Faculty
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The degree programs offered by the Business Administration & Economics Department are fully accredited by the International Assembly for Collegiate Business Education (IACBE). As part of a Seventh-day Adventist college, the department intends not only to prepare students to successfully meet the everyday challenges of a career in business, but also to prepare its graduates to give effective Christian influence in their communities. To meet these goals, the department offers several programs of study:

The B.B.A. (Bachelor of Business Administration) is a professional degree designed for the student who intends to enter the job market upon completing the four-year program or to be well prepared for graduate studies. This program offers the following emphases: Accounting, Finance, Healthcare Management, International Business, Management, and Marketing.

The B.S. (Bachelor of Science) in Business Administration is a degree designed for those who plan to enter a postgraduate or graduate program in law or business.

The B.A. (Bachelor of Arts) degree program in Business Administration is a traditional curriculum for those interested in taking a program that includes the study of a foreign language.

The B.S. (Bachelor of Science) in Computer Information Systems is a degree designed for the student who plans to pursue a career in the support and management of information systems.

The B.S. (Bachelor of Science) in Management for Medical Professionals is a degree designed for those who plan to enter a professional medical graduate program, such as medicine, dentistry, or physical therapy. Since most graduates of such professional programs will ultimately have their own business, this degree is particularly useful for them.

The preparation offered in the four-year Business Administration programs (B.B.A., B.S., and B.A.) differs considerably. Both the B.S. and the B.A. degree offer more flexibility in course selection than the B.B.A. However, the first two years are similar enough so that in the process of choosing a field for concentration students have ample time to explore a variety of professions in consultation with departmental faculty and others. Many opportunities and avenues for service are thus available to students majoring in business.

Students interested in teaching business-related subjects at the secondary level should consult with their advisor in the Business Administration & Economics Department and with the credential analyst in the Education Department. They may generally take any bachelor’s degree program in business and the specific education courses required. They will then need to pass the PRAXIS and SSAT competency examinations to obtain the secondary teaching credential.
Bachelor of Business Administration, B.B.A.

A minimum of 102 hours (58 upper-division hours)

> Required Core Courses (62-63 hours):

ACCT 121+122  Financial Accounting I, II  3+4
ACCT 123  Managerial Accounting  3
BUAD 279  Business Communication  3
BUAD 290  Seminar in Business  1
BUAD 325+326  Business Law I, II  3+3
BUAD 494  Internship  1
ECON 261  Macroeconomics  4
ECON 265  Microeconomics  4
FIN 341  Finance  5
INFS 147  PC Word Processing  1
INFS 148  PC Spreadsheets  1
MGMT 228  Management Information Systems  4
MGMT 361  Management  4
MGMT 481  Operations Management  3
MGMT 491  Strategic Management  3
MGMT 351  Marketing  4
STAT 222  Introduction to Statistics  4

At least one of the following courses:  4-5
MATH 106  College Algebra (4)
MATH 130  Precalculus (5)
MATH 131  Calculus I (4)

Recommended Supporting Course:
BUAD 118  Personal Money Management (3)

> Emphases (choose one):

1. Accounting Emphasis (39-40 hours)
ACCT 311+312+313  Intermediate Accounting I, II, III  3+3+3
ACCT 321  Cost Accounting I  3
ACCT 322  Cost Accounting II  3
ACCT 341  Individual Taxation  4
ACCT 343  Business Taxation  4
ACCT 391  Acct Systems in Small Business  2

At least 11 hours from the following:  11*
ACCT 307  Gov’t & Nonprofit Accounting (3)
ACCT 345  Estate Planning, Gifts & Trust Tax (3)
ACCT 451  Advanced Accounting (3)
ACCT 453  Auditing (5)
BUAD 329  Fraud Examination (3)

Additional hours from the following:  3-4*
Additional hours from ACCT, BUAD, ECON, FIN, INFS, MGMT, and MKTG courses to total at least 102 hours.

