Management  
**Susie Etheredge**  
**MTWRF 9:45-11:15 CRN 18446**  
Prerequisite(s): Graduate Standing  
This course covers the short-term financial management functions and responsibilities typical of a Corporate Treasurer. Areas covered include cash and liquidity positioning, credit extension and collections, payables management, bank relations, short-term investing and borrowing, and management of interest rate and foreign exchange risks, all with a focus on current business practices. Lectures and readings are reinforced with individual and group projects and cases. The class will also provide partial preparation for students wishing to take the Certified Treasury Professional (CTP) exam.

Summer Session 2

FIN 5360 Seminar In Corporate Finance (cross listed as ECO FIN 5360)  
**Steven Rich**  
**MTWRF 11:30-1:00 CRN 14133**  
Prerequisite(s): Admission to the MACC or MTAX program, or consent of instructor.  
A study of how firms create value for stockholders through long-term financial decisions, principally asset acquisition/divestiture decisions and debt/equity funding decisions. Specific topics include economic profit and cash flow, the time value of money, risk and return, options, agency, efficient markets, capital budgeting decision criteria, capital structure theory, and dividend policy theory.