2. Finance Emphasis (39-40 hours)
ACCT 311+312+313  Intermediate Accounting I, II, III  3+3+3
ECON 371  Money, Banking, and Capital Markets  4
FIN 488  Problems in Finance  3
MGMT 466  Business and Society  3

At least one of the following courses:  4
ACCT 341  Individual Taxation (4)
ACCT 343  Business Taxation (4)

At least 12 hours from the following:  12*
BUAD 335  Real Estate (4)
BUAD 371  Insurance and Risk Management (3)
FIN 419  Personal Financial Planning (3)
FIN 436  Real Estate Finance (3)
FIN 444  Investments (3)
FIN 457  International Finance (3)
FIN 463  Financial Planning and Forecasting (3)

Additional hours from the following:  4-5*
Additional hours (at least 3 upper-division hours) from ACCT, BUAD, ECON, FIN, INFS, MGMT, and MKTG courses to total at least 102 hours.

3. Healthcare Management Emphasis (39-40 hours)
ACCT 307  Gov’t & Nonprofit Accounting  3
BUAD 370  Healthcare Law  3
BUAD 371  Insurance & Risk Management  3
ECON 270  Healthcare Economics  3
MGMT 370  Healthcare Management  3
MKTG 417  Services Marketing  3

At least 15 hours from the following:  15*
ACCT 311  Intermediate Accounting I (3)
ACCT 312  Intermediate Accounting II (3)
ACCT 321  Cost Accounting I (3)
ACCT 322  Cost Accounting II (3)
FIN 463  Financial Planning & Forecasting (3)
MGMT 350  Project Management (3)
MGMT 465  Organizational Behavior (3)
MGMT 466  Business and Society (3)
MKTG 371  Marketing Research (3)

Additional hours from the following:  6-7*
Additional hours (at least 3 upper-division hours) from ACCT, BUAD, ECON, FIN, INFS, MGMT, and MKTG courses to total at least 102 hours.

* Courses used to fulfill requirements in these sections may not also fulfill requirements in another emphasis or business program.
4. International Business Emphasis (39-52 hours)
ECON 457 International Economics 3
MGMT 457 International Business 3
MGMT 466 Business and Society 3
MKTG 371 Marketing Research 3
At least 9 hours from the following: 9
ACCT 311+312+313 Intermediate Accounting I, II, III (3+3+3)
ACCT 321+322 Cost Accounting I,II (3+3)
ACCT 343 Business Taxation (4)
Competence at the intermediate level in a language other than English. 0-12
This requirement may be met by one of the following options:
1. One-year sequence in college intermediate language course.
2. Study for a minimum of one quarter in a college abroad where classes are conducted in a foreign language, completing at least 12 quarter units with grades of C or higher.
3. Passing a competency test in a foreign language.
4. Graduation from a secondary school in a non-English-speaking country in which classes were conducted in the language of that country.
At least two courses from the following that complement, where possible, the foreign language: 6-8
ANTH 124 Cultural Anthropology (4)
COMM 330 Intercultural Communication (3)
GEOG 210 World Regional Geography (3)
HIST 332 Europe Since Napoleon (4)
HIST 358 Recent America (4)
HIST 412 Seminar in Asian History (4)
Additional hours from the following: 10-13*
Additional hours (at least 9 upper-division hours) from ACCT, BUAD, ECON, FIN, INFS, MGMT, MKTG, and Modern Languages to total at least 102 hours.

5. Management Emphasis (39-40 hours)
ACCT 311 Intermediate Accounting I 3
BUAD 334 Entrepreneurship 3
MGMT 350 Project Management 3
MGMT 465 Organizational Behavior 3
MGMT 466 Business and Society 3
At least 15 hours from the following: 15*
ACCT 343 Business Taxation (4)
ACCT 391 Acct Systems in Small Businesses (2)
BUAD 371 Insurance and Risk Management (3)
INFS 380 Database Analysis & Design (3)
INFS 470 Management Science (3)
MGMT 457 International Business (3)
MGMT 472 Human Resources Management (3)
MKTG 372 Retailing Management (3)
MKTG 377 Sales Management (3)
At least one of the following courses: 3*
ACCT 321 Cost Accounting I (3)
ACCT 322 Cost Accounting II (3)
Additional hours from the following: 6-7*
Additional hours (at least 4 upper-division hours) from ACCT, BUAD, ECON, FIN, INFS, MGMT, and MKTG courses to total at least 102 hours.

6. Marketing Emphasis (39-40 hours)
MKTG 360 Consumer Behavior 3
MKTG 371 Marketing Research 3
MKTG 374 Advertising 3
MKTG 417 Services Marketing 3
MKTG 481 Marketing Problems 3
At least 12 hours from the following: 12*
BUAD 334 Entrepreneurship (3)
INFS 377 Electronic Commerce (3)
MGMT 457 International Business (3)
MGMT 466 Business and Society (3)
MKTG 372 Retailing Management (3)
MKTG 377 Sales Management (3)
At least 6 hours from the following: 6
ACCT 311+312 Intermediate Accounting I, II (3+3)
ACCT 321+322 Cost Accounting I,II (3+3)
ACCT 343 Business Taxation (4)
ACCT 391 Acct Systems in Small Business (2)
Additional hours from the following: 6-7*
Additional hours (at least 4 upper-division hours) from ACCT, BUAD, ECON, FIN, INFS, MGMT, and MKTG courses to total at least 102 hours.

➤ B.B.A. General-Education Requirements:
The general-education requirements for the B.B.A. are the same as for the B.S. degree except for the changes described below:
1. Only one course is required for IV.B, to be chosen from either IV.B.1 (Visual Arts) or IV.B.2 (Music).
2. Only two courses are required from V.A (Science) and V.B (Applications of Scientific and Mathematical Reasoning). The courses must come from separate subsections and one course must include a laboratory.

* Courses used to fulfill requirements in these sections may not also fulfill requirements in another emphasis or business program.
Major in Business Administration, B.S.
A minimum of 74 hours (35 upper-division hours)

> Required Core Courses (68-69 hours):
ACCT 121+122 Financial Accounting I, II 3+4
ACCT 123 Managerial Accounting 3
BUAD 279 Business Communication 3
BUAD 290 Seminar in Business 1
BUAD 325+326 Business Law I, II 3+3
BUAD 494 Internship 1
ECON 261 Macroeconomics 4
ECON 265 Microeconomics 4
FIN 341 Finance 5
INFS 147 PC Word Processing 1
INFS 148 PC Spreadsheets 1
MGMT 228 Management Information Systems 4
MGMT 361 Management 4
MGMT 481 Operations Management 3
MGMT 491 Strategic Management 3
MKTG 351 Marketing 4
STAT 222 Introduction to Statistics 4

At least 6 hours from the following:
ACCT 311+312+313 Intermediate Accounting I, II, III (3+3+3)
ACCT 321+322 Cost Accounting I,II (3+3)
ACCT 341 Individual Taxation (4)
ACCT 343 Business Taxation (4)
ACCT 345 Estate Planning, Gifts & Trust Tax (3)
ACCT 391 Acct Systems in Small Business (2)

At least one of the following courses:
MATH 106 College Algebra (4)
MATH 130 Precalculus (5)
MATH 131 Calculus I (4)

> Required Core Electives (5-6 hours):

At least 5-6 additional hours from the following:
ACCT 311 Intermediate Accounting (3)
ACCT 312 Cost Accounting II (3)
ACCT 341 Individual Taxation (4)
ACCT 343 Business Taxation (4)
ACCT 345 Estate Planning, Gifts & Trust Tax (3)
ACCT 391 Acct Systems in Small Business (2)

At least one of the following courses:
MATH 106 College Algebra (4)
MATH 130 Precalculus (5)
MATH 131 Calculus I (4)

Major in Business Administration, B.A.
A minimum of 68 hours (29 upper-division hours)

> Required Core Courses (62-63 hours):
ACCT 121+122 Financial Accounting I, II 3+4
ACCT 123 Managerial Accounting 3
BUAD 279 Business Communication 3
BUAD 290 Seminar in Business 1
BUAD 325+326 Business Law I, II 3+3
BUAD 494 Internship 1
ECON 261 Macroeconomics 4
ECON 265 Microeconomics 4
FIN 341 Finance 5
INFS 147 PC Word Processing 1
INFS 148 PC Spreadsheets 1
MGMT 228 Management Information Systems 4
MGMT 361 Management 4
MGMT 481 Operations Management 3
MGMT 491 Strategic Management 3
MKTG 351 Marketing 4
STAT 222 Introduction to Statistics 4

At least one of the following courses:
MATH 106 College Algebra (4)
MATH 130 Precalculus (5)
MATH 131 Calculus I (4)

> Required Core Electives (5-6 hours):

At least 5-6 additional hours from the following:
ACCT 311 Intermediate Accounting (3)
ACCT 312 Cost Accounting II (3)
ACCT 341 Individual Taxation (4)
ACCT 343 Business Taxation (4)
ACCT 345 Estate Planning, Gifts & Trust Tax (3)
ACCT 391 Acct Systems in Small Business (2)

At least one of the following courses:
MATH 106 College Algebra (4)
MATH 130 Precalculus (5)
MATH 131 Calculus I (4)

> Required Core Electives (5-6 hours):

At least 5-6 additional hours from the following:
ACCT 311 Intermediate Accounting (3)
ACCT 312 Cost Accounting II (3)
ACCT 341 Individual Taxation (4)
ACCT 343 Business Taxation (4)
ACCT 345 Estate Planning, Gifts & Trust Tax (3)
ACCT 391 Acct Systems in Small Business (2)

At least one of the following courses:
MATH 106 College Algebra (4)
MATH 130 Precalculus (5)
MATH 131 Calculus I (4)

Recommended Supporting Course:
BUAD 118 Personal Money Management (3)

* Courses used to fulfill requirements in these sections may not also fulfill requirements in another emphasis or business program.
### Major in Computer Information Systems, B.S.

A minimum of 77 hours (41 upper-division hours)

- **Required Core Courses (77 hours):**
  - ACCT 121+122 | Financial Accounting I, II | 3+4
  - ACCT 123 | Managerial Accounting | 3
  - BUAD 290 | Seminar in Business | 1
  - BUAD 494 | Internship | 1
  - ECON 265 | Microeconomics | 4
  - FIN 341 | Finance | 5
  - INFS 115 | Intro to Computer Programming | 4
  - INFS 148 | PC Spreadsheets | 1
  - INFS 215 | Intermediate Computer Programming | 4
  - INFS 377 | Electronic Commerce | 3
  - INFS 380 | Database Analysis and Design | 3
  - INFS 465 | Fundamentals of Data Communication | 3
  - INFS 470 | Management Science | 3
  - INFS 482 | Systems Analysis and Design | 3
  - MGMT 228 | Management Information Systems | 4
  - MGMT 350 | Project Management | 3
  - MGMT 361 | Management | 4
  - MGMT 491 | Strategic Management | 3
  - MKTG 351 | Marketing | 4
  - STAT 222 | Introduction to Statistics | 4

*At least one of the following courses:*
  - MATH 106 | College Algebra (4)
  - MATH 130 | Precalculus (5)
  - MATH 131 | Calculus I (4)

*At least 2 of the following courses:*
  - ACCT 322 | Cost Accounting II (3)
  - BUAD 325 | Business Law (3)
  - MGMT 457 | International Business (3)
  - MGMT 465 | Organizational Behavior (3)
  - MGMT 466 | Business and Society (3)
  - MGMT 472 | Human Resources Management (3)
  - MGMT 481 | Operations Management (3)
  - STAT 322 | Statistical Methods (3)

### Major in Management for Medical Professionals, B.S.

A minimum of 94 hours (31 upper-division hours)

- **Required Core Courses (52 hours):**
  - ACCT 121+122 | Financial Accounting I, II | 3+4
  - ACCT 123 | Managerial Accounting | 3
  - BUAD 118 | Personal Money Management | 3
  - BUAD 325 | Business Law I | 3
  - BUAD 370 | Healthcare Law | 3
  - ECON 265 | Microeconomics | 4
  - ECON 270 | Healthcare Economics | 3
  - FIN 341 | Finance | 5
  - INFS 148 | PC Spreadsheets | 1
  - MGMT 361 | Management | 4
  - MGMT 370 | Healthcare Management | 3
  - MGMT 481 | Operations Management | 3
  - MGMT 491 | Strategic Management | 3
  - MKTG 351 | Marketing | 4
  - MKTG 417 | Services Marketing | 3

- **Required Cognate Courses (42 hours):**
  - At least 42 hours from the following:
    - BIOL 101+02 | Anatomy & Physiology (5+5)
    - BIOL 111+12+13 | Biological Foundations (5+5+5)
    - CHEM 111+12+13 | General Chemistry (5+5+5)
    - CHEM 371+72+73 | Organic Chemistry (4+4+4)
    - CHEM 481+82 | Biochemistry (4+4)
    - MATH 131+32 | Calculus I + II (4+4)
    - MICR 134 | General Microbiology (5)
    - PHYS 111+12+13 | General Physics (4+4+4)
    - PHYS 211+12+13 | Physics with Calculus (4+4+4)

### Minor in Business Administration

A minimum of 30 hours (9 upper-division hours)

- **Required Courses (18 hours):**
  - ACCT 121 | Financial Accounting I | 3
  - ACCT 122 | Financial Accounting II | 4
  - ACCT 123 | Managerial Accounting | 3
  - ECON 261 | Macroeconomics | 4
  - ECON 265 | Microeconomics | 4

- **Required Electives (12 hours):**
  - At least 12 hours (9 upper-division) from the following:
    - Additional ACCT, BUAD, ECON, FIN, INFS, MGMT, and MKTG courses.
Accounting

Lower-Division Courses:

**ACCT 121** 3 F, W  
**Financial Accounting I**  
Accounting practices and procedures needed in various types of ownership entities for financial reporting. No prior accounting knowledge necessary.

**ACCT 122** 4 W, S  
**Financial Accounting II**  
A continuation of ACCT 121 with particular emphasis on the partnership and the corporate form of organization; income statement and balance sheet analysis. Three lectures and one laboratory per week. Prerequisite: ACCT 121 with a grade of C- or higher.

**ACCT 123** 3 S  
**Managerial Accounting**  
Use of accounting data for managerial planning, control, and decision-making. Particular emphasis on entities which produce a product. Prerequisite: ACCT 121 & 122 with a grade of C- or higher, INFS 148.

Upper-Division Courses:

**ACCT 307** 3 W  
**Government and Nonprofit Accounting**  
Accounting principles and practices unique to state and local units, educational, health care, charity, religious, and other not-for-profit organizations. Financial reporting and record keeping. Prerequisite: ACCT 121, 122. Even years.

**ACCT 311+312+313** 3+3+3 F+W+S  
**Intermediate Accounting I, II, III**  
Accounting theory and practice relating to the valuation and presentation of assets, liabilities, net worth, revenue, and expense accounts. Prerequisites: ACCT 121, 122.

**ACCT 321** 3 F  
**Cost Accounting I**  
Key concepts of cost planning and control. Includes c-v-p analysis, job costing, activity-based costing, budgeting and variances, cost behavior, strategic decision-making, and pricing. Prerequisites: ACCT 121, 122, 123.

**ACCT 322** 3 W  
**Cost Accounting II**  
Key concepts of cost planning and control. Includes balanced scorecard, cost allocation, joint products, process costing, inventory, capital budgeting, transfer pricing, and performance measurement. Prerequisite: ACCT 121, 122, 123.

**ACCT 341** 4 W  
**Individual Taxation**  
Federal income taxation and tax planning for individuals. Designed for non-majors as well as for business majors and minors.

**ACCT 343** 4 S  
**Business Taxation**  
Federal taxation and tax planning in relationship to corporations and partnerships.

**ACCT 345** 3 F  
**Estate Planning, Gifts and Trust Taxation**  
Federal taxation and tax planning for gifts, estates, and trusts. Odd years.

**ACCT 391** 2 S  
**Accounting Systems in Small Businesses**  
Starting a business and setting up and maintaining accounting records for a small business. Taxation of small businesses is emphasized. Small business accounting software (QuickBooks) is utilized. Prerequisites: ACCT 121, 122.

**ACCT 451** 3 S  
**Advanced Accounting**  
Specialized topics including partnerships, branches, consolidated statements, segment reporting. Recommended prerequisites: ACCT 311+312. Odd years.

**ACCT 453** 5 W  
**Auditing**  
The independent auditor’s functions; pronouncements of the American Institute of Certified Public Accountants. Four lectures and one laboratory per week. Prerequisites: ACCT 311+312+313; STAT 222.

**ACCT 495** 1-3 Arranged  
**Independent Study**  
Designed for students qualified to undertake an advanced and independent project. The project must be approved by the chair of the department. Repeatable to a maximum of 3 credits.

Business Administration

Lower-Division Courses:

**BUAD 118** 3 F, W, S  
**Personal Money Management**  
Financial decisions facing individuals in society, including installment buying and borrowing, insurance, home ownership, saving, budgeting expenditures, investments, and trusts. Credit may not be earned in BUAD 118 after FIN 419 is taken.

**BUAD 223** 2 F, S  
**Personal Law**  
Topics include dealing with an attorney, the court systems, crimes, torts, minors and the law, consumer law, landlord/tenant relationships, the legal re-
sponsibilities of owning a motor vehicle, employment relationships, and planning an estate. Not available to business majors for business credit during the junior or senior year.

**BUAD 279  3 S**

**Business Communication**

Integrates presentation software with written and oral techniques for ethical communication in the business setting. Emphasis on effective presentation of a variety of documents. Prerequisites: ENGL 102, COMM 105, INFS 147.

**BUAD 290  1 F**

**Seminar in Business**

Career identification and selection. Preparation of students for successful internships and organizational onboarding.

**Upper-Division Courses:**

**BUAD 325  3 F**

**Business Law I**

A study of the legal system, with emphasis on common-law contracts, sales under Article II of the Uniform Commercial Code and negotiable instruments.

**BUAD 326  3 W**

**Business Law II**

The legal system in the United States, emphasizing agency relationships, business entities, government regulation and property.

**BUAD 329  3 S**

**Fraud Examination**

The principles of fraud detection and deterrence. Topics include the nature of fraud and the types of people who commit fraud, fraud investigation and types of fraudulent schemes, including a discussion of skimming, cash larceny, check tampering, register disbursement schemes, billing schemes, payroll and expense reimbursement schemes, non-cash misappropriations, corruption, and fraudulent financial statements. Odd years.

**BUAD 335  4 F**

**Real Estate**

The various aspects of real-estate principles, practices, and ownership. Preparation for the California licensing examination. Designed for the general student.

**BUAD 370  3 S**

**Healthcare Law**

The legal framework surrounding the administration of healthcare and its impact on the practitioner, the administrator, and the patient. Prerequisite: BUAD 325.

**BUAD 371  3 F**

**Insurance and Risk Management**

Recognition and evaluation of property, liability, and personal insurable risks facing a business firm, family, or other economic unit. Basic tools of risk management, loss prevention, selecting and dealing with an insurer and fire, marine, casualty, liability, life, and health insurance. Odd years.

**BUAD 493  1-3 Arranged**

**Special Topics**

An enrichment course treating specific topics not normally covered in the department’s regular offerings. A specific title is given to the course when it is taught. Repeatable for credit under different subtitles.

**BUAD 494  1 F, W, S**

**Internship**

Contract arrangement between student, faculty, and a cooperating organization or business that provides practical experience to tie in with the student’s major. Repeatable to a maximum of 2 credits towards a business major. Prerequisite: Permission of the instructor. Graded S/F.

**BUAD 495  1-3 Arranged**

**Independent Study**

Designed for students who are qualified to undertake an advanced and independent project. The project must be approved by the chair of the department. Repeatable to a maximum of 3 credits.

**Economics**

**Lower-Division Courses:**

**ECON 261  4 F, S**

**Macroeconomics**

An analysis of the structure and functioning of the economy in the United States. Concepts and tools of economics are used to study how decisions of individuals, businesses, and governments relate to growth, income, employment, and inflation.

**ECON 265  4 W, S**

**Microeconomics**

An economic analysis of the workings of the market system in the United States. The factors that determine prices, costs, elasticity, utility, demand, supply, and the factors of production (land, labor, capital) when monopoly and pure competition exist and when conditions between these two models of competition exist.

**ECON 270  3 S**

**Healthcare Economics**

An analysis of the unique characteristics of the economics of the health care industry in the United States. Emphasis on managed care dynamics, including the role of third-party sources of payment, as well as the economics of information, including moral hazard and adverse selection problems.
Upper-Division Courses:

**ECON 371**  4 W  
**Money, Banking and Capital Markets**  

**ECON 457**  3 F  
**International Economics**  
Theory and principles of international trade and monetary and fiscal policies. Topics include comparative advantage, standard theory, H-O theory, imperfect competition, tariff and nontariff barriers, protectionism, and economic integration. Prerequisites: ECON 261, 265. Even years.

**ECON 495**  1-3 Arranged  
**Independent Study**  
Designed for students who are qualified to undertake an advanced and independent project. The project must be approved by the chair of the department. Repeatable to a maximum of 3 credits.

Finance

Upper-Division Courses:

**FIN 341**  5 F  
**Finance**  
Financial policies of corporations in the management of assets, liabilities, and owners’ equity. Major topics include risk and return, time value of money, present value, capital budgeting, cost of capital, valuation, leverage, long-term financing, and working capital management. Prerequisites: ACCT 121, 122, 123; INFS 148; STAT 222.

**FIN 419**  3 W  
**Personal Financial Planning**  
Introduction to personal financial planning and its role in the financial services industry. Emphasis on developing, implementing, and monitoring personal financial plans. Odd years.

**FIN 436**  3 W  
**Real Estate Finance**  
Principles and methods of investing and financing in real estate. Sources of funds, qualifications of investors, property analysis, and settlement procedures. Prerequisite: FIN 341. Odd years.

**FIN 444**  3 S  
**Investments**  
Investment alternatives and the development of rational objectives and investment philosophies. Topics include risks, returns, evaluation concepts, technical approaches, portfolio development, the efficient market hypothesis, and decisions relating to different types of investments. Recommended prerequisite: FIN 341. Even years.

**FIN 457**  3 S  
**International Finance**  
Financial management in the international environment. Includes coverage of the IMS, foreign exchange, futures and options markets, managing exposure, banking, direct foreign investment, political risk, import/export operations, and working capital management. Recommended prerequisite: FIN 341. Odd years.

**FIN 488**  3 W  
**Problems in Finance**  
Study and discussion of selected topics in finance through readings and case studies. Topics include working capital management, capital budgeting, financing decisions, dividend policy, cost of capital, and capital structure decisions. Prerequisite: FIN 341. Even years.

**FIN 495**  1-3 Arranged  
**Independent Study**  
Designed for students qualified to undertake an advanced and independent project. The project must be approved by the chair of the department. Repeatable to a maximum of 3 credits.

Information Systems

Lower-Division Courses:

**INFS 115**  4 F  
**Introduction to Computer Programming**  
Introduction to the principles necessary for writing clear, well-designed and efficient computer programs. Three lectures and one laboratory per week. No prerequisites, but a knowledge of basic algebra (MATH 095-096) is assumed.

**INFS 147**  1 F, S  
**PC Word Processing**  
Applications designed to increase knowledge of word processing concepts and working skills with the Microsoft Suite software.

**INFS 148**  1 F, S  
**PC Spreadsheets**  
Class/laboratory instruction in Microsoft Excel software for microcomputers, combining an electronic spreadsheet with graphics and a database system. Creating and modifying worksheets, graphs and macros.
INFS 215 4 W
Intermediate Computer Programming
Development of the competencies necessary for writing clear, well-designed and efficient computer programs. Three lectures and one laboratory per week. Prerequisite: INFS 115. Even years.

Upper-Division Courses:

INFS 377 3 F
Electronic Commerce

INFS 380 3 W
Database Analysis and Design

INFS 465 3 F
Fundamentals of Data Communication
Various methods of data communication: networking, telephony, communications hardware and software. Even years.

INFS 470 3 S
Management Science
Formal modeling approaches in managerial decision-making. Topics include linear programming, integer programming, decision-making under uncertainty, utility theory, queuing theory, Markov processes, network diagrams, and inventory models. Prerequisites: MATH 106, 130, or 131. Odd years.

Upper-Division Courses:

MGMT 334 3 S
Entrepreneurship
A survey of what it takes to start and operate a business. Legal, managerial, accounting, marketing and financial aspects of getting a business up and running. Development of a business plan for startup.

MGMT 350 3 W
Project Management
Comprehensive approach to project management tools and applications. Includes planning, scheduling, budgeting, estimating, controlling, and monitoring projects. Also includes resource allocation, resource loading, CPM, CMM, GANTT, and PERT. All students will engage in completing a real world strategic or operational project for an organization. Odd years.

MGMT 361 4 F, S
Management
The basic concepts and theory of management with particular emphasis on planning, organizing, leading, and controlling. Prerequisite: MATH 106, 130, or 131.

MGMT 370 3 W
Healthcare Management
Foundations of healthcare administration. Introduction to the US healthcare system and its structure, functions, trends, and issues. Prerequisite: MGMT 361.

MGMT 457 3 S
International Business
An analysis of problems encountered in operating businesses across national boundaries. Odd years.
MGMT 465  3 W  Organizational Behavior
Emphasis on the human aspects in organizations, including motivation, power, job enrichment, interpersonal and intergroup processes and relationships, perception, leadership, and organizational change and design.

MGMT 466  3 F  Business and Society
The environmental setting of business and its interdependence with other elements of the social order. An assessment of business involvement in urban, community, consumer, and environmental affairs.

MGMT 472  3 F  Human Resources Management
Contemporary objectives and problems relating to personnel management in organizations. Recruitment, selection, performance appraisal, training and development, supervision, compensation, pensions, grievances, and disciplinary actions. Odd years.

MGMT 481  3 F  Operations Management
Optimal approaches to the production of goods and services. Planning, scheduling, plant layout, production standards, quality, and cost controls. Prerequisite: STAT 222.

MGMT 491  3 S  Strategic Management
A capstone course integrating various functional areas of business and applying this knowledge to a study of business and institutional problems primarily through the case method. Should be taken during the senior year. Prerequisites: FIN 341; STAT 222; MGMT 361; MKTG 351.

MGMT 495  1-3 Arranged  Independent Study
Designed for students qualified to undertake an advanced and independent project. The project must be approved by the chair of the department. Repeatable to a maximum of 3 credits.

Marketing

Upper-Division Courses:

MKTG 351  4 F, S  Marketing
Marketing institutions and marketing decisions in relationship to the achievement of institutional goals. Management issues relating to product, price, promotion, and distribution; effects of marketing decisions on the environment and of the environment on marketing decisions.

MKTG 360  3 W  Consumer Behavior
The application of research findings and concepts from such academic disciplines as psychology, anthropology, sociology, economics, and marketing to consumer buying behavior. Even years.

MKTG 371  3 S  Marketing Research
Introduction to basic research concepts and techniques useful for determining information needs, conducting research, and making appropriate reports of research findings. Prerequisite: STAT 222. Odd years.

MKTG 372  3 S  Retailing Management
The structure and environment in which retailing management occurs. Areas of special emphasis include operation of stores, merchandise decisions, layout, pricing, and promotion decisions. Even years.

MKTG 374  3 F  Advertising
The advertising function in profit and nonprofit enterprises from management's point of view. The purpose of advertising, media planning, budgeting for advertising, and an evaluation of the effectiveness of advertising.

MKTG 377  3 W  Sales Management
The role of the sales manager in planning, organizing, developing, directing, controlling, and evaluating the sales force. Personal selling is also emphasized. Odd years.

MKTG 417  3 W  Services Marketing
Application of marketing concepts and principles in service and nonprofit institutions. Identification and study of various constraints, clients, and publics; the special requirements, needs, and desires of those associated with and affected by the organization. Prerequisite: MKTG 351.

MKTG 481  3 W  Marketing Problems
Selected areas in marketing, illustrating practical solutions to situations likely to confront marketing managers. Emphasis on developing an understanding of marketing problems and developing approaches to effective decision-making in marketing. Should be taken during the senior year. Prerequisite: MKTG 351.

MKTG 495  1-3 Arranged  Independent Study
Designed for students qualified to undertake an advanced and independent project. The project must be approved by the chair of the department. Repeatable to a maximum of 3 credits